



The Edge

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

THIS WEEK



- A FRESH Look at Houston Housing
- The COVID-19 Pandemic's Effect on Your Clients
- Making CENSUS of it All
- Seeking Rising Stars Age 40 and Under
- Have You Invested in TREPAC?
- Webinar Wednesday
- Think Globally
- Become Certifiable

"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 past month – in this case, May.
- HAR's **FRESH Report** (First Real Estate Snapshot of Houston) for **May 2020** reflects the continued negative market effects of the COVID-19 crisis.
- Between May 1 and May 31, new listings fell 15.2 percent compared to May 2019, while active listings slid close to 16 percent. The average list price declined 7.6 percent year-over-year.
- HAR's complete Houston-area Market Update for May will be distributed next **Wednesday, June 10**.
- As always, HAR will provide you with updated coverage in *The EDGE*.



The COVID-19 Pandemic's Effect on Your Clients

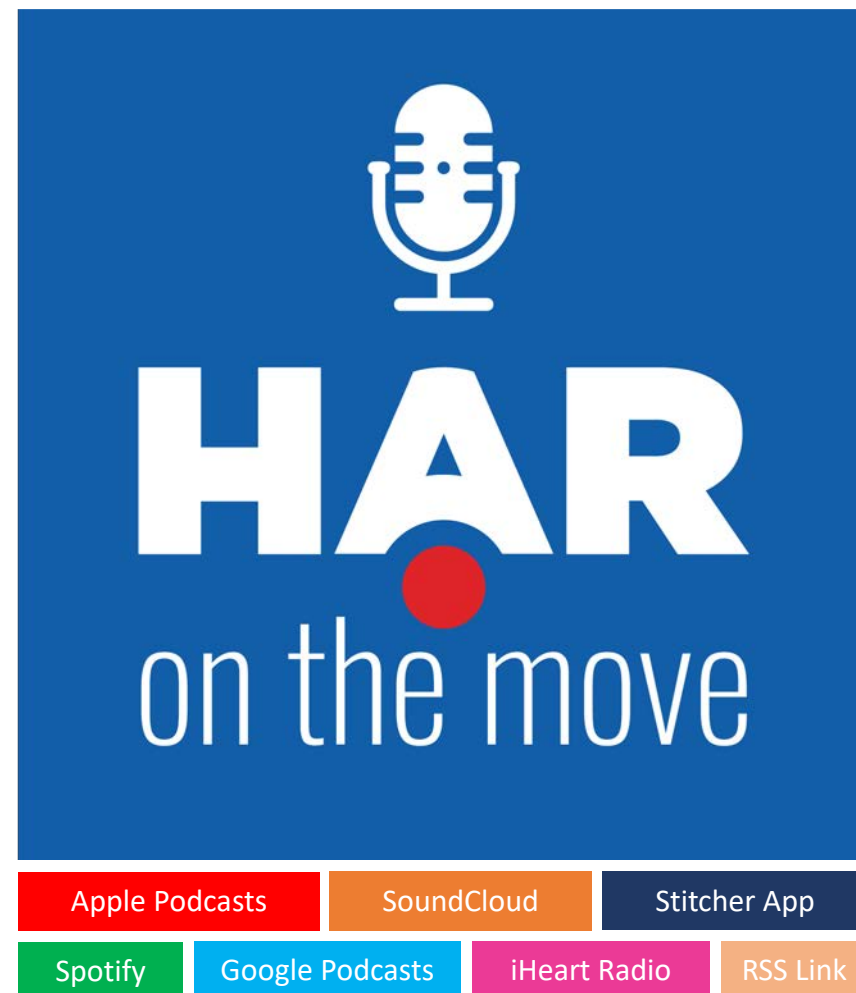
Ready to get back to work? Are your clients ready?
What exactly is the "new normal" for real estate
consumers? In this week's ***HAR On the Move***
podcast, **HAR Strategic Architect Jeremy Conaway**
shares where we are now, what to expect and the
lasting effects the COVID-19 pandemic will have.

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.



Making CENSUS of it All

Have you completed your 2020 Census? If not, take a few minutes to fill out the form online. Right now, ensuring we are all counted is CRITICAL for funding, which includes funding that helps our region from the impact of COVID-19. www.2020census.gov

CENSUS 2020 is Here



Completing the census is
your CIVIC DUTY.

It is a way to say "I COUNT!"



Complete the census online at www.2020census.gov



Seeking Rising Stars Age 40 and Younger

Are YOU a ***Rising Star in Real Estate***? This prestigious award goes to 20 HAR members 40 years of age or younger who have demonstrated excellence in the areas of sales, leadership and community involvement. To apply, view the qualifications and FAQs, visit ypn.har.com.



RISING STARS in REAL ESTATE

Excellence in Sales, Leadership & Community Service

This prestigious honor is presented to 20 HAR members 40 years of age or younger who have demonstrated excellence in the areas of sales, leadership and community involvement.

To apply, view the qualifications and FAQs, go to <http://ypn.har.com>

The deadline
to apply is
July 31, 2020.

