



In This Week's "The EDGE"

- July 4 Flooding Should Serve as a Wakeup Call
- Houston Home Sales Break Records in June
- Houston Market Movements
- Calling All 40 and Under Rising Stars
- Earn the Prestigious GRI Designation

"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.

Brought to you by the HAR Communications Department.

July 4 Flooding Should Serve as a Wakeup Call



Will Goodman
Houston, Texas
July 4, 2018

HAR's participation rate in this **Call For Action** stands at a disappointing 5.28%.

Please take action NOW!

Text NFIP to 30644 or visit

www.realtorparty.realtor/renewnfip to send

this urgent message to Congress!

- Did you experience a “Harvey flashback” during the July 4 storms last week? The weather was a chilling reminder of how easily our area still floods.
- Even more chilling is the fact that the **National Flood Insurance Program (NFIP)** expires in just three weeks — on **July 31** — denying critical insurance coverage to homeowners and buyers across greater Houston and in thousands of other communities nationwide.
- Flood insurance isn't only for coastal properties. Inland areas flood, too. And if the NFIP lapses, up to 40,000 transactions per month could be affected.
- **Congress must act NOW to reform and extend the NFIP.**
- Please join NAR's **Call For Action!** Urge Congress to extend the NFIP and pass meaningful reforms to ensure the long-term viability of the program.

Houston Home Sales Break Records in June

HAR will release **June 2018** MLS statistics this Wednesday. Here is an advance look at some of the key take-aways:

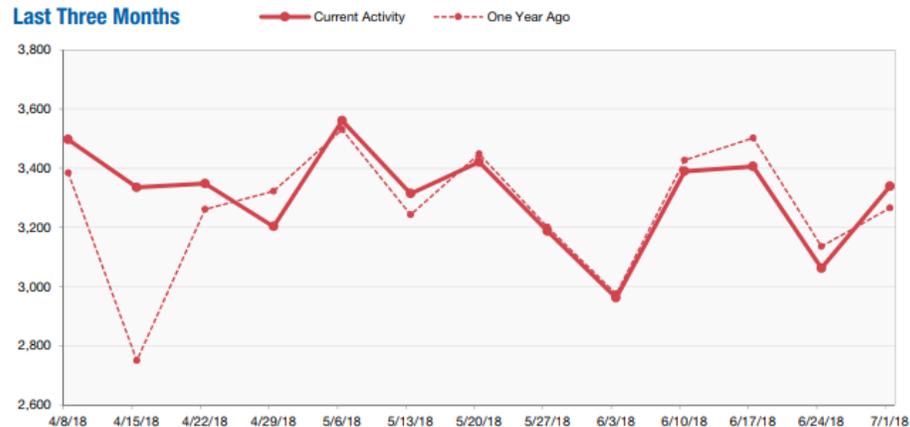
- The Houston housing market set new records in June as 8,518 single-family homes sold versus 8,367 a year earlier. That represents a 1.8 percent year-over-year increase and the greatest one-month sales volume in history.
- Single-family home prices reached record highs with median price up 2.6 percent to \$245,000 and average price up 4.3 percent to \$316,463.
- Inventory reached a 4.1-months supply, the highest level since last August and the same as the national level reported by NAR.
- Leasing activity was mixed as single-family home rentals rose 4.7 percent year-over-year and rentals of townhomes and condominiums fell 4.2 percent.
- For more detailed information, please visit the [HAR Online Newsroom](#) for this and all other HAR news releases.

Houston Market Movements

The U.S. unemployment rate rose to 4.0 percent in June, marking the first increase in nearly a year. Economic forecasters are calling this a healthy increase indicative of more people being counted as entering the work force in an exceptional job market that added more than 213,000 paying jobs in June. Strong demand for workers combined with low supply creates upward pressure on wages. Employed people with higher wages are generally good for residential real estate.

New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
4/8/2018	3,497	3,384	+ 3.3%
4/15/2018	3,335	2,750	+ 21.3%
4/22/2018	3,348	3,261	+ 2.7%
4/29/2018	3,203	3,322	- 3.6%
5/6/2018	3,561	3,531	+ 0.8%
5/13/2018	3,314	3,243	+ 2.2%
5/20/2018	3,421	3,449	- 0.8%
5/27/2018	3,187	3,201	- 0.4%
6/3/2018	2,962	2,975	- 0.4%
6/10/2018	3,390	3,427	- 1.1%
6/17/2018	3,406	3,502	- 2.7%
6/24/2018	3,062	3,136	- 2.4%
7/1/2018	3,339	3,266	+ 2.2%
3-Month Total	43,025	42,447	+ 1.4%

In the Houston region, for the week ending July 1:

- New Listings increased 2.2% to 3,339
- Pending Sales increased 20.4% to 2,279
- Closed Sales decreased 3.6% to 2,754

Calling All 40 and Under Rising Stars

- Are you a young rising real estate star or do you have one on your brokerage team?
 - This year marks the 9th Annual *YPN 20 under 40 Rising Stars in Real Estate* awards.
 - This prestigious honor is awarded to 20 HAR members 40 years of age or younger who demonstrate excellence in the areas of sales, leadership and community involvement.
- More information and an application are available [HERE](#).
 - The deadline to apply is **Wednesday, August 1**.
 - You may only receive this honor once.
 - Awards will be presented during a red carpet-style luncheon on **Thursday, October 4** at Bayou City Event Center.



Earn the Prestigious GRI Designation

Graduate REALTOR® Institute (GRI): Contracts to Closing

Topics of this course include Finance, Residential Contracts, (Appraisal, CMA & Pricing) and Diversity & Fair Housing. The GRI designation, composed of three courses, is the most widely recognized of the national real estate designations. The courses may be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE. Please confirm your eligibility and review the requirements necessary to earn this designation by visiting the designation holder's site or contacting the HAR Professional Development department.

Dates: July 19, 20, 23 & 24

Time: 8:15 a.m. to 5 p.m. each day

Location: HAR Bay Area

Investment: \$295

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6