



The Edge

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

THIS WEEK



- Houston Home Sales Register a Positive November
- Commercial Happenings
- Don't Miss the REALTOR® Event of the Year
- And the Beat Goes On: HAR's 2020 Economic Forecast
- Calling All Leaders

"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.

Houston Home Sales Register a Positive November

HAR will release **November 2019** MLS statistics this Wednesday. Here is an advance look at some of the key take-aways of our latest Market Update:

- Home sales across the greater Houston-area registered a fifth consecutive positive month in November, thanks largely to continued low interest rates. Sales of single-family homes totaled 6,395. That is up 3.6 percent year-over-year. On a year-to-date basis, sales are 4.1 percent ahead of 2018's record volume, keeping 2019 on track to establish a new record for Houston real estate.



You'll find the complete November 2019 market report in the [HAR Online Newsroom](#).

- Single-family home prices achieved November highs. The median price rose 2.5 percent to \$240,900, and the average price edged up 1.1 percent to \$297,831.
- Inventory was unchanged, holding at a 3.8-months supply. NAR reports that the national housing inventory stands at a 3.9-months supply.
- Townhome and condominium sales declined for the second straight month, down 5.1 percent versus last year.
- Lease properties experienced a sluggish November. Single-family home leases dipped 1.3 percent while leases of townhomes and condominiums fell 8.7 percent.



Commercial Happenings

For this week's *HAR On the Move* podcast, we are joined by **2019 REALTOR® of the Year, Mike Wong**. Mike gives us an update on Houston's commercial real estate market, shares the latest in commercial trends and fills us in on his recommendations for residential agents that are getting into the commercial side of the business. Each week, *HAR on the Move* covers a variety of topics that are beneficial to all HAR members.

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New shows every Wednesday!

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Don't Miss the REALTOR® Event of the Year



2019 Industry Award Winners

Mike Wong
2019 REALTOR®
of the Year



Jamie Gilmore
(Posthumous)
2019 John E. Wolf
Community Service
Award



- HAR's much-anticipated **2020 REALTOR® Celebration** gala at the Houston Country Club is just around the corner!
- Join us on the evening of **Thursday, December 19** for all the festivities!
- The 2020 Board of Directors, Executive Committee and incoming Chairman, John Nugent, will be sworn into office.
- Industry honors – 2019 REALTOR® of the Year and the John E. Wolf Community Service Award – will also be presented.

For information about sponsorship opportunities, contact Aracely Arrazolo at 713-629-1900 x204 or aracely@har.com.



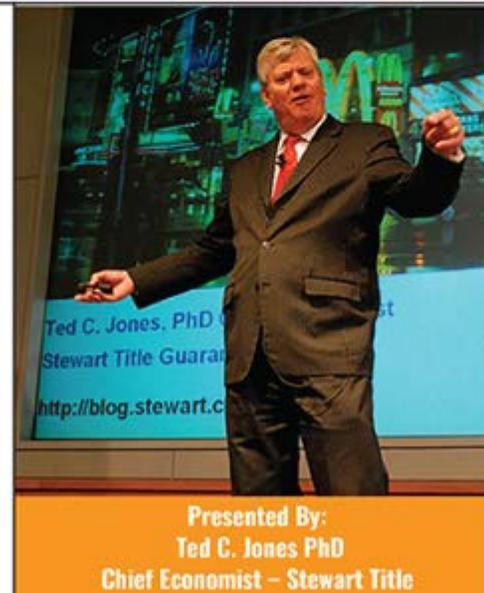

and the BEAT GOES ON

YPN Presents:
A 2020 Economic Forecast with Dr. Ted C. Jones

Click [HERE](#) to register.



Ticket price non-refundable, transferable. Complimentary parking on roof level only.



JANUARY 7, 2020
11:30 a.m. Luncheon

Norris Conference Center
816 Town & Country Blvd.

Reserved Table
of 10

Individual
Tickets

Info: Roz@har.com



Calling All Leaders

2019 Texas REALTORS® Leadership Program (TRLP)

TRLP offers participants and graduates an ongoing opportunity to meet other motivated leaders and to share an intensive learning experience that focuses on community issues and leadership skills. The purpose of TRLP is to prepare the next generation of Texas REALTORS® to meet future challenges. The program provides participants with lectures, seminars, guest speakers, group discussions and leadership exercises that address vital issues affecting Texas REALTORS®. The dynamic format stimulates vigorous and animated discussions and involvement by all participants.

Applications are available online at trlp.har.com.

**** Applications are due on March 20, 2020. ****

Questions?

Contact Rita Blevins at 713-629-1900 ext. 263 or via email at rita@har.com.