



The Edge

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

THIS WEEK



- Home Sales Climb for a Third Straight Month
- On The Move with METRO
- Before It's Sold, Learn About Mold
- Become Certifiable

“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.

Home Sales Climb for a Third Straight Month

HAR released **April 2019** MLS statistics last week. Here is a look at some of the key take-aways in case you missed our latest monthly report:

- Lower interest rates, improving oil prices, steady economic growth and a more plentiful supply of housing translated to a strong month for Houston real estate in April, as single-family home sales rose 7.8 percent.



The complete April 2019 market report is posted in the [HAR Online Newsroom](#), so feel free to read and share with your agents and clients.

- On a year-to-date basis, home sales are 2.2 percent ahead of 2018's record pace.
- Single-family home prices hit April highs, with the median price rising 2.1 percent to \$245,000 and the average price up 1.9 percent to \$310,676.
- Inventory grew to its highest level since last September – reaching a 4.0-months supply versus 3.5 a year earlier. NAR reports that national housing inventory is currently at a 3.9-months supply.
- Townhome and condominium sales were flat, ending seven months of declines.
- Single-family home rentals jumped 12.7 percent while townhome/condominium rentals fell 4.4 percent.



On The Move with METRO

- Tired of being stuck behind the wheel in rush hour traffic or driving into the blinding sun on your way to and from work? Considering hanging up the car keys and taking the bus or light rail? Houston METRO is developing plans to expand the transit services it currently provides across greater Houston. Find out what that means for you and the real estate business, as we talk to **Houston METRO'S Laura Whitley** in this week's edition of the *HAR on the Move* podcast.
- Each week, *HAR on the Move* covers a variety of real estate topics of interest to HAR members.
- Listen anywhere, anytime!
- New shows are released every Wednesday!

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Before It's Sold, Learn About Mold

In its May 12 edition, in an effort to protect both home buyers and sellers, *Inman News* explains the true nature of mold and its impact on real estate.

- The mere mention of the word “mold” can kill a real estate deal. As a result, a culture of fear has developed around the word. Buyers bolt at the mere mention of it, while remediation specialists publish articles on the danger and devastation mold can cause.
- It's gotten so bad that in some states, home inspectors are advised to no longer use the word mold. Instead, they are told to use the term “fungal growth.”
- According to a Harvard study, roughly 50 percent of homes in North America have some type of mold present — despite a lack of smell or any visible infestation..
- Large legal settlements don't change what you as a real estate professional are responsible for disclosing.
- Some basic and simple strategies can equip you to address this important issue.
- Read more of this helpful article [HERE](#).

inman SELECT

If you're not already enjoying the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)



Become Certifiable

Certified Real Estate Brokerage Manager (CRB) Qualifying Course: Building a Business Plan That Gets Results

Strategic business planning and implementation are fundamental to the success of any real estate company. The plan must be relevant and address both internal and external changes and challenges. In addition, it must be guided by the company's values, vision and mission. It should also be executed so that every staff and/or team member is positioned to optimize their contribution.

Agents will gain understanding that aids in developing a strategic business plan, guidelines for implementing that plan and methods for how to apply the plan to real world situations. Learn to write a clear mission statement that guides decision making and how to understand the effects and impact of both marketplace and company changes on the planning process.

Date: Tuesday, June 4

Location: HAR Central

Time: 8:30 a.m. to 5 p.m.

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

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6