



The Edge

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

THIS WEEK



- A FRESH Look at Houston Housing
- Weekly Market Movements
- Retail Follows Rooftops
- Do NOT Miss the Bus
- Certify Yourself for Success

“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.
Produced by the HAR Communications Department.

A FRESH Look at Houston Housing

FRESH REPORT
FIRST REAL ESTATE SNAPSHOT OF HOUSTON

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of February 2019 compared to February 2018. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
↑ 11.5%	↑ 17.9%	↑ 2.3%
10,196	25,039	\$297,453

Home sellers provided a steady supply of new listings in February, with REALTORS® entering 10,196 properties into the Multiple Listing Service (MLS) compared to 9,141 a year earlier. That represents an 11.5 percent increase over February 2018.

Active listings - or the number of available properties - continue to out pace last year, with 25,039 units available in the MLS versus 21,234 a year earlier. The increased inventory provides buyers with more options as we move into the traditionally busy Spring home buying season.

The average list price for a Houston home increased again in February - up 2.3 percent to \$297,453 compared to \$290,747 in February 2018. For perspective, the highest average list price of all time was \$323,196 in June of 2018.

Take a **FRESH** Look at Housing

Be on the lookout for HAR's MLS market report for **February 2019**, which will be distributed on **Wednesday, March 13**. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

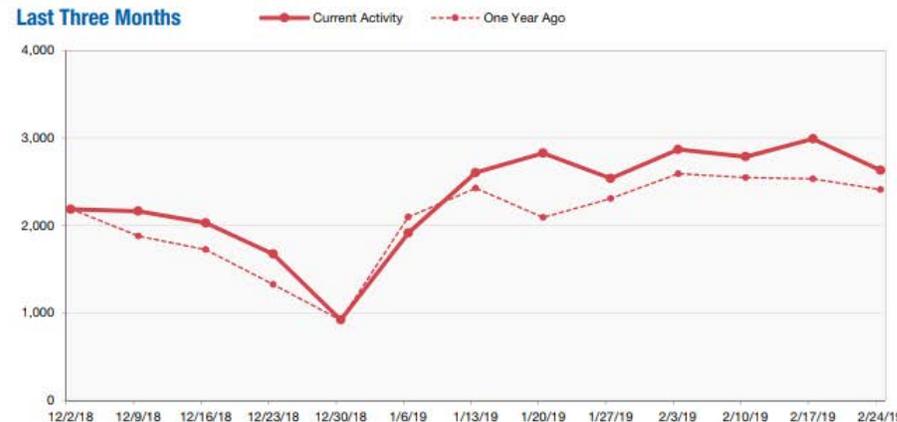
- FRESH on the heels of a record year for Houston home sales, the market continues to show strength two months into 2019.
- HAR has released the First Real Estate Snapshot of Houston (**FRESH**) Report for **February 2019**, and the indicators are in positive territory across the board.
- New listings, active listings and average list price all rose across the greater Houston area between February 1 and February 28, 2019.
- Our comprehensive February MLS housing report will be distributed next **Wednesday, March 13**.
- As always, HAR will provide you with updated coverage in *The EDGE*.



Weekly Market Movements

Two years ago, Millennials (born between 1981 and 1996) passed older generational groups to account for the most new mortgages. Today, Millennials also account for the most total dollar amount of those mortgages. Given the state of ongoing median sales price increases in the majority of the country, this should not come as a surprise. And given the positive state of the U.S. economy, finding the correct balance between positive sales figures and sales prices will be a dominant theme of 2019.

New Listings



For the Week Ending	Current Activity	One Year Previous	+ / -
12/2/2018	2,185	2,189	- 0.2%
12/9/2018	2,163	1,879	+ 15.1%
12/16/2018	2,030	1,725	+ 17.7%
12/23/2018	1,674	1,327	+ 26.1%
12/30/2018	921	918	+ 0.3%
1/6/2019	1,914	2,097	- 8.7%
1/13/2019	2,604	2,427	+ 7.3%
1/20/2019	2,827	2,091	+ 35.2%
1/27/2019	2,537	2,308	+ 9.9%
2/3/2019	2,869	2,592	+ 10.7%
2/10/2019	2,786	2,549	+ 9.3%
2/17/2019	2,990	2,533	+ 18.0%
2/24/2019	2,630	2,410	+ 9.1%
3-Month Total	30,130	27,045	+ 11.4%

In the Houston region, for the week ending February 24:

