



The Edge

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

THIS WEEK



- Missing REALTOR® Has Been Found
- A FRESH Look at Houston Housing
- Real Estate Tech Tools for the Future
- Virtual REALTOR® Celebration is Just Days Away
- Don't Miss Dr. Ted C. Jones' 2021 Economic Forecast
- Designate Yourself for Success

“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.

Missing REALTOR® Has Been Found

Missing REALTOR®



Violet Mackrizz

HAR was relieved to learn from authorities over the weekend that missing Houston-area REALTOR® and HAR member Violet Mackrizz was found and is receiving care at a hospital in Lake Charles, Louisiana. You may read the latest about this [HERE](#). Thanks to everyone who helped spread the word about her disappearance.



A FRESH Look at Houston Housing

In case you missed HAR's **November 2020 FRESH (First Real Estate Snapshot of Houston)**...

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 **November 2020** compared to **November 2019**. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

Metric	Change	Value
New Listings	↑ 2.2%	8,951
Active Listings	↓ 36.1%	16,777
Avg. List Price	↑ 13.5%	\$351,417

Take a **FRESH** Look at Housing

Be on the lookout for HAR's Market Update for November 2020, which will be distributed next Wednesday, December 9. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

- New listings rose 2.2 percent year-over-year as home sellers showed continued optimism in the Houston housing market.
- Active listings plunged 36.1 percent compared to last November as a result of strong sales volume combined with the lag in new listings.
- The average list price for a home showed continued strength, jumping 13.5 percent to \$351,417.
- HAR's complete **November Market Update** will be distributed this **Wednesday, December 9**.
- As always, HAR will provide you with updated coverage in *The EDGE*.



Real Estate Tech Tools for the Future

The *HAR On the Move* podcast welcomes back **HAR Chief Technology Officer Taqi Rizvi** this week. Taqi brings us up to speed on real estate technology that was rolled out in 2020 and reminds us that HAR's online and mobile tools are only good if members are using them. He also announces a new safety tool for REALTORS® and shares what we can expect in the near future.

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

Listen anywhere, anytime!

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



Virtual REALTOR® Celebration is Just Days Away

Join us on **Wednesday, December 16** to celebrate the 2021 HAR Board of Directors and Chairman at the **2021 Virtual REALTOR® Celebration!** Register now at realtorcelebration.har.com.

2021
VRC
DEC. 16

Virtual
REALTOR®
CELEBRATION


Richard Miranda
2021 HAR Chairman

Register at realtorcelebration.har.com




Don't Miss Dr. Ted C. Jones' 2021 Economic Forecast


THE 3 R's OF REAL ESTATE AND THE ECONOMY



REINVENT

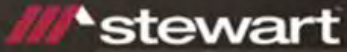


RECHARGE




REIGNITE


Ted C. Jones, PhD
Chief Economist SVP



TUESDAY, JANUARY 12
10 - 11:30 A.M.
Live Via Zoom with Q & A



QUESTIONS:
Contact Rozlynn Crew
at roz@har.com
or 713.629.1900 ext. 222.



Presented By:
Ted C. Jones PhD
Chief Economist – Stewart Title

REGISTER HERE



Designate Yourself for Success

GRI: Real Estate Brokerage

This is a 4-day course. The topics for GRI Brokerage include:

- Day 1- Professional Standards
- Day 2- Policies & Procedures
- Day 3- Brokerage & Agency Relationships
- Day 4- Business Development

The GRI designation, composed of three courses, is the most widely recognized of the National Real Estate Designations. The courses can be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE.

Dates: December 10, 11, 14 & 15

Location: Live Online

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

Investment: \$295 (*Use code WINTER20 for \$20 off*)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6