



The Edge

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

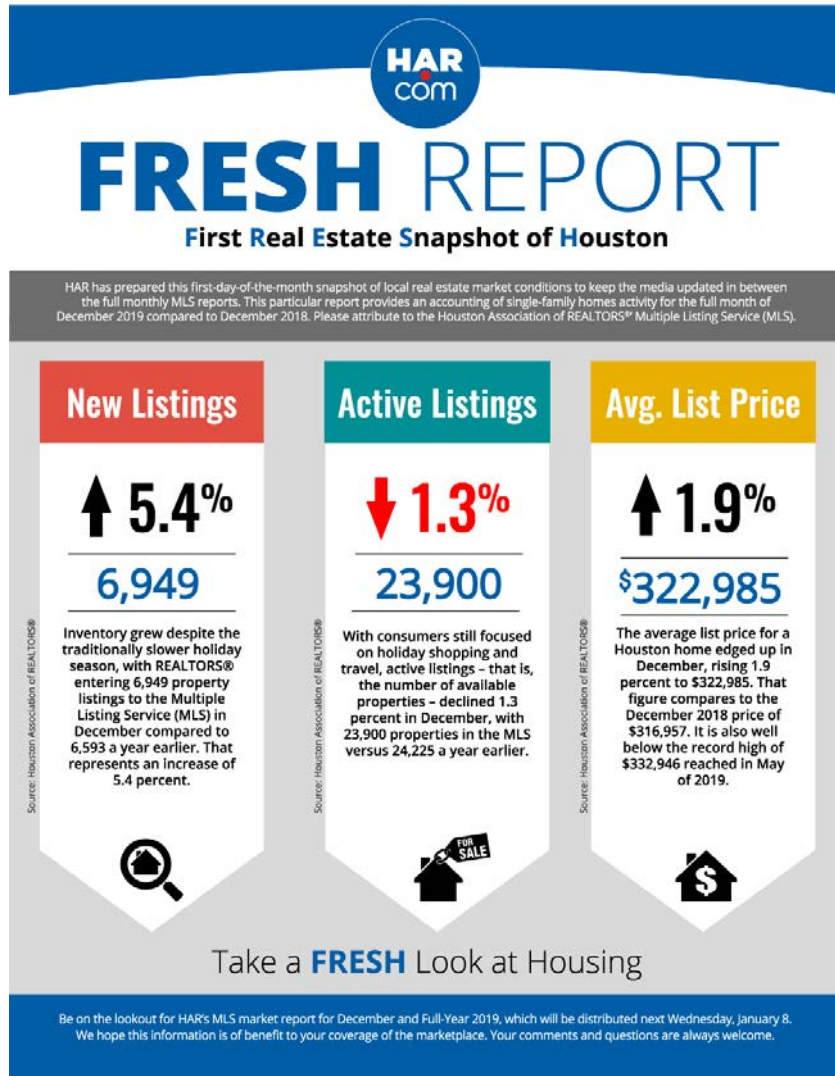
THIS WEEK



- A FRESH Look at Houston Housing
- A Few Economic Forecast Tickets Still Available
- Introducing Your 2020 HAR Chairman
- Your Chance to Go Pro

“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



- The start of a new month means it's time for HAR's snapshot of market trends from the previous month – in this case, December.
- The HAR **FRESH Report** (First Real Estate Snapshot of Houston) for **December 2019** reflects a market in the midst of its annual holiday season breather.
- New listings increased while active listings declined slightly across greater Houston between December 1 and December 31, while the average list price rose just under two percent.
- HAR's comprehensive **December/Full-Year 2019 MLS Market Update** will be distributed this **Wednesday, January 8**.
- As always, HAR will provide you with updated coverage in *The EDGE*.



A Few Economic Forecast Tickets Still Available

Don't miss out on the chance to hear from Stewart Title Chief Economist Ted C. Jones, Ph.D., as he shares his much-anticipated insights into Houston's 2020 economic trends.

