



The Edge

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

THIS WEEK



- Honoring Our Beloved Leaders
- Take A FRESH Look at Houston Housing
- What is Happening at TREC?
- See You in The Lab
- Open More Doors in 2021

“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.



Honoring Our Beloved Leaders

HAR has lost two former leaders in as many months. It is with deep sadness that we announce the passing this weekend of **1991 HAR President John Nichols**, who remained actively involved with the Association until his death. During Mr. Nichols' presidency, HAR expanded and improved MLS services. An online memorial service is being planned and we will share those details as soon as they are available.

HAR has previously announced the passing of **2000 HAR Chair Frankie Jefferson** on January 27, 2021 at the age of 79. Ms. Jefferson was the first African American HAR chair. Under her leadership, the HAR SuperCenter introduced online ordering and the HAR Help Line was launched. Celebration of Life Services honoring Ms. Jefferson will take place this Friday, March 5 at 10 a.m. at McNutt Funeral Home, 1703 Porter Rd., Conroe, TX 77301.

The image shows two sympathy cards stacked vertically. Each card has a black background. On the left side of each card is a lit candle. In the top left corner of each card is the HAR.com logo. The text on each card reads "With Our Deepest Sympathy" in a white cursive font. Below this text is a circular portrait of the deceased. Underneath the portrait is the name and title of the deceased in white text.

Top Card:
HAR.com
With Our Deepest Sympathy

John Nichols
1991 HAR President

Bottom Card:
HAR.com
With Our Deepest Sympathy

Frankie Jefferson
2000 HAR Chair

Take a FRESH Look at Houston Housing

Check out HAR's **February 2021 FRESH (First Real Estate Snapshot of Houston)!**

- Last month's winter storm put a chill on two of the three February housing market measurements.
- **New Listings** saw a 27.5 percent decline versus pre-pandemic February 2020.
- **Active Listings** remained down by 48.9 percent compared to last February as a result of record-setting sales volume and the lack of new listings.
- **Average List Price** for homes across greater Houston showed continued strength, climbing 15.5 percent to a record-setting \$362,230.
- HAR's complete **February Market Update** will be released next **Wednesday, March 10**.
- As always, HAR will provide you with updated coverage in *The EDGE*.





