

In This Week's "The EDGE"

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"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.

Early Voting Ends This Friday

Early voting in the Tuesday, November 6 elections wraps up this Friday, November 2.

- Click [HERE](#) for a complete list of HAR's recommended candidates.
- Click [HERE](#) for county-specific voting information.
- If you are interested in serving on one of HAR's Governmental Affairs committees in 2019, please visit www.har.com/getinvolved.



Dominant Real Estate Trends for 2019

Tremendous opportunities lie ahead for real estate professionals in 2019 — along with risks, slowdowns and potentially difficult transitions. That's according to [the 2019 Emerging Trends in Real Estate report](#) released this month by the *Urban Land Institute* and *pwc*. The report is based on interviews and survey responses from thousands of respondents from the real estate industry. It's a wide-ranging look at the state of the industry. Here are some of the most significant trends to watch out for in 2019 and beyond:

- **Cooling of the market.** Though most interviewed for the report didn't think a correction was automatically on the horizon, the prevailing sentiment was that the real estate market is "coming off a peak" and expectations are reaching a "plateau."
- Unsurprisingly to anyone living in a major city, **affordability** issues will shape real estate in the near future. The report notes that, nationwide, "rising levels of unaffordability are largely a function of underproduction at all price levels except for luxury housing, both ownership and rental."
- Headlines have long touted **millennials'** tendency to live in urban centers, and that has indeed happened. But today, at least some of the more than 80 million people who are now in their 20s and 30s "could be turning their attention to the **suburbs.**"
- Read more of this *Inman Select* story [HERE](#).

If you're not already enjoying the FREE Inman Select subscription that comes with your HAR membership, [sign up HERE today!](#)

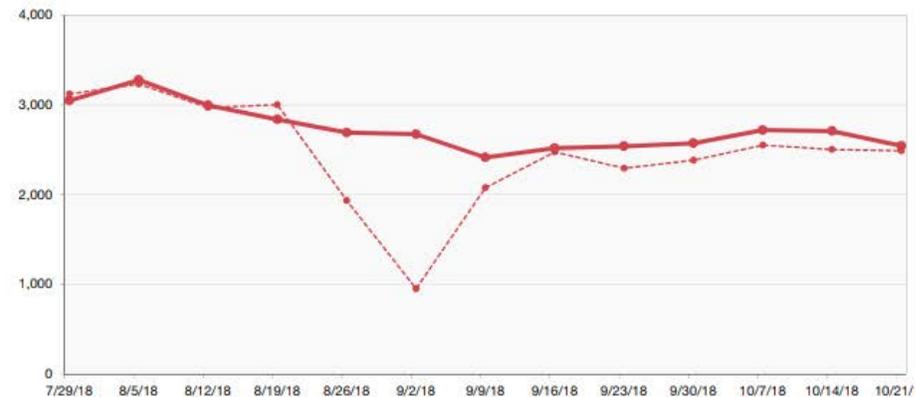


Weekly Market Movements

In general, the country is experiencing a balanced real estate market in one form or another, depending on geographic location. While it is true that median sales prices are relatively high in terms of housing affordability for the standard household wage, metrics such as new listings, pending sales and inventory are all fairly level with year-ago levels in much of the nation. At a time of stock market volatility, political uncertainty and rising interest rates, this is very welcome news.

New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
7/29/2018	3,046	3,120	- 2.4%
8/5/2018	3,277	3,231	+ 1.4%
8/12/2018	2,995	2,968	+ 0.9%
8/19/2018	2,837	3,000	- 5.4%
8/26/2018	2,690	1,934	+ 39.1%
9/2/2018	2,673	952	+ 180.8%
9/9/2018	2,413	2,076	+ 16.2%
9/16/2018	2,517	2,474	+ 1.7%
9/23/2018	2,539	2,294	+ 10.7%
9/30/2018	2,572	2,383	+ 7.9%
10/7/2018	2,719	2,552	+ 6.5%
10/14/2018	2,707	2,502	+ 8.2%
10/21/2018	2,543	2,487	+ 2.3%
3-Month Total	35,528	31,973	+ 11.1%

In the Houston region, for the week ending October 21:

- New Listings increased 2.3% to 2,543
- Pending Sales increased 1.5% to 1,746
- Closed Sales decreased 0.6% to 1,525



REALTOR® Survival Guide:

Understanding Houston's Floodplain Ordinance

This class provides valuable information to REALTORS® about the Houston Floodplain Ordinance, City Code of Ordinance Chapter 19. How does the ordinance impact your ability to buy and sell real estate? This training session will discuss how Chapter 19 affects private property rights throughout the Houston MSA.

**This class is approved for 2 hours of CE credit.*

Dates: Throughout October and November

Time: 9 to 11 a.m. or 1 to 3 p.m.

Location: HAR Central

Investment: \$25

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6