



The Edge

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

THIS WEEK



- Houston Home Sales Gain Momentum in February
- 2020 Census: A REALTOR®'S Best Friend
- Primary Election Recap
- The Future of Affordable Housing
- Go Beyond the Basics

“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 Gain Momentum in February

HAR will release **February 2020** MLS statistics this Wednesday. Here is an advance look at some of the key take-aways of our latest **Market Update**:

- Single-family home sales rose for an eighth consecutive month in February, up 13.2 percent versus February of 2019. Most sales took place among homes priced between \$250,000 and \$500,000, which jumped 28.2 percent year-over-year.
- Single-family home prices achieved February highs. The median price rose 5.2 percent to \$245,000 while the average price increased nearly 6 percent to \$301,648.
- As in January, the hefty 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 3.1-months supply.
- Townhome and condominium sales rose for the third straight month, climbing nearly 13 percent compared to last February.
- Lease properties registered a mixed performance in February. Single-family home leases rose 5.8 percent while leases of townhomes and condominiums fell 2.2 percent.



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



2020 Census: A REALTOR®'S Best Friend

The 2020 census kicks off this week, and participation is critical in helping determine congressional representation and where federal funds are directed. **Former HAR and TR Chairman Shad Bogany** is serving as 2020 Partnership Specialist for the U.S. Census Bureau. Shad joins us on this week's *HAR On the Move* podcast to explain the important role REALTORS® can play in getting residents throughout the greater Houston area to complete their census forms.

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.



Apple Podcasts SoundCloud Stitcher App

Spotify Google Podcasts iHeart Radio RSS Link



Primary Election Recap

Collectively, at the state & national level TREPAC and RPAC supported 56 candidates (28 Republicans and 28 Democrats). The REALTOR® Party enjoyed a good night, with 47 wins, 7 runoffs, and 2 losses.

- 1 U.S. Senate seat (1 win)
- 19 Congressional seats (18 wins, 1 runoff)
 - 11 Republicans (10 wins, 1 runoff)
 - 8 Democrats (8 wins)
 - 18 incumbents (18 wins)
 - 1 open seat (runoff)
- 1 statewide seat (loss)
 - 1 Republican incumbent
- 2 senate seats (1 win, 1 runoff)
 - 2 Democrat incumbents
- 33 House seats (27 wins, 5 runoffs, 1 loss)
 - 15 Republicans (11 wins, 3 runoffs, 1 loss)
 - 18 Democrats (16 wins, 2 runoffs)

On the local level, HAR supported 3 local candidates in County Commissioner Races...

- Fort Bend County Commissioner Pct. 3 HAR supported challenger Wendy Duncan who lost to incumbent Andy Meyers.
- Harris County Commissioner Pct. 3 HAR supported REALTOR® Brenda Stardig who lost to Tom Ramsey.
- Montgomery County Commissioner Pct. 1 HAR supported long time Montgomery County resident Robert Walker who won and will head to the November General Election.

92%

**Success Rate
for HAR
Recommended
Candidates**

To read more about the election results click [HERE](#)

The Future of Affordable Housing

2020 Affordable Housing Summit



2020 Housing
AFFORDABILITY SUMMIT

The graphic features a hand holding a black silhouette of a house with white window cutouts. The background is a blurred cityscape. A red circular badge on the right contains the text 'Save the DATE!' and 'APR 9'.

**Save the
DATE!**

APR 9

This is a premier event where real estate industry professionals can listen, learn and connect with experts in the affordable housing industry, millennial home ownership, down payment assistance and other resources to assist in the homebuying process.

What: 2020 Housing Affordability Summit
When: April 9, 2020
Time: 10 a.m. to 2 p.m.
Where: Houston Community College – West Loop
5601 W. Loop S, Houston, TX 77081

To RSVP, or for more information, please contact Valerie Woodard, HAR Governmental Affairs Coordinator, at valerie.woodard@har.com or 713.629.1900 ext. 270.



Go Beyond the Basics

Broker Webinar Series

HAR continues to present a series of webinars geared toward brokers, managers and team leaders in an effort to convey enhanced information to the brokerage community.

Upcoming topics include:

- **Cyber Security – Tuesday, May 26**
- **Flood & City Ordinances – Tuesday, July 28**
- **How to Teach Your Agents to Work with iBuyer Opportunities – Tuesday, September 29**

View the entire list of webinars at www.har.com/edu.

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6