



The Edge

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

THIS WEEK



- Houston Housing Blazes its Way Through November
- The Future of HAR with Bob Hale
- Virtual REALTOR® Celebration is This Wednesday!
- Plan for Tomorrow and Register Today for Dr. Ted C. Jones' 2021 Economic Forecast
- Property Management Webinar

"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 Blazes its Way Through November

HAR released **November 2020** MLS statistics last week. Here is a recap of the latest **Market Update** in case you missed the report:

- Single-family home sales rose for a sixth consecutive month, surging 25.6 percent year-over-year with 7,990 units sold. Year-to-date sales are currently 9.0 percent ahead of 2019's record pace;
- The single-family home average price achieved a record high, climbing 15.0 percent to \$341,765; the median price rose 12.0 percent to \$270,000, the second highest level of all time;
- Just like last month, homes priced at \$750,000 and above registered the greatest sales volume, rocketing 88.4 percent versus November 2019.
- Continued strong sales combined with a trickle of new listings drained inventory to a 2.2-months supply – the lowest level of all time.
- Townhome and condominium sales soared 23.4 percent.
- Houston's lease property market was sluggish. Single-family home leases fell 11.1 percent year-over-year while leases of townhomes and condominiums declined 4.0 percent.



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



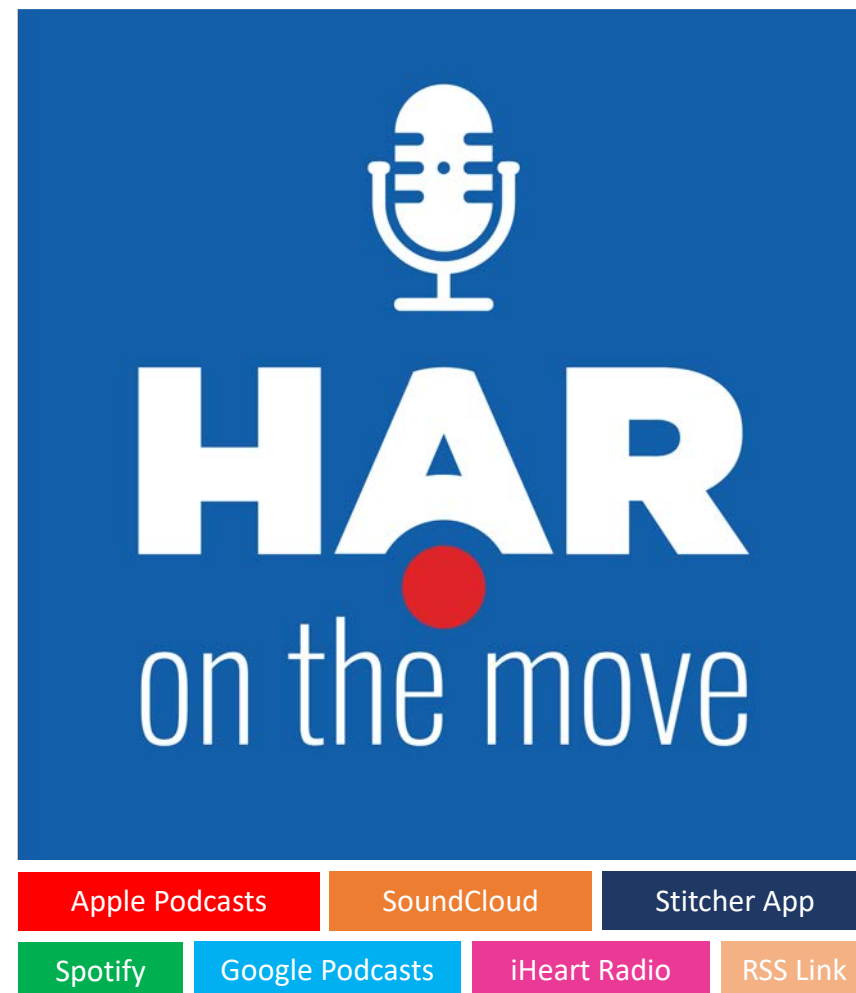
The Future of HAR with Bob Hale

HAR President & CEO Bob Hale returns to the *HAR On the Move* podcast for a much-anticipated look back at the Association's amazing achievements during one of the most challenging years in history. Bob also looks ahead to the challenges and opportunities that lie ahead for real estate in 2021 and explains how HAR is uniquely positioned to tackle them for the benefit of members and consumers alike.

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.





The Edge

Information and news that gives you an
edge in the real estate business.
Produced by the HAR Communications Department.

Virtual REALTOR® Celebration is This Wednesday!

Please join us this **Wednesday, December 16** to celebrate the 2021 HAR Board of Directors and Chairman at the **2021 Virtual REALTOR® Celebration!** Don't delay! Register **NOW** at realtorcelebration.har.com.

A promotional graphic for the 2021 Virtual REALTOR® Celebration. The background is dark blue with a gold diamond pattern and bokeh light effects. On the left, a large gold circle contains the text "2021 VRC DEC. 16". To the right, the text "Virtual REALTOR® CELEBRATION" is displayed in white. Below this, there is a circular portrait of Richard Miranda, a man with grey hair and a mustache, wearing a suit and tie. To the right of the portrait, the text "Richard Miranda 2021 HAR Chairman" is written in white. At the bottom left is the HAR.com logo, and at the bottom right, the text "Register at realtorcelebration.har.com" is displayed in white.

2021
VRC
DEC. 16

Virtual
REALTOR®
CELEBRATION

Richard Miranda
2021 HAR Chairman

HAR.com Register at realtorcelebration.har.com



The Edge



Information and news that gives you an edge in the real estate business.
Produced by the HAR Communications Department.

Plan for Tomorrow and Register Today for 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



Property Management Webinar

Tenant Representation

Join presenter Mike Mengden as he shares his expertise on the following:

- Safety in showings;
- Self show properties;
- How to pre-screen tenants before showing;
- Lease listings have different criteria and screening process - read and ask questions
- Understanding Section 8 housing and the Voucher programs;
- Note specific sections of the Lease Agreement that agents should explain to tenants; responsibilities for better understanding of leasing.

Date: Thursday, December 17

Time: 10 to 11 a.m.

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6