



The Edge

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

THIS WEEK



- Weekly Market Movements
- Inman: Open house cheat sheet: 6 questions to prep for
- Should we worry about the Houston economy?
- Certified Real Estate Brokerage Manager Qualifying Course

“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.



Weekly Market Movements

New listings finally started to perk up across the nation last week, effectively launching residential real estate into the springtime selling season. Much has been said and written about the slow launch of new homes for sale in what was anticipated to be a year of rising inventory. Mother Nature has had different plans so far in several markets, adding another burst of winter weather in April that may spoil an otherwise promising start to the second quarter of 2019.

In the Houston region, for the week ending April 7:

- New Listings increased 5.0% to 3,671
- Pending Sales increased 23.0% to 2,502
- Closed Sales decreased 5.8% to 1,342

Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
1/13/2019	1,347	1,442	- 6.6%
1/20/2019	1,628	1,489	+ 9.3%
1/27/2019	1,678	1,607	+ 4.4%
2/3/2019	1,715	1,771	- 3.2%
2/10/2019	1,726	1,738	- 0.7%
2/17/2019	1,807	1,669	+ 8.3%
2/24/2019	1,924	1,780	+ 8.1%
3/3/2019	2,055	1,852	+ 11.0%
3/10/2019	1,969	1,855	+ 6.1%
3/17/2019	2,048	1,925	+ 6.4%
3/24/2019	2,185	1,924	+ 13.6%
3/31/2019	2,327	1,936	+ 20.2%
4/7/2019	2,502	2,034	+ 23.0%
3-Month Total	24,911	23,022	+ 8.2%

Inman: Open house cheat sheet: 6 questions to prep for

- Part of preparing for an open house is having the information buyers will request at the ready. Whether creating a show sheet, adding information to the listing website or preparing for in-person exchanges, know the answers to the following six questions. Well-researched answers just might help you sell that listing.
 - What's the price?
 - What's around here?
 - What are the monthly carrying costs?
 - What do you know about the property?
 - What's the community like?
 - Are there any zoning issues?
- <https://www.inman.com/2019/04/15/open-house-cheat-sheet-6-questions-to-prepare-for/>
- You may access this and other informative articles by registering for your FREE Inman Select subscription at <https://www.har.com/inmanselect>. This is just another benefit of being an HAR member.



Should we worry about the Houston economy?

- Is now a good time to buy? This and other questions are answered on this week's Member Focus Monday, which is then turned into our weekly podcast episode. Whether you want to know how Houston is doing compared to the country or what concerns there are about the economy, we learn all about it in this week's edition of the ***HAR on the Move*** podcast. Our guest is **Stewart Title Chief Economist Dr. Ted C. Jones.**
- HAR's official weekly podcast, ***HAR on the Move*** covers a variety of real estate topics of interest to our HAR members. Listen anywhere, anytime.
- We deliver new shows to you every Wednesday!

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



Apple Podcasts

RSS Link

Stitcher App

SoundCloud

Spotify

Google Podcasts



Certified Real Estate Brokerage Manager **Qualifying Course**

RECRUITING FOR SUCCESS: CREATING A VIBRANT REAL ESTATE ORGANIZATION

This course was created to help brokers, owners, and managers understand how important recruiting is to having a successful real estate office or company. At the end of this course you will have the tools necessary to implement a strategy to become an active and successful recruiter. You will also understand the importance of retention, or “re-recruiting” your current agents. And you will have a great understanding of the importance of “de-hiring” those agents who should not be a part of your organization.

Date: May 2nd

Location: HAR Central

Time: 8:30am- 5:00pm

Investment: \$149 (members), \$159 (non-members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6