



The Edge

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

THIS WEEK



- Houston Home Sales Sizzle in August
- Understanding the New Seller's Disclosure Form
- Flood Risk Reduction Strategies and Action
- Tickets Selling Fast for ENGAGE
- It's All About Performance Leadership

ELYSON
BY NEWLAND

**OPEN HOUSE
SPREE**

**2 WEEKENDS
SEPT. 21-29**

40+ QUICK MOVE-IN HOMES
FROM THE \$200s - \$700s

LEARN MORE

The advertisement features a dark blue background with white and light blue text. It includes the ELYSON by NEWLAND logo, the event title "OPEN HOUSE SPREE", the dates "2 WEEKENDS SEPT. 21-29", and details about "40+ QUICK MOVE-IN HOMES FROM THE \$200s - \$700s". A "LEARN MORE" button is at the bottom.

"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.

Houston Home Sales Sizzle in August

HAR released **August 2019** MLS statistics last Wednesday. Here is a summary of the key take-aways of the monthly update in case you missed the report:

- August sales of single-family homes throughout greater Houston totaled 8,679. That is up 3.9 percent year-over-year and marks the second largest one-month sales volume of all time. On a year-to-date basis, sales are running 3.1 percent ahead of 2018's record volume.
- Single-family home prices reached the highest levels ever for an August, with the median price climbing 4.5 percent to \$249,000 and the average price up 3.4 percent to \$310,409.
- Inventory continues to grow, reaching a 4.2-months supply versus 4.0 a year earlier. NAR reports that national housing inventory is also at a 4.2-months supply.
- Townhome and condominium sales fell 2.9 percent year-over-year, continuing a seesaw year of sales.
- The lease market registered another solid month with single-family home rentals up 7.6 percent and townhome/condominium rentals up 6.3 percent.



You'll find the complete August 2019 market report in the [HAR Online Newsroom](#).

Understanding the New Seller's Disclosure Form

The new Seller's Disclosure Notice (TXR 1406) took effect on September 1. Are you familiar with this important document and what its requirements entail for you and your clients? We discuss that and other legal matters with **HAR Legal Counsel Grant Harpold** in this week's edition of *HAR On the Move*. Each week, the *HAR on the Move* podcast covers a variety of topics that are beneficial to all HAR members.

Listen anywhere, anytime!

New shows every Wednesday!

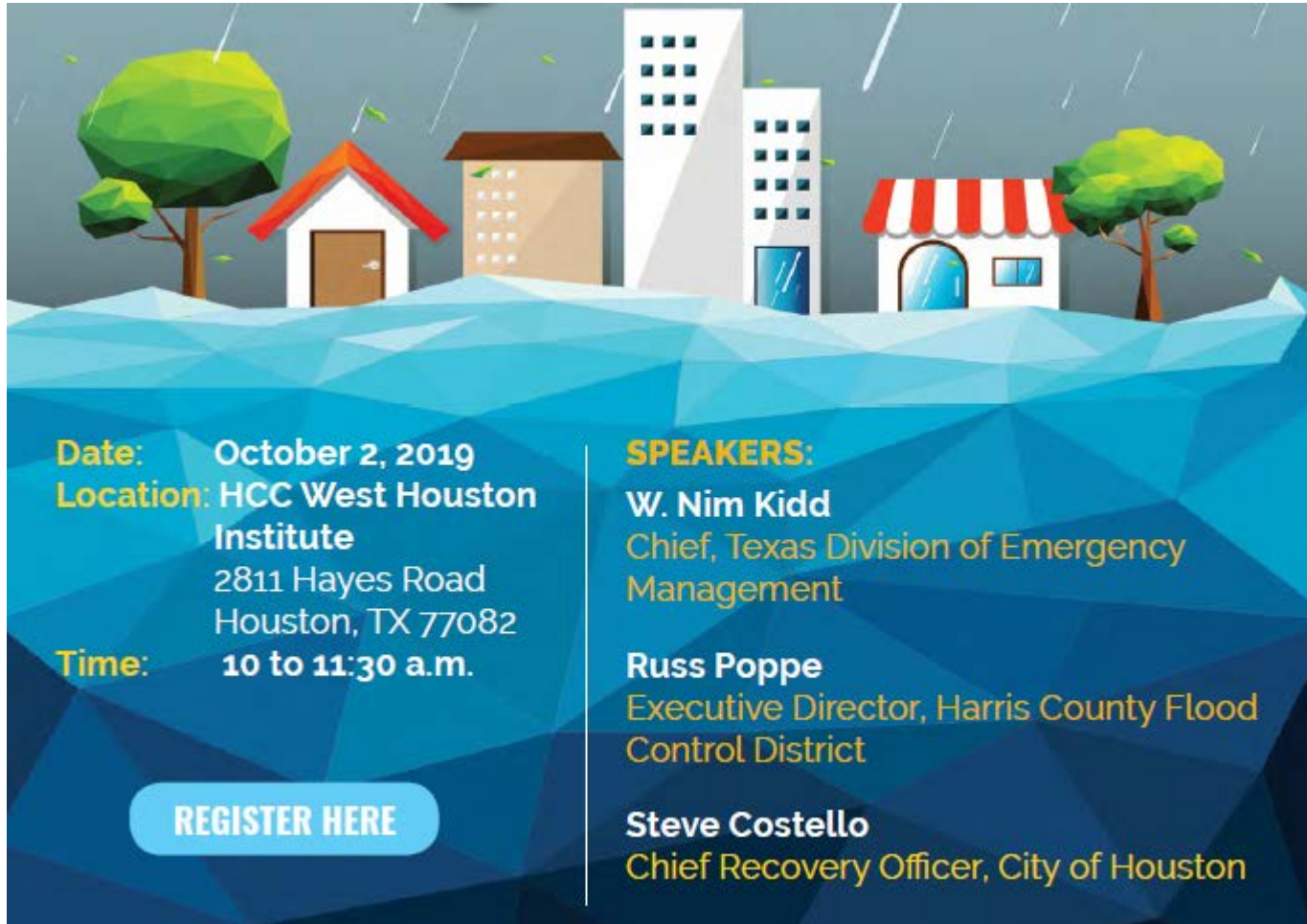
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Flood Risk Reduction Strategies and Action



Date: October 2, 2019
Location: HCC West Houston Institute
2811 Hayes Road
Houston, TX 77082
Time: 10 to 11:30 a.m.

SPEAKERS:
W. Nim Kidd
Chief, Texas Division of Emergency Management
Russ Poppe
Executive Director, Harris County Flood Control District
Steve Costello
Chief Recovery Officer, City of Houston

[REGISTER HERE](#)

- Don't miss out on a chance to learn the latest about flood preparedness from state, Harris County and City of Houston officials on **Wednesday, October 2** from 10 to 11:30 a.m.
- This ***Houston Stronger*** forum is brought to you by HAR and Houston Community College.
- Click [HERE](#) to register.



Tickets Selling Fast for ENGAGE

One of the most anticipated real estate events of the year is coming up soon! Have YOU registered to attend *HAR Engage*?

Time is running out!

Houston's premiere real estate and technology conference, *HAR Engage* takes place on **Wednesday, October 23** at the Norris Conference Center at CityCentre.

KEYNOTE SESSIONS

- 9 a.m. Opening Session Joy Baldrige
- 12 p.m. Luncheon Speaker Katie Kossev
- 3:30 p.m. Closing Session Andrew Flachner

ALL ACCESS PASS

- \$159** Aug. 1 – Sept. 30
 - \$209** Oct. 1 – until Sold Out
- Includes a seated luncheon with our VIP Keynote Luncheon Speaker, 6 CE credits, Engage Lounge access, free Wi-Fi, parking and coffee.

For more information, including a complete list of speakers and topics, and to register, please go to engage.har.com.



It's All About Performance Leadership

Coach, Manage and Mentor

Today's managers must deal with a myriad of leadership challenges, such as recruiting, managing turnover, training and mentoring – in addition to running a successful and profitable business. To succeed, you must develop and implement a leadership strategy that addresses these challenges and has the flexibility to adapt to different personalities and different situations.

This course provides insight on how to develop effective sales associates who are aligned with the company's culture, understanding and adjusting your leadership style based on the individual and the situation and how to harness performance strategies to ensure agents will reach their full potential.

This is a qualifying course for the Certified Real Estate Brokerage Manager (CRB) designation

Date: Monday, October 7

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