



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.



Houston By The Numbers

HAR released the **January 2019** MLS Market Update last week. Here are the numbers in case you missed it:



Houston Association of REALTORS®

JAN 2019 | MARKET UPDATE



Single Family Average Sale Price

\$277,483



Single Family Home Sales

-8.1%



Single Family Months Inventory

0.5 mos.

CATEGORIES	JANUARY 2018	JANUARY 2019	CHANGE
TOTAL PROPERTY SALES	5,468	5,011	-8.4%
TOTAL DOLLAR VOLUME	\$1,406,099,002	\$1,343,626,566	-4.4%
TOTAL ACTIVE LISTINGS	33,295	38,872	16.8%
SINGLE-FAMILY HOME SALES	4,462	4,100	-8.1%
SINGLE-FAMILY AVERAGE SALES PRICE	\$271,087	\$277,483	2.4%
SINGLE-FAMILY MEDIAN SALES PRICE	\$218,950	\$222,000	1.4%
SINGLE-FAMILY MONTHS INVENTORY*	3.2	3.7	0.5 months
SINGLE-FAMILY PENDING SALES*	5,829	6,528	12.0%

* Months inventory estimates the number of months it will take to deplete current active inventory based on the prior 12 months sales activity. This figure is representative of the single-family homes market.

The complete January 2019 market report is available in the [HAR Online Newsroom](#).



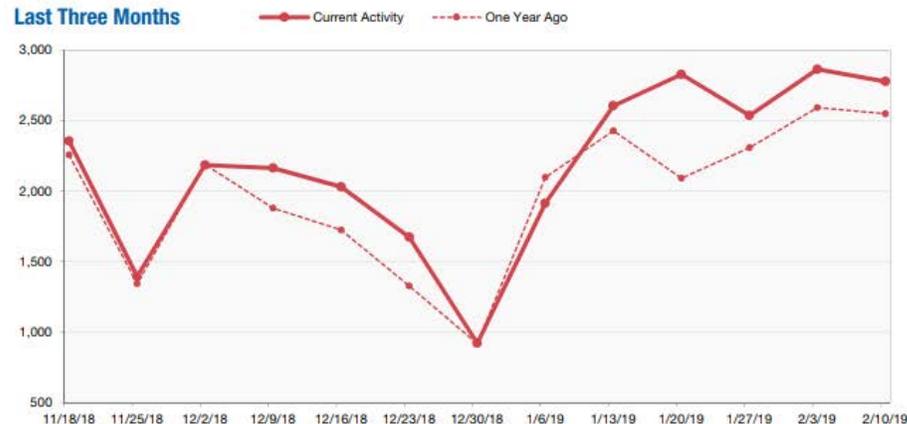
Weekly Market Movements

For three of the past four weeks, it is worthwhile to mention weather when discussing residential real estate across large portions of the U.S. After a relatively quiet December and January, February has turned in some impressively cold and snowy days that have stalled some buying and selling actions. That said, housing markets are proving to be resilient in the face of predictions of a tougher year for the industry. It's early, but economic fundamentals remain positive.

In the Houston region, for the week ending February 10:

- New Listings increased 8.9% to 2,777
- Pending Sales increased 12.5% to 1,955
- Closed Sales decreased 14.2% to 922

New Listings



For the Week Ending	Current Activity	One Year Previous	+ / -
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	2,605	2,427	+ 7.3%
1/20/2019	2,827	2,091	+ 35.2%
1/27/2019	2,536	2,308	+ 9.9%
2/3/2019	2,864	2,592	+ 10.5%
2/10/2019	2,777	2,549	+ 8.9%
3-Month Total	28,246	25,702	+ 9.9%

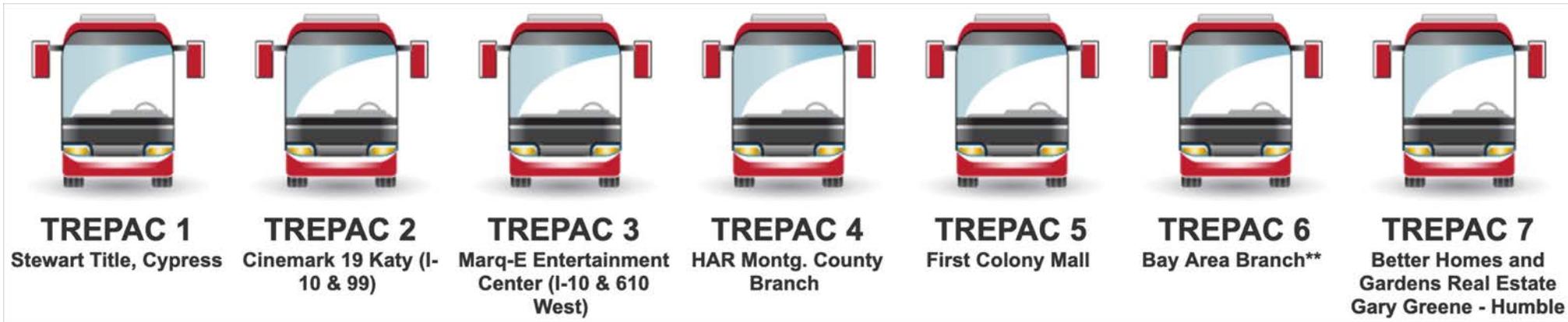
A 360-Degree Look at Matrix

- Matrix is about to undergo some supersizing with the rollout of *Matrix 360* this spring. Learn about the incredible new user-friendly tools and features that HAR members will be able to access, as we welcome back **HAR Director of MLS Shawn Dauphine** to the *HAR on the Move* podcast this Wednesday. Shawn discusses that and other exciting MLS innovations designed to boost your business in 2019 and beyond.
- HAR's official weekly podcast, *HAR on the Move* covers a variety of real estate topics that HAR members care about most. Listen anywhere, anytime.
- New shows are released every Wednesday!

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

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Don't Miss The Bus



Sign up now for **REALTOR® Day at the Texas Capitol** on **Tuesday, March 26**. This will be an informative and fun day as you meet with state lawmakers to discuss important matters that affect 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 seven convenient Houston-area locations!**



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

Open Your Mind to Learning

Accredited Buyer's Representative (ABR)

This designation helps prepare real estate professionals to represent buyer clients in residential real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. It also offers ideas and methods for building a buyer representation business and tools for conducting buyer counseling sessions.



Dates: Monday & Tuesday, February 25 & 26

Location: HAR Fort Bend

Time: 8:30 a.m. to 5 p.m.

Investment: \$199 (members), \$209 (non-members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6