



**THE EDGE**

Information and news that gives you an edge in the real estate business

## In This Week's "The EDGE"

- Houston's Housing Market Cools in January
- Weekly Market Movements
- Success in the New Real Estate Era
- Around the World in 60 Minutes
- Calling All Leaders

"The Edge" is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.

*Brought to you by the HAR Communications Department.*



## Houston's Housing Market Cools in January

HAR will release **January 2019** MLS statistics this Wednesday. Here is an advance look at some of the report's key take-aways:

- After completing a record-breaking 2018, home sales sagged during the first month of the new year. A total of 4,100 single-family homes sold versus 4,462 a year earlier. That's an 8.1 percent decline.



- Single-family home prices reached January highs, with median price edging up 1.4 percent to \$222,000 and average price rising 2.4 percent to \$277,483.
- Inventory grew to a 3.7-months supply, matching the national level reported by NAR.
- Townhome and condominium sales fell 10.5 percent – the fifth consecutive month of declines.
- Leasing activity had a strong performance in January, with single-family home rentals up 16.5 percent year-over-year and rentals of townhomes and condominiums up 16.4 percent.

*The complete January 2019 market report will be posted in the [HAR Online Newsroom](#) beginning this Wednesday, February 13.*

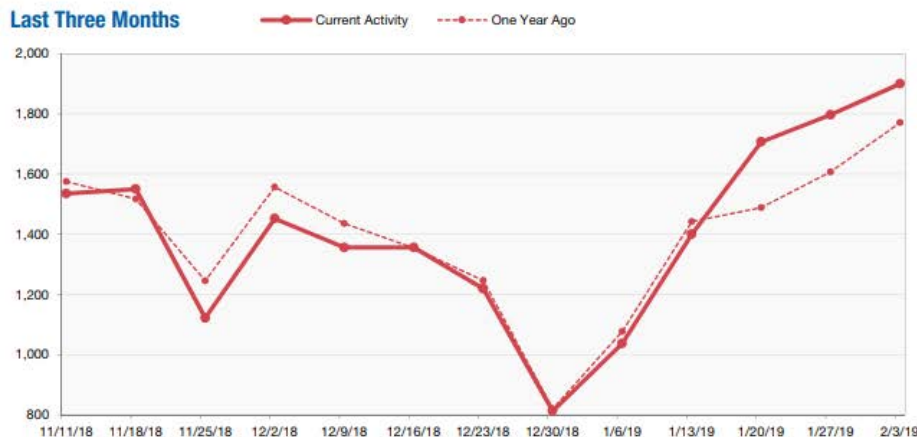


## Weekly Market Movements

Despite weather events that have brought frigid temperatures and heavy snow to large swaths of the U.S., residential real estate markets have performed better than anticipated so far this year. While a complete downturn in sales and prices was not at all expected, some softening was anticipated. Instead, pending sales are performing well in many markets, while new listings are not experiencing any negative swings of concern.

### Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/11/2018	1,535	1,575	- 2.5%
11/18/2018	1,550	1,517	+ 2.2%
11/25/2018	1,122	1,245	- 9.9%
12/2/2018	1,452	1,557	- 6.7%
12/9/2018	1,356	1,436	- 5.6%
12/16/2018	1,356	1,355	+ 0.1%
12/23/2018	1,219	1,246	- 2.2%
12/30/2018	813	820	- 0.9%
1/6/2019	1,037	1,077	- 3.7%
1/13/2019	1,400	1,442	- 2.9%
1/20/2019	1,707	1,489	+ 14.6%
1/27/2019	1,797	1,607	+ 11.8%
2/3/2019	1,900	1,771	+ 7.3%
3-Month Total	18,244	18,137	+ 0.6%

**In the Houston region, for the week ending February 3:**

- New Listings increased 10.1% to 2,855
- Pending Sales increased 7.3% to 1,900
- Closed Sales decreased 6.2% to 1,457



## Success in the New Real Estate Era

- What are you doing to keep yourself and your brokerage competitive in the current, post-disruption real estate era? If you can't answer that question, you'll want to tune in to the *HAR On the Move* podcast this Wednesday, when we welcome back **HAR Strategic Architect Jeremy Conaway**. Jeremy enlightens us on ways to boost your "value proposition" and other critical strategies for success in 2019 and beyond.
- HAR's official weekly podcast, *HAR on the Move* covers a variety of real estate topics that HAR members care about most. Listen anywhere, anytime.
- New shows come out every Wednesday!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



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# Around the World in 60 Minutes

## Buying in Belize



[Register HERE today.](#)

- Come ready to learn about real estate in Belize – the customs, how to buy a home there for your Houston or Texas client, financing details and more.
- It all happens on **Thursday, March 14**. Enjoy a casual lunch with colleagues. [Registration fee is \\$15.](#)
- This event will be held at the **HAR Central** office, starting at **11:30 a.m. with lunch. The program runs from noon to 1 p.m.**
- Please notify us of any dietary restrictions at least 72 hours in advance.
- Presentation by 2019 HAR International Advisory Group Chairman Pius Dawson, CIPS, and 2019 HAR International Advisory Group Vice Chairman Ed Eakin, CIPS.



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# Calling All Leaders

## **2019 Texas REALTORS® Leadership Program (TRLP)**

TRLP offers participants and graduates an ongoing opportunity to meet other motivated leaders and to share an intensive learning experience that focuses on community issues and leadership skills. The purpose of TRLP is to prepare the next generation of Texas REALTORS® to meet future challenges. The program provides participants with lectures, seminars, guest speakers, group discussions and leadership exercises that address vital issues affecting Texas REALTORS®. The dynamic format stimulates vigorous and animated discussions and involvement by all participants.

**Applications are available online at [trlp.har.com](http://trlp.har.com).**

**Applications are due on March 22, 2019.**

### **Questions?**

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