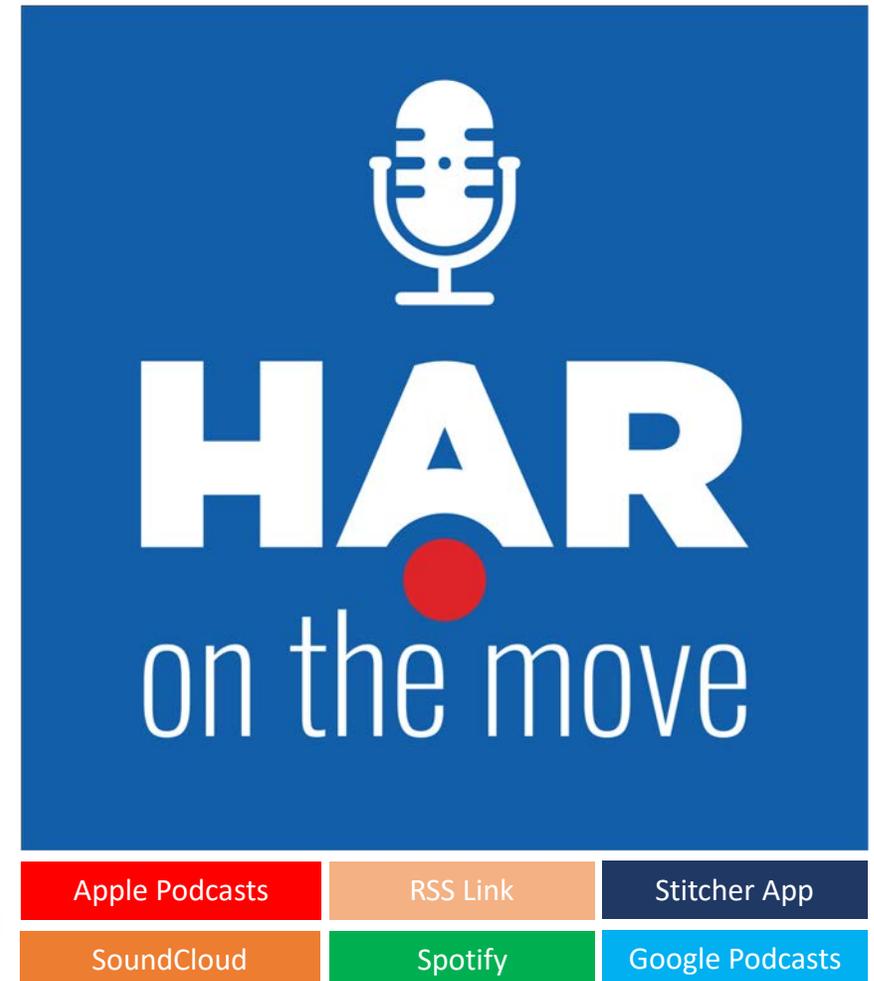
- New Listings increased 9.1% to 2,630
- Pending Sales increased 20.2% to 2,140
- Closed Sales remained flat at 1,311



Retail Follows Rooftops

- For today's home buyer, so much of the decision-making process is influenced by retail development – from the new grocery store to the new fitness center. On this week's edition of the ***HAR on the Move*** podcast we talk to someone who covers Houston's ever-changing retail landscape and understands the concept that "retail follows rooftops." It's ***Houston Chronicle*** business reporter **Paul Takahashi**. Paul shares the latest retail trends and explains their relationship to Houston's residential real estate market.
- HAR's official weekly podcast, ***HAR on the Move*** covers a variety of real estate topics of interest to you, our HAR members. Listen anywhere, anytime.
- New shows come out every Wednesday!

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





Do NOT Miss the Bus

						
TREPAC 1 Stewart Title, Cypress	TREPAC 2 Cinemark 19 Katy (I-10 & 99)	TREPAC 3 Marq-E Entertainment Center (I-10 & 610 West)	TREPAC 4 HAR Montg. County Branch	TREPAC 5 First Colony Mall	TREPAC 6 Bay Area Branch**	TREPAC 7 Better Homes and Gardens Real Estate Gary Greene - Humble

Are you registered yet for **REALTOR® Day at the Texas Capitol**? What are you waiting for? The event is **Tuesday, March 26**. This will be an informative and fun day as you meet with state lawmakers to discuss important matters affecting the real estate industry. Appraisal reform, eminent domain, homeowners associations, infrastructure, county rulemaking authority and school finance are among the issues to be tackled this legislative session. **Buses will depart from seven convenient Houston-area locations!**



REALTOR® DAY
at the TEXAS CAPITOL
HOUSTON ASSOCIATION OF REALTORS®

TUESDAY
MARCH 26
2019
AUSTIN, TX

For more information and to register, click [HERE](#) today!

Certify Yourself for Success

Texas Affordable Housing Specialist (TAHS)

The Texas Affordable Housing Specialist (TAHS) certification equips you with the knowledge to help first-time and underserved homebuyers as well as increase sustainable homeownership in Texas. The certification offers 12 CE hours, including the mandatory four-hour United Texas: Housing Initiatives that Work course. Other topics include FHA Lending, Fair Housing and homebuyer resources related workforce housing.



TEXAS AFFORDABLE
HOUSING SPECIALIST

Dates: March 7 and 8

Location: HAR Central

Time: 9 a.m. to 4 p.m.

Investment: \$150 members / \$175 non-members

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6