



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK



- A FRESH Look at Houston Housing
- Last Call for Spring Training
- Tech Comes to Town
- It's the 'Lease' You Can Do

"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.
Produced by the HAR Communications Department.



A FRESH Look at Houston Housing

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

New Listings	Active Listings	Avg. List Price
↑ 6.5%	↑ 12.8%	↑ 2.6%
13,434	27,117	\$322,327

New Listings: The spring selling season continued to gain momentum in April as the volume of new listings grew again. Realtors entered 13,434 properties into the Multiple Listing Service (MLS) compared to 12,611 a year earlier. That represents a 6.5 percent increase.

Active Listings: Active listings, or the number of available properties, continues to outpace last year by nearly 13 percent. In April, there were 27,117 units in the MLS versus 24,047 a year earlier. This increase reflects the continued growth in new listings and flattening sales volumes resulting in more choices for home buyers.

Avg. List Price: The average list price for a Houston home rose slightly in April – up 2.6 percent to \$322,327 compared to \$314,231 in April 2018. The figure is edging its way closer to the record average list price of \$323,196 recorded back in June of 2018.

Take a **FRESH** Look at Housing

Be on the lookout for HAR's MLS market report for **April 2019**, which will be distributed on **Wednesday, May 8**. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

- Trees and flowers aren't the only things blooming across Houston this spring. Home sales are flourishing, too.
- HAR has released the First Real Estate Snapshot of Houston (**FRESH**) Report for **April 2019**, and the indicators remain in positive territory across the board.
- New listings, active listings and average list price all rose across the greater Houston area between April 1 and April 30, 2019.
- Our comprehensive April MLS housing report will be distributed this **Wednesday, May 8**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

Last Call for Spring Training



Join Us at

SAINT ARNOLD
BREWING Co!

MAY 9, 2019
3-4:30 p.m.



- Don't miss a fast-paced three innings with YPN heavy hitters in our field this **Thursday, May 9 beginning at 3 p.m.**
- In 60 minutes, you can pick up three topics with our coaching experts.
- Afterwards, it's the TREPAC-sponsored Power Hitters' Mixer from 5 to 7 p.m., which includes a tour of the Saint Arnold Brewery with heavy appetizers and Saint Arnold beer.
- Click [HERE](#) for more information and to register!

Tech Comes to Town

- Innovation and entrepreneurship are critical to Houston's future nationally as well as on the global stage.
- In this week's edition of ***HAR on the Move***, we talk to **Russ Capper**, Executive Director of the non-profit organization Houston Exponential (HX). Russ explains the "innovation economy" – strategic initiatives that are connecting, attracting and promoting startups, investors, corporations, government and universities.
- Find out what this means for Houston-area REALTORS® and the real estate community as a whole.
- Each week, the ***HAR on the Move*** podcast covers a variety of real estate topics that are of interest to our HAR members. Listen anywhere, anytime!
- New shows are released every Wednesday!

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



The podcast cover features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath, the words "on the move" are written in a white, lowercase, sans-serif font. At the bottom of the cover, there are six colored buttons for listening options: Apple Podcasts (red), RSS Link (orange), Stitcher App (dark blue), SoundCloud (light orange), Spotify (green), and Google Podcasts (light blue).

Apple Podcasts

RSS Link

Stitcher App

SoundCloud

Spotify

Google Podcasts



It's the 'Lease' You Can Do

Texas Residential Leasing Specialist (TRLS)

When looking for help in finding that perfect tenant or finding that perfect rental property to call home, landlords and tenants want the services of a real estate professional who understands their needs and can guide them through the process. Be in-the-know about how to provide real estate services that meet the needs of this market and win future referrals.



TEXAS RESIDENTIAL
LEASING SPECIALIST

Dates: Monday & Tuesday, May 20 & 21

Location: HAR Central

Time: 9 a.m. to 4 p.m.

Investment: \$149 members / \$159 non-members

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6