



The Edge

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

THIS WEEK



- The Houston Real Estate Market Heats Up in July
- Texas is a Millennial Magnet
- Flooding, Funding and More
- Broaden Your Horizons with International 101 Day
- Are You Registered for the Bay Area Bowl-A-Thon?
- Save The Date!

“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.

The Houston Real Estate Market Heats Up in July

HAR will release **July 2019** MLS statistics this Wednesday. Here is an advance look at some of the report's key take-aways:

- Home buyers accounted for the greatest one-month volume of single-family home sales of all time in Houston. July single-family home sales totaled 8,953, up 11.6 versus one year earlier. On a year-to-date basis, sales are running ahead of 2018's record volume by 3.0 percent.



The complete July 2019 market report will be posted in the [HAR Online Newsroom](#) beginning this Wednesday, August 14.

- Single-family home prices reached the highest levels ever for a July, with the median price rising 2.2 percent to \$250,000 and the average price up 2.2 percent to \$312,727.
- Inventory continues to build, reaching a 4.3-months supply versus 4.1 a year earlier. NAR reports that national housing inventory is at a 4.4-months supply.
- Townhome and condominium sales shot up 15.8 percent year-over-year, reversing two straight months of declines.
- Once again, the lease market was strong, with single-family home rentals up 16.3 percent and townhome/condominium rentals up 13.0 percent.

Texas is a Millennial Magnet

- Wealthy American millennials are making moves.
- *SmartAsset* recently ranked 18 states that are attracting the most rich millennial home buyers.
- Texas came in third place, with wealthy millennials seeking out job opportunities with small businesses.
- As it turns out, rich millennials like coastal states, but not necessarily those in the Northeast.
- Second place went to Washington state, and first place to California.
- In conducting its analysis, *SmartAsset* used IRS data from the 2015 to 2016 tax year to take a look at the states wealthy millennials are moving to. It defined “rich millennials” as those younger than 35 who have an adjusted gross income of \$100,000 or more.
- Read more about this millennial home buyer trend in this [Business Insider article](#).





Flooding, Funding and More

In our continuing series of conversations with Houston-area elected officials, the *HAR On the Move* podcast this week features **State Representative Sarah Davis**. Davis serves District 134, which encompasses Meyerland, Bellaire, West University Place, the Texas Medical Center and the west side of Houston's inner loop. She discusses flood control, tax reform and other key legislative measures important to the Houston real estate community.

It's information you won't want to miss!

Each week, the *HAR on the Move* podcast covers a variety of topics that are beneficial to all HAR members.

[Listen anywhere, anytime!](#)

New shows every Wednesday!

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



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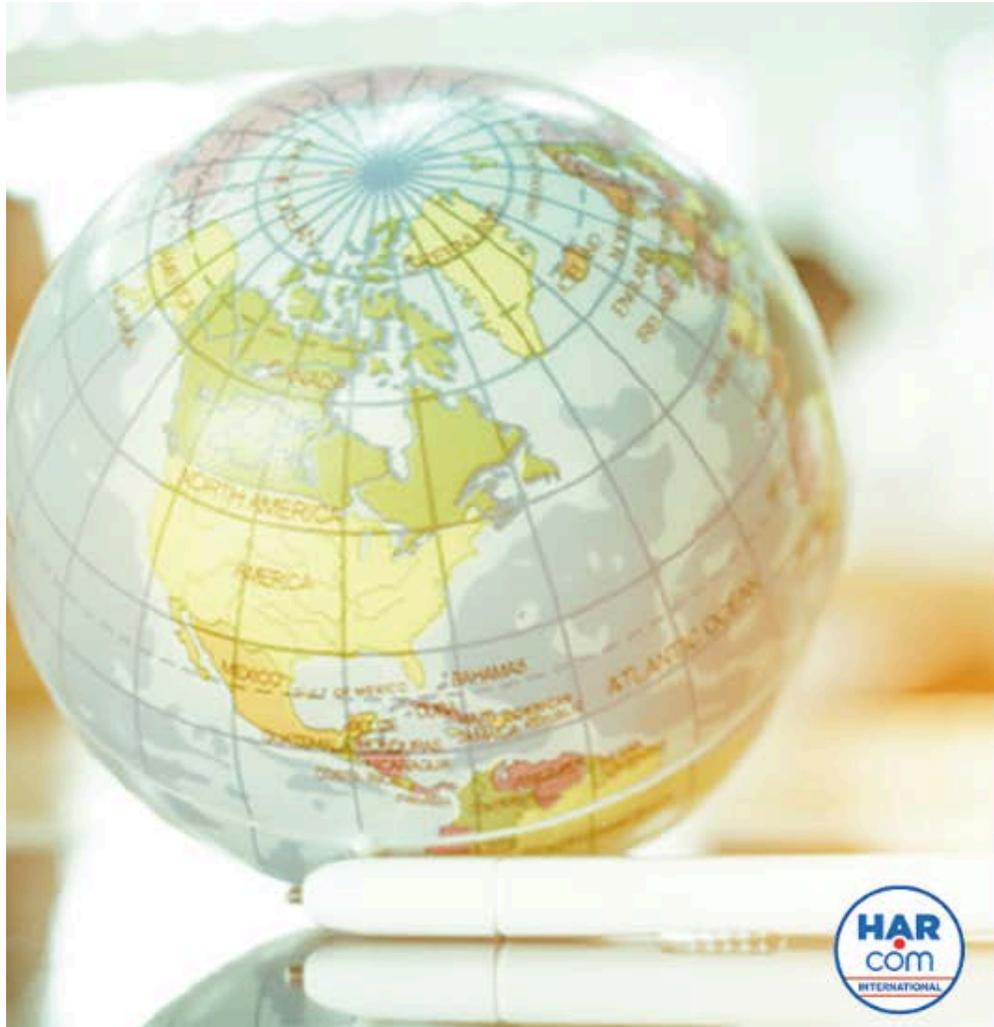
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Broaden Your Horizons with International 101 Day