Click [HERE](#) to register **NOW!**



and the
BEAT GOES ON

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

STEWART



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



Introducing Your 2020 HAR Chairman

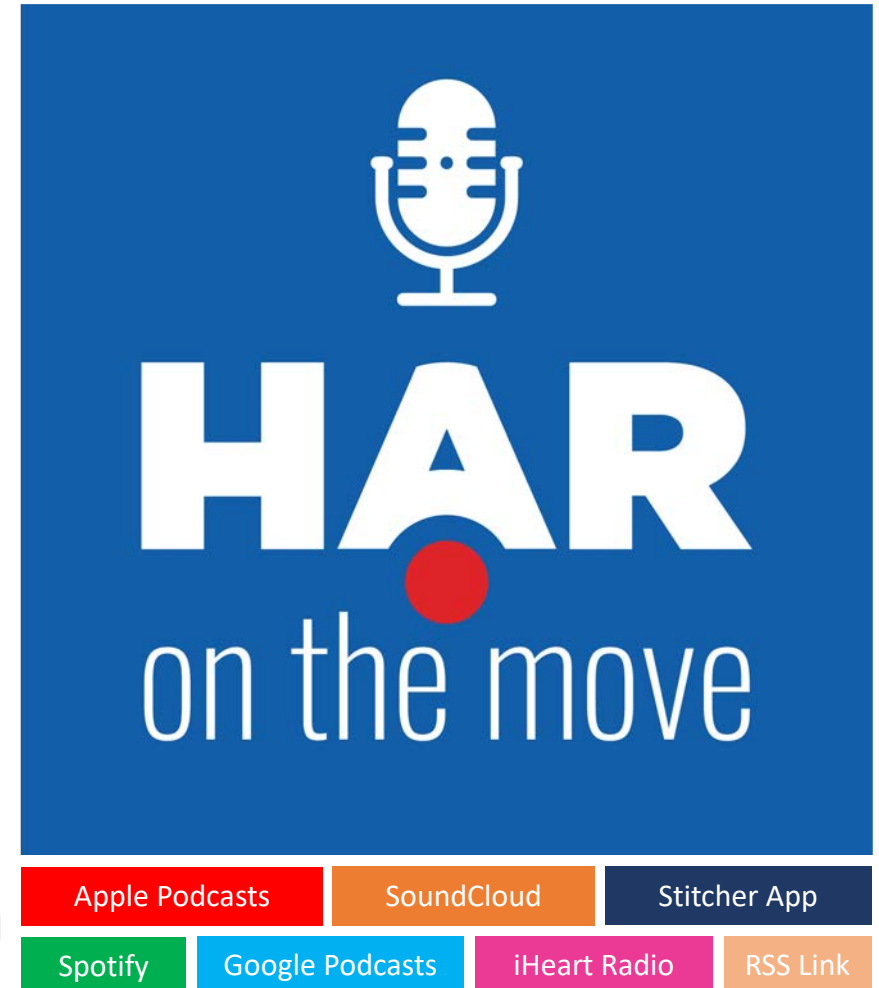
Kicking off the new year, the *HAR On the Move* podcast welcomes **2020 HAR Chairman John Nugent** to the microphone to introduce himself and discuss expectations for the market as well as the Association and its membership in the months ahead. John has devoted nearly 50 years to the real estate industry and shares his thoughts on its evolving trends.

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.



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 "HAR", the words "on the move" are written in a smaller, white, lowercase sans-serif font. At the bottom of the cover, there are seven colored buttons for different platforms: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Apple Podcasts

SoundCloud

Stitcher App

Spotify

Google Podcasts

iHeart Radio

RSS Link



Your Chance to Go Pro

HAR Contracts Pro (HCP) Certification

The HCP certification has been enhanced for 2020! To receive this certification, you must complete a series of eight classes, as shown below:

REQUIRED Courses

- Sealing the Deal - Part 1: Contracts for Your New Client
- Sealing the Deal - Part 2: Case Studies Involving New Client Contracts
- Working With Clients - Part 1: 1-4 Family Residential Contracts
- Working with Clients - Part 2: Case Studies Involving Residential Contracts
- Intermediary - Solving the Mystery

ELECTIVE Courses: Must complete three classes

- Multiple Offers
- Clear as MUD
- Amendments, Addendums, Notices & Disclosures
- Residential Leases - From the Beginning



Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6