



# The Edge

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

## THIS WEEK



- A FRESH Look at Houston Housing
- Why Aren't Millennials Buying?
- Make a REALTOR® Difference!
- Cast Your Vote on Key Propositions
- HAR is Looking for Leaders
- Operating in the New Environment

“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.*



## A FRESH Look at Houston Housing

**FRESH REPORT**  
FIRST REAL ESTATE SNAPSHOT OF HOUSTON

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of October 2019 compared to October 2018. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
↑ 4.9%	↑ 2.9%	↑ 1.7%
10,964	27,608	\$308,766
Home sellers across the greater Houston area provided a steady supply of new listings in October, with 10,964 properties added to the Multiple Listing Service (MLS) compared to 10,452 a year earlier. That represents a nearly five percent increase.	Active listings, or the number of available properties, are running almost three percent ahead of the 2018 volume, with 27,608 properties in the MLS in October versus 26,825 a year earlier. That increase means prospective buyers continue to enjoy a variety of housing options from which to choose.	The average list price for a Houston home increased 1.7 percent in October to \$308,766. That figure compares to the October 2018 price of \$303,462. However, it is flat when compared to one month prior - September 2019.

Take a **FRESH** Look at Housing

Be on the lookout for HAR's MLS market report for October 2019, which will be distributed on Wednesday, November 13. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

- At the start of each new month, HAR takes a snapshot of market trends for the previous month, and according to our MLS data, the key indicators for October were positive across the board.
- HAR's First Real Estate Snapshot of Houston (**FRESH Report**) for **October 2019** shows healthy market conditions overall.
- New listings, active listings and average list price all increased throughout the greater Houston area between October 1 and October 31, 2019.
- HAR's comprehensive October MLS housing report will be distributed next **Wednesday, November 13**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

## Why Aren't Millennials Buying?

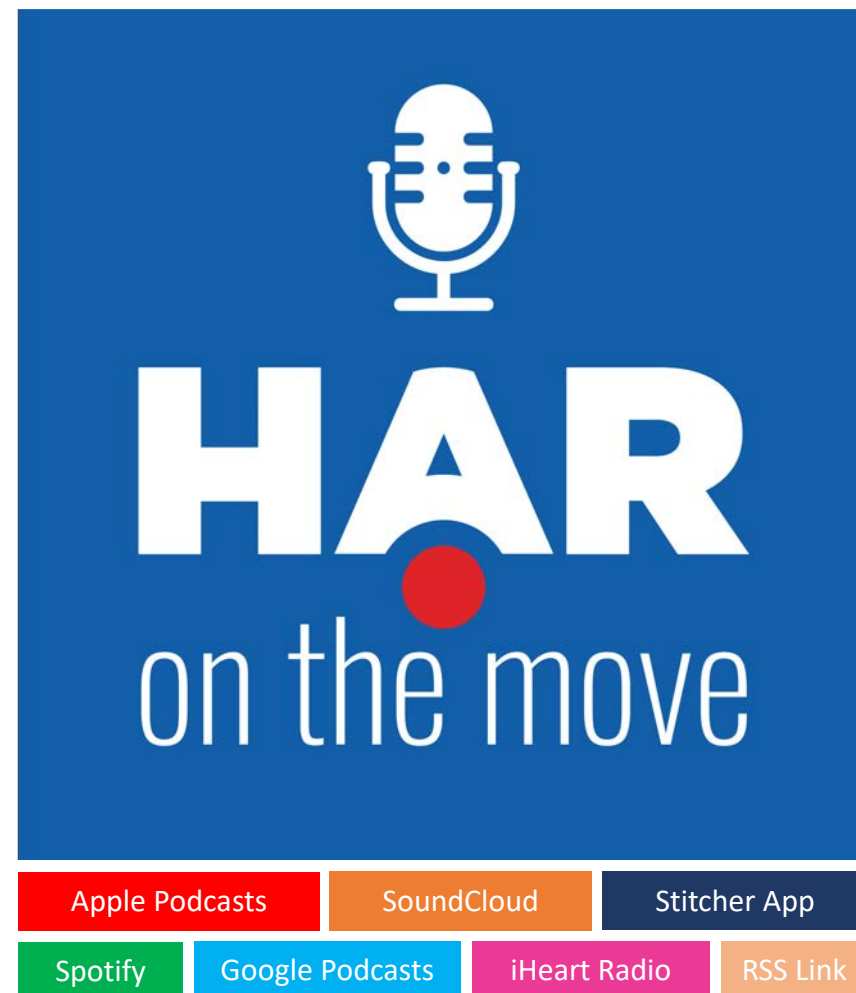
We know that Millennials are highly influential players in the current real estate market, but what drives their decision-making and why are they not purchasing homes the way previous generations did? What can HAR members do about it? To get the answers to these questions and much more, we turn to **Millennial REALTOR® Nicole Lopez** in this week's edition of the *HAR On the Move* podcast. Nicole, who serves on a number of HAR advisory groups, shares some research and tips that will amaze and enlighten you.

Each week, *HAR on the Move* 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.







## Make a REALTOR® Difference!

Tuesday, November 5 is Election Day!

Be sure to get to the polls if you did not participate in early voting!

The following list of HAR recommended candidates has been carefully screened and approved by board leadership:

### MISSOURI CITY City Council

Reginald Pearson: District A  
Jeffrey Boney: District B  
Anthony Maroulis: District C  
Floyd Emery: District D

### THE WOODLANDS Township

Walter Cooke: Position 5  
Dr. Ann K Snyder: Position 6  
Walt Lisiewski: Position 7



Learn more about the propositions on the ballot and voting locations [HERE](#).



## Cast Your Vote on Key Propositions



**HAR** supported propositions to **VOTE FOR** in November



*Concerned about flooding?*

**VOTE FOR Proposition 8**

**PROPOSITION 8** creates a Flood Infrastructure Fund to assist in financing drainage, flood mitigation, and flood control projects across the state of Texas. This fund will create a more resilient Texas in preparation for future flood events.



*Tired of being stuck in traffic?*

**VOTE FOR the METRO Proposition\***

**METRO PROPOSITION** will provide more than \$4 billion over 20 years to fix our streets and sidewalks, extend existing light rails, add an additional light rail line to Hobby airport, expand park and rides and commuter services on major highways, and improve service on 260 miles of bus routes.

\*The METRO Proposition will be on the ballot of voters living in the METRO service area. For more information visit: [www.METRONext.org](http://www.METRONext.org).

Early Voting Oct. 21-Nov. 1 | Election Day Nov. 5





## HAR is Looking for Leaders

- The new year is just around the corner 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.



*Management Central Presents*

# Operating in the New Environment: Engage, Endure, Excel

**Wednesday, November 20, 2019**

9 a.m. to 3 p.m.

*Breakfast & Lunch provided*

Approved for 5 hours CE

Featuring Keynote Speakers: Cleve Gaddis, Grant Harpold, Rob Hahn & Verl Workman.

**Register online [HERE](#).**