International 101 Day

Annual one day program that provides information helpful to global real estate agents doing business in Houston. Receive **6 hours of CE credit**, lunch and post program reception included.

September 5, 2019

9 a.m. - 4 p.m.

Post Oak Conference Center

\$49

6 hours of CE credit TREC providers #0001 & #0002

Register [HERE](#) today!

Are You Registered for the Bay Area Bowl-A-Thon?

- Looking for a great time with other HAR members? This is your big chance! Slip on your bowling shoes and hit the lanes! (Note that you can bring your own shoes if you have them, but the shoe rental cost is included in the entry fee.)
- We are approaching the end of the TREPAC fiscal year, so don't miss out on this chance to apply your entry fee toward your TREPAC investment.
- Make sure you organize your team to not only win the game, but win awards as well.

Register [HERE](#) today to be sure your team can play.



Come Join the Fun!



BAY AREA BOWL-A-THON

SEPT 6 • 12 - 4 p.m.
AMF Alpha Lane
318 Bay Area Blvd., Webster 77598

\$275 per team | 5 person teams
\$55 per player
Entry fee includes use of AMF bowling balls, shoes and lunch buffet.

Not Bowling? You can still join the fun with a \$25 Side Lane Pass.

REGISTER EARLY!
Opportunities are Limited!

Register online at www.har.com/BayArea

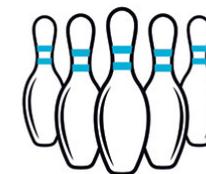
Teams must be paid in full to be considered registered.



DRESS TO IMPRESS

Awards are presented for:

- Most Original Team Costume
- Most Original Table
- Best of the Worst
- Individual High Scorer
- Top Three Teams



The Bowl-a-thon benefits TREPAC and will count towards your 2019 TREPAC investment.



For more information contact Karen Driscoll at 713.629.1900 ext. 271 or karen@har.com

*Contributions are not deductible for Federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC), the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC), and the REALTORS® Political Action Committee (RPAC) are voluntary and are used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. The Association will not favor or disadvantage anyone by reason of the amount of their contribution, and you may refuse to contribute without reprisal by the Association. TREPAC initially receives each contribution, and a percentage is transmitted to RPAC via TAR FedPAC to meet TREPAC's RPAC annual quota. RPAC supports Federal candidates with those contributions, which are charged against your limits under 2 U. S. C. 441a. The percentage forwarded to national RPAC each month may be obtained by contacting the TAR FedPAC administrator at 800-873-9155.



SAVE THE DATE!

Management Central Presents

Operating in the New Environment: Engage, Endure, Excel

Wednesday, November 20, 2019

More details to come!