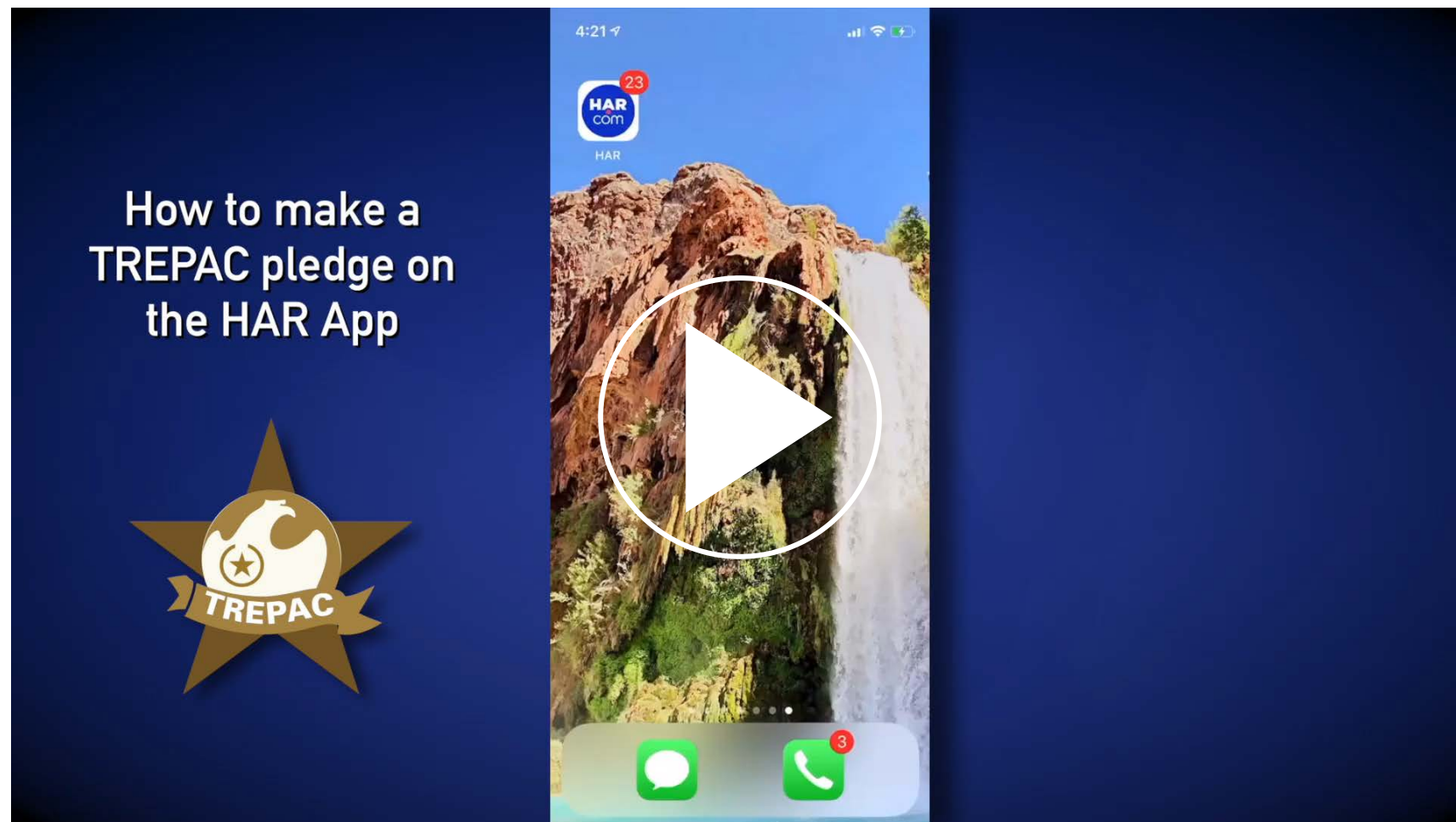
APPLY NOW!



Have You Invested in TREPAC?

Did you know that you can manage your TREPAC investment online? You can sign up for reoccurring or one-time investments through the Members Only Portal at www.har.com/trepac.

Watch this video to learn how!



Webinar Wednesday

Global Summer Series:

How to Decode & Win Cultural Buyers from India

Speakers Kunal Seth and Sonit Seth lead this valuable session, which includes an update about India, migration patterns in the U.S., and how to work with and win over clients from India.



Date: Wednesday, June 10

Location: via Zoom

Time: 12 p.m.

Investment: FREE

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 278



Think Globally

Certified International Property Specialist (CIPS)

In this CIPS course, you will learn the critical aspects of international real estate transactions, including:

- Globalization of economics
- International capital flow
- Marketing & business planning strategies
- Roles and expectations in international transactions

This five-day training program will cover: Local Markets, Transaction Tools, The Americas, Europe, and Asia/Pacific International Real Estate with appearances from specialists on India and Japan.



Dates: June 18, 19, 22, 23, 24

Location: Online

Time: 8:30 a.m. to 5 p.m.

Investment: \$499

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6



Become Certifiable

Military Relocation Professional (MRP)

The MRP certification gives real estate professionals information to help current and former members of the U.S. military seek housing options that work best for them while taking advantage of military benefits and support.



Date: Thursday, June 4 OR Thursday, August 27

Location: LIVE Online

Time: 8:30 a.m. to 5 p.m.

Investment: \$99 (Use code MRP20 for \$20 off)

TREC Provider #0001

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6