



The Edge

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

THIS WEEK



- Houston Home Rentals Surge in February
- Weekly Market Movements
- Keep It Legal and Avoid Risk
- Seats on the Bus are Filling Up
- Calling All Leaders

Houston Home Rentals Surge in February

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

- Leasing activity remained very strong for a second straight month, with single-family home rentals up 26.5 percent and rentals of townhomes and condominiums up 27.1 percent.



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

- Single-family home sales were statistically flat, with a total of 5,280 units sold versus 5,265 one year earlier.
- Single-family home prices reached February highs as the median price rose 2.9 percent to \$232,900 and the average price increased 1.9 percent to \$286,156.
- Inventory continued to improve, growing from a 3.1-months supply to 3.7 months, which is slightly below the national level of 3.9 months reported by NAR.
- Townhome and condominium sales fell for a sixth consecutive month, down 7.6 percent year-over-year, with both median and average price dropping nearly 12 percent.

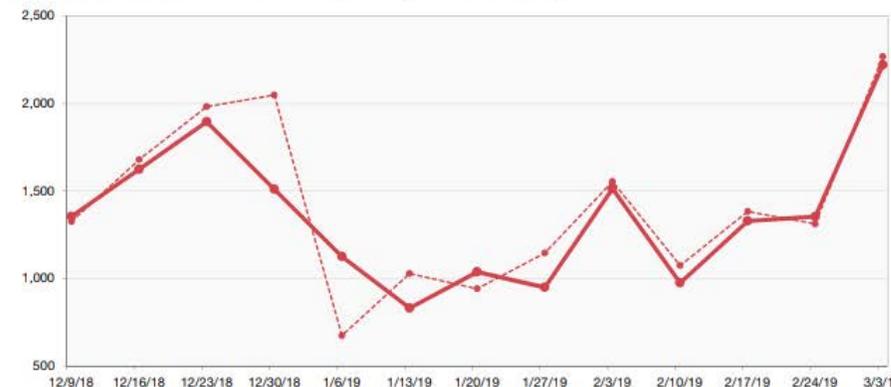


Weekly Market Movements

Sales totals have been mixed across the nation and dependent on what has been a considerably persistent winter throughout the Great Plains, Midwest and Northeast. While this time of year brings unpleasant weather to all parts of the country, it has less impact on southern and western states. While there is no true national real estate market, overarching trends continue to be higher prices and more inventory, especially west of the Rocky Mountains. Let's look more closely at what is happening locally.

Closed Sales

Last Three Months



| For the Week Ending | Current Activity | One Year Previous | + / - |
|---------------------|------------------|-------------------|---------------|
| 12/9/2018 | 1,354 | 1,325 | + 2.2% |
| 12/16/2018 | 1,623 | 1,678 | - 3.3% |
| 12/23/2018 | 1,894 | 1,981 | - 4.4% |
| 12/30/2018 | 1,509 | 2,047 | - 26.3% |
| 1/6/2019 | 1,125 | 674 | + 66.9% |
| 1/13/2019 | 831 | 1,028 | - 19.2% |
| 1/20/2019 | 1,037 | 941 | + 10.2% |
| 1/27/2019 | 949 | 1,145 | - 17.1% |
| 2/3/2019 | 1,512 | 1,554 | - 2.7% |
| 2/10/2019 | 975 | 1,074 | - 9.2% |
| 2/17/2019 | 1,328 | 1,383 | - 4.0% |
| 2/24/2019 | 1,353 | 1,311 | + 3.2% |
| 3/3/2019 | 2,218 | 2,267 | - 2.2% |
| 3-Month Avg | 1,362 | 1,416 | - 3.8% |

In the Houston region, for the week ending March 3:

- New Listings decreased 7.3% to 2,834
- Pending Sales increased 21.8% to 2,257
- Closed Sales decreased 2.2% to 2,218



Keep It Legal and Avoid Risk

- For today's real estate professional, it is critical to mind the Ps and Qs and remain in compliance with regulations at all times. On this week's edition of the ***HAR on the Move*** podcast, we talk to someone who understands every detail of those regulations and breaks down the legalese into something we all can understand and digest. It's ***HAR Legal Counsel Grant Harpold***. Grant discusses risk management in relation to new forms, advertising and much more!
- 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!

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Seats on the Bus are Filling Up

| | | | | | | |
|---|---|--|---|---|---|---|
|  |  |  |  |  |  |  |
| 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 |

Time is running out to register for **REALTOR® Day at the Texas Capitol**. The event is **Tuesday, March 26**. This promises to 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 depart from seven convenient Houston-area locations!



TUESDAY
MARCH 26
2019
AUSTIN, TX

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



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.

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

Questions?

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