



# The Edge

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

**THIS WEEK**



- Houston Home Sales Enjoy a Strong Start to 2020
- Your Legal Questions Answered
- Meet HAR TREPAC's Recommended Candidate for Fort Bend
- Enhance Your REALTOR® Skills

"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 Enjoy a Strong Start to 2020

HAR will release **January 2020** MLS statistics this Wednesday. Here is a sneak-peek at some of the key take-aways of our latest Market Update:

- January single-family home sales jumped 14.3 percent compared to January 2019, marking a seventh consecutive positive month. Most sales took place among homes priced between \$500,000 and \$750,000, which rocketed 34 percent year-over-year.



- Single-family home prices achieved January highs. The median price rose 4.5 percent to \$234,000 while the average price increased 4.6 percent to \$291,034.
- The brisk pace of home buying lowered inventory slightly to a 3.5-months supply versus 3.6 months a year earlier. NAR reports that the national housing inventory stands at a 3.0-months supply.
- Townhome and condominium sales rose for the second straight month, surging 21 percent compared to last January.
- Lease properties also experienced a strong month. Single-family home leases jumped 14.5 percent while leases of townhomes and condominiums climbed 5.6 percent.

You'll find the complete **January 2020 Market Update** in the [HAR Online Newsroom](#).

## Your Legal Questions Answered

HAR members have lots of questions about the new Seller's Disclosure Form, where things stand with regards to the pending NAR lawsuit, what the recent NAR Clear Cooperation ruling means, as well as advertising guidelines and much more. We therefore brought back to our microphones an expert on all these important matters – **HAR Legal Counsel Grant Harpold.**

Each week, the ***HAR on the Move*** podcast covers a variety of topics that are beneficial to all HAR members.  
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**New shows every Wednesday!**

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**RECOMMENDED CANDIDATE**



**WENDY DUNCAN**

For Fort Bend County Commissioner Precinct 3

TREPAC INVITES YOU

*Meet & Greet*

**Wednesday, February 12**  
5 - 7 p.m.

**SUGAR CREEK COUNTRY CLUB**  
420 Sugar Creek Blvd. - Sugar Land, TX 77478

*Bring Your Family and Friends. Light snacks will be provided.*

**RSVP to [trepac@har.com](mailto:trepac@har.com)**  
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**ELECTION DAY MARCH 3** | Early Voting February 18 until February 28, 2020

Pol. adv. by TREPAC/Texas Association of REALTORS® PAC.

## Meet HAR TREPAC's Recommended Candidate for Fort Bend County This Wednesday



## Enhance Your REALTOR® Skills

### Accredited Buyer's Representative (ABR)

The ABR designation helps prepare real estate professionals to represent buyer clients in residential real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. It also offers ideas and methods for building a buyer representation business and tools for conducting buyer counseling sessions.

**Dates:** Tuesday & Wednesday, February 25 & 26

**Location:** HAR Bay Area

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

**Investment:** \$199 for members / \$209 for non-members

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6