

In This Week's "The EDGE"

- Take Action NOW for Flood Protection
- Connect to *Inman Connect 2018* for Free
- Houston Market Movements
- YPN Awards Deadline Looms
- Designate Yourself for Success

"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.

Take Action NOW for Flood Protection



Will Goodman
Houston, Texas
July 4, 2018

HAR's participation rate in this **Call For Action** stands at 7.91%. We can do much better!

Please take action NOW!

Text NFIP to 30644 or click [HERE](#) to send this urgent message to Congress!

- The **National Flood Insurance Program (NFIP)** expires in just two weeks — on **July 31** — denying critical insurance coverage to homeowners and buyers across greater Houston and in thousands of other communities nationwide.
- Did you experience a “Harvey flashback” during the July 4 storms that soaked our area? The weather was a harsh reminder of how vulnerable we still are.
- If the NFIP lapses, up to 40,000 transactions per month could be affected.
- **Congress must act NOW to reform and extend the NFIP.**
- Please join NAR's **Call For Action!** Urge Congress to extend the NFIP and pass meaningful reforms to ensure the long-term viability of the program.

Connect to *Inman Connect 2018* for Free

One of the most anticipated real estate conferences of the year is going on this week in San Francisco. It's *Inman Connect 2018*. If you can't be there, don't worry. We've got your FREE ticket to connect via the *Inman Connect Livestream*.

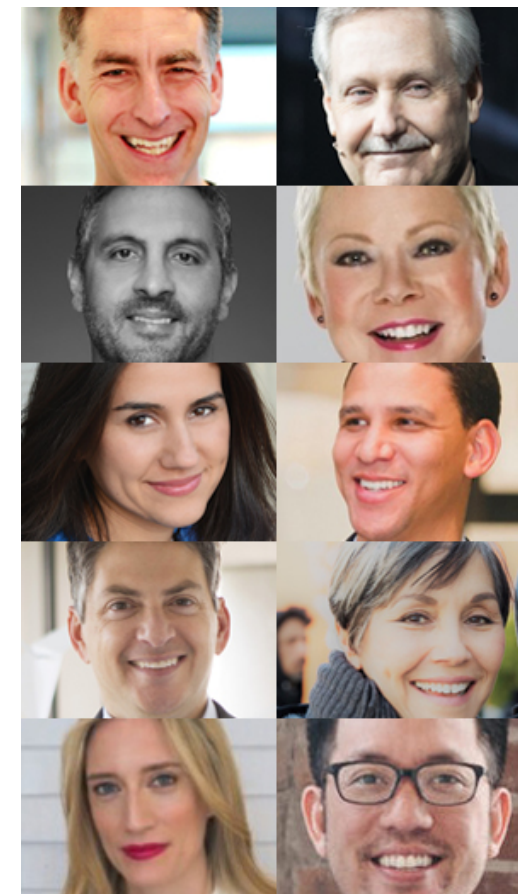
LIVE: REAL ESTATE LEADERS SET
THEIR VISION FOR THE FUTURE
WATCH ICSF LIVESTREAM
INMAN.COM/LIVESTREAM

inman **SELECT**

Click the box above to connect. If you aren't already subscribed to *Inman Select*, register now for this FREE HAR member benefit by clicking [HERE](#).

Speakers include:

- Gary Keller, Co-Founder at Keller Williams
- Glenn Kelman, CEO at Redfin
- Mauricio Umansky, CEO at The Agency
- Sherry Chris, CEO at Better Homes & Gardens Real Estate
- Doniece Sandoval, Founder & CEO at Lava Mae
- Robert Reffkin, CEO at Compass
- Clelia Peters, Co-Founder at MetaProp
- Eric Wu, CEO at Opendoor
- John Peyton, President & CEO at Realogy Franchise Group
- Shabnam Mogharabi, CEO at SoulPancake
- And many more!



inman **SELECT**

Watch the live broadcast from your computer or mobile device Tuesday through Friday, July 17-20.



Houston Market Movements

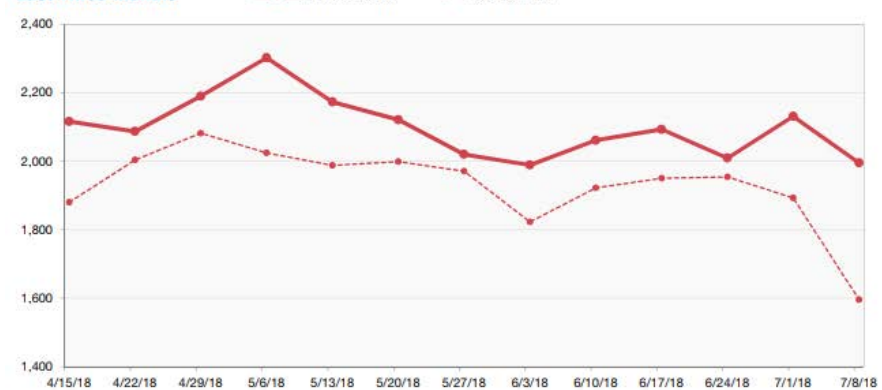
As prices persistently rise and months of supply decrease in year-over-year comparisons, it continues to be an ideal time for more sellers to enter the market. Across the U.S., inventory levels are still lagging behind last year, but new listings have perked up nicely so far this year. This has been coupled with many announced new home-building projects across the nation and a more positive tone from the building community.

In the Houston region, for the week ending July 8:

- New Listings decreased 2.5% to 2,957
- Pending Sales increased 25.0% to 1,995
- Closed Sales increased 8.6% to 1,381

Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
4/15/2018	2,116	1,880	+ 12.6%
4/22/2018	2,087	2,004	+ 4.1%
4/29/2018	2,190	2,082	+ 5.2%
5/6/2018	2,302	2,024	+ 13.7%
5/13/2018	2,173	1,988	+ 9.3%
5/20/2018	2,121	1,999	+ 6.1%
5/27/2018	2,020	1,971	+ 2.5%
6/3/2018	1,989	1,823	+ 9.1%
6/10/2018	2,061	1,922	+ 7.2%
6/17/2018	2,093	1,950	+ 7.3%
6/24/2018	2,009	1,954	+ 2.8%
7/1/2018	2,131	1,893	+ 12.6%
7/8/2018	1,995	1,596	+ 25.0%
3-Month Total	27,287	25,086	+ 8.8%

YPN Awards Deadline Looms

- There are just two weeks left if you or an under-40 rising real estate star you work with want to apply for the 9th Annual *YPN 20 under 40 Rising Stars in Real Estate* awards.
- This prestigious honor goes to 20 HAR members 40 years of age or younger who demonstrate excellence in the areas of sales, leadership and community involvement.
- More information and an application are available [HERE](#).
- The deadline to apply is **Wednesday, August 1**.
- You may only receive this honor once.
- Awards will be presented during a red carpet-style luncheon on **Thursday, October 4** at Bayou City Event Center.



Designate Yourself for Success

Graduate REALTOR® Institute (GRI): Contracts to Closing

Topics of this course include Finance, Residential Contracts, (Appraisal, CMA & Pricing) and Diversity & Fair Housing. The GRI designation, composed of three courses, is the most widely recognized of the national real estate designations. The courses may be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE. Please confirm your eligibility and review the requirements necessary to earn this designation by visiting the designation holder's site or contacting the HAR Professional Development department.

Dates: July 19, 20, 23 & 24

Time: 8:15 a.m. to 5 p.m. each day

Location: HAR Bay Area

Investment: \$295 (for members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6