



The Edge

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

THIS WEEK



- Houston Housing Market Shows No Letup in September
- Feeling That Houston Inspiration
- An Engaging Offer
- Calling All Leaders
- Earn a New Designation

“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 Housing Market Shows No Letup in September

HAR released **September 2019** MLS statistics last Wednesday. Here are key take-aways of our monthly Market Update in case you missed it:

- Houston-area home sales registered the seventh positive month of 2019 in September as consumers continued to take advantage of low interest rates. Sales of single-family homes totaled 7,035 in September. That is up 9.5 percent year-over-year. On a year-to-date basis, home sales are running 3.8 percent ahead of 2018's record volume.
- Single-family home prices reached the highest levels ever for a September, with the median price climbing 4.7 percent to \$244,000 and the average price up 1.5 percent to \$299,000.
- Inventory continued to grow, reaching a 4.1-months supply versus 4.0 a year earlier. NAR reports that national housing inventory also stands at a 4.1-months supply.
- Townhome and condominium sales jumped 8.2 percent year-over-year, continuing its roller coaster year of sales.
- Lease properties staged another strong month in September. Single-family home leases jumped 6.9 percent while leases of townhomes and condominiums rose 1.7 percent.



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

Feeling That Houston Inspiration

“Inspired” is the theme of so many attractions and activities that are uniquely Houston. Tune in to this week’s ***HAR On the Move*** podcast as we talk to **Holly Clapham with HoustonFirst** about the exciting ways they are keeping H-Town top of mind by marketing Houston as the best city in which to live, work and play. That includes developing materials that ALL Houston REALTORS® will find helpful for themselves and their clients.

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!

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



The podcast cover features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase sans-serif font. At the bottom of the cover, there are seven colored buttons for different platforms: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Apple Podcasts

SoundCloud

Stitcher App

Spotify

Google Podcasts

iHeart Radio

RSS Link



An Engaging Offer



If you still haven't locked in your tickets for *HAR Engage*, have we got an offer for you! **TODAY ONLY**, get **\$20 OFF** when you purchase tickets and enter code **Getengaged**.

This is your LAST CHANCE to buy tickets to one of the most anticipated real estate events of the year!

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

For more information and to register, please go to engage.har.com.

WED., OCT 23
HAR ENGAGE

Norris Conference Center
at CityCentre
6 hours of CE Credit

CODE:
Getengaged

\$20 OFF
TODAY!

REGISTER ONLINE. ENGAGE.HAR.COM



Calling All Leaders

- The new year is fast approaching, and HAR needs dedicated volunteers for our various 2020 advisory groups and area networking groups.
- These leadership positions present you with a unique opportunity to have a lasting impact on the Association as well as the greater Houston real estate market.
- Members of these groups research various issues and present motions to the full HAR board of directors for consideration.
- Check out all the available groups [HERE](#).
- The deadline to sign up as a volunteer is **Tuesday, November 26.**
- We look forward to having a record level of involvement in 2020!

CALL *for* LEADERS in 2020



2020 HAR LEADERSHIP OPPORTUNITIES

Volunteer for one of the many HAR advisory groups. **SIGN UP ONLINE TODAY!**

Log on to
[www.har.com/
getinvolved](http://www.har.com/getinvolved)

(Deadline is
November 26, 2019)



ADVISORY GROUPS

- Bay Area
- Communications
- Fort Bend
- Governmental Affairs
- HAR Engage
- Information
- International
- Management Central
- MLS
- Montgomery County
- Political Affairs
- Professional Development
- Professional Standards*
- Risk Management
- Technology
- TREPAC
- YPN – Young Professionals Network

AREA NETWORKING

- Deer Park
- Fort Bend
- Great Northwest
- Katy
- Lake Houston
- Montgomery County
- Pearland/Alvin/Friendswood
- 290 Area Meeting

*TAR administers HAR Professional Standards, ethics and arbitration hearings held at HAR. HAR members who wish to participate in Professional Standards may sign up to serve on the TAR Professional Standards Committee (requires one year experience on a local professional standards committee). All members must, prior to service on a hearing panel or grievance tribunal, have had TAR Training, which may be met by attending a local association session sponsored by TAR.

Earn a New Designation

Certified Negotiation Expert (CNE)

This course is the Real Estate Negotiation Institute's flagship course developed based on the best research and resources in business negotiation and is one of the top designations in real estate. After attending this 2-day training, you will receive the Certified Negotiation Expert (CNE) designation.



Dates: Wednesday & Thursday, October 30 & 31

Location: HAR Montgomery County

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

Investment: \$299

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6