



In This Week's "The EDGE"

- Get the Legislative Lowdown
- "Capitolize" on This Opportunity
- Don't Miss HAR's #MemberFocusMondays
- Weekly Market Movements
- Know Thy Marketplace with the CMA

"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.



Get the Legislative Lowdown

- Do you know what measures Texas lawmakers are currently considering that could impact homeowners, Texas REALTORS® and the real estate industry as a whole? If not, you need to tune in this Wednesday to the **HAR On the Move** podcast. Our guest is TAR Director of Legislative Affairs, Daniel Gonzalez, who walks us through the priorities for this legislative session and explains how those measures could impact our homes and businesses and how we can get involved.
- HAR's official weekly podcast, **HAR on the Move** covers a variety of real estate topics that HAR members care about most. Listen in your car, while working out, even at the supermarket.
- New shows every Wednesday!

Subscribe today wherever podcasts are available or visit [HAR Connect](#) for the latest episode.



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“Capitolize” on This Opportunity

SAVE THE DATE



REALTOR® DAY
at the **TEXAS CAPITOL**

HOUSTON ASSOCIATION OF REALTORS®

TUESDAY
MARCH 26, 2019
AUSTIN, TX

WEBSITE TO REGISTER COMING SOON!

- The HAR Governmental Affairs department invites you to join your fellow Texas REALTORS® to attend REALTOR® Day at the Texas Capitol in Austin, on Tuesday, March 26.
- This promises to be an informative and fun day in Austin, as you network with fellow REALTORS® from across the state and meet with state lawmakers to discuss matters of concern to the real estate industry.
- Details coming soon!

Don't Miss HAR's #MemberFocusMondays



Join Us
Every Monday
at 9am

#MemberFocusMonday

facebook.com/HARfans

Are you tuning in each week to **#MemberFocusMondays** on the HAR Facebook page? If not, you are really missing out. Every Monday morning at 9, HAR presents a Facebook Live session focusing on HAR.com tools, real estate news and other topics important to all HAR members. Be sure to like the HAR Facebook page to participate!

Here are a few of our upcoming guests:

- **January 28:** Patrick Jankowski, Greater Houston Partnership Senior Vice President, Research
- **February 4:** Michelle Sandlin, *Houston Chronicle* columnist
- **February 11:** Jeremy Conaway, HAR Strategic Architect
- **February 18:** Shawn Dauphine, HAR Director of MLS



Weekly Market Movements

The unemployment rate rose by 0.2 percent to finish December 2018 at 3.9 percent. Although the rate went up from the month prior, it was down by 1.2 percent compared to the same month last year. As the nation continues to wrestle with a partial government shutdown that has some people worried about the economy at large, it is important to note that the employment situation at large remains in a relatively strong position.

In the Houston region, for the week ending January 13:

- New Listings increased 7.2% to 2,602
- Pending Sales increased 7.3% to 1,547
- Closed Sales decreased 22.5% to 797

Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
10/21/2018	1,544	1,721	- 10.3%
10/28/2018	1,526	1,615	- 5.5%
11/4/2018	1,567	1,566	+ 0.1%
11/11/2018	1,546	1,575	- 1.8%
11/18/2018	1,549	1,517	+ 2.1%
11/25/2018	1,125	1,245	- 9.6%
12/2/2018	1,460	1,557	- 6.2%
12/9/2018	1,364	1,436	- 5.0%
12/16/2018	1,389	1,355	+ 2.5%
12/23/2018	1,259	1,246	+ 1.0%
12/30/2018	849	820	+ 3.5%
1/6/2019	1,079	1,077	+ 0.2%
1/13/2019	1,547	1,442	+ 7.3%
3-Month Total	17,804	18,172	- 2.0%



Know Thy Marketplace with the CMA

Comparative Market Analysis (CMA) Products Overview – Webinar

By preparing an impressive and accurate Comparative Market Analysis (CMA) for your clients, you develop your marketplace knowledge and your assurance in your pricing recommendations. That knowledge and certainty will instill client confidence and wise decision-making. Each HAR member has several options to use to provide a comprehensive CMA for your clients from a desktop or mobile device. The webinar will provide an overview of the HAR Instant CMA app, Matrix CMA Wizard, Quick CMA and more!

Date: Wednesday, January 30

Location: Online

Time: 10 to 11 a.m.

Investment: FREE

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6