



## In This Week's "The EDGE"

- A FRESH Look at Houston Housing
- Weekly Market Movements
- Enter the Commercial Gateway
- Get On the Bus to Austin
- Expand Your Business to the High End

"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.*

# A FRESH Look at Houston Housing

- FRESH on the heels of a record year for Houston home sales, the market is off to a strong start in 2019.
- HAR has released the First Real Estate Snapshot of Houston (**FRESH**) Report for **January 2019**, and the arrows are all pointing upward.
- New listings, active listings and average list price all rose across the greater Houston area between January 1 and January 31, 2019.
- Our comprehensive January MLS housing report will be distributed next **Wednesday, February 13**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

## 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 January 2019 compared to January 2018. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

### New Listings

↑ 18.7%

10,518

Sellers upped the pace of new listings as the new year began, entering 10,518 properties into the Multiple Listing Service (MLS) compared to 8,862 a year earlier. That represents a nearly 19 percent increase over January of 2018.



### Active Listings

↑ 17.2%

24,810

Active listings, or the number of available properties, jumped to 24,810 in January 2019 versus 21,176 in January of 2018. That translates to a 17.2 percent year-over-year increase and reflects ongoing improvement in housing inventory.



### Avg. List Price

↑ 3.5%

\$287,575

The average list price for a Houston home was on the rise once again in January. It increased 3.5 percent to \$287,575 compared to \$277,728 a year earlier, in January 2018. The highest average list price of all time was \$323,196 in June of 2018.



Take a **FRESH** Look at Housing

Be on the lookout for HAR's monthly MLS market report for January 2019, which will be distributed on Wednesday, February 13. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.



## Weekly Market Movements

The unemployment rate rose to 4.0 percent last month, a seven-month high. This may prove to be a forgettable blip, as other economic indicators are showing continued strength in the job force, including 100 straight months of employment gains punctuated by the most hiring in 11 months. The construction sector had its best month of employment since last February. With the Fed holding off on further interest rate increases, 2019 is beginning favorably for residential real estate.

### In the Houston region, for the week ending January 27:

- New Listings increased 9.7% to 2,533
- Pending Sales increased 17.8% to 1,893
- Closed Sales decreased 21.7% to 896

### New Listings

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
11/4/2018	2,511	2,464	+ 1.9%
11/11/2018	2,454	2,313	+ 6.1%
11/18/2018	2,355	2,257	+ 4.3%
11/25/2018	1,395	1,343	+ 3.9%
12/2/2018	2,185	2,189	- 0.2%
12/9/2018	2,163	1,879	+ 15.1%
12/16/2018	2,030	1,725	+ 17.7%
12/23/2018	1,674	1,327	+ 26.1%
12/30/2018	921	918	+ 0.3%
1/6/2019	1,914	2,097	- 8.7%
1/13/2019	2,606	2,427	+ 7.4%
1/20/2019	2,825	2,091	+ 35.1%
<b>1/27/2019</b>	<b>2,533</b>	<b>2,308</b>	<b>+ 9.7%</b>
3-Month Total	27,566	25,338	+ 8.8%

## Enter the Commercial Gateway

- Did you know that HAR has an entire team dedicated to commercial real estate services? Commercial transactions are a big part of the Houston real estate landscape. Learn more this Wednesday when the *HAR On the Move* podcast welcomes **Anthony Petry, Operations Manager for Commercial Gateway (CommGate)**, HAR's commercial division. Anthony shares his expertise with us on the commercial side of Houston real estate.
- 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 exercising ... even while shopping.
- [New shows every Wednesday!](#)

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## Get On the Bus to Austin

# SAVE THE DATE



TUESDAY  
**MARCH 26**  
**2019**  
AUSTIN, TX

REGISTER ONLINE [www.har.com/realtorday](http://www.har.com/realtorday)

For information contact Amber Burton Alfred at [amber.burton@har.com](mailto:amber.burton@har.com)

- HAR's Governmental Affairs department invites you to join your fellow Texas REALTORS<sup>®</sup> for **REALTOR<sup>®</sup> Day at the Texas Capitol** in Austin on **Tuesday, March 26**.
- This will be an informative and fun day as you meet with state lawmakers to discuss matters affecting the real estate industry.
- Appraisal reform, eminent domain, homeowners associations, infrastructure, county rulemaking authority and school finance are among the issues to be tackled this legislative session.
- HAR has buses departing from SIX convenient Houston-area locations!

*For more information and to register, click [HERE](#) today!*

# Expand Your Business to the High End

## Certified Luxury Home Marketing Specialist (CLHMS)

Take the first step to growing your business with *Luxury Live* training. During this two-day luxury home marketing training program, you will learn how to brand yourself, win affluent clientele and market high-end properties. With proven Institute training and tools, you'll be on your way to luxury success.



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**Location:** HUB International Personal Insurance  
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Houston, TX 77042

**Investment:** \$550 (Includes training and a one-year membership to Luxury Network, Tools and Training)

Register [HERE](#) today!

Questions? Please call 832.681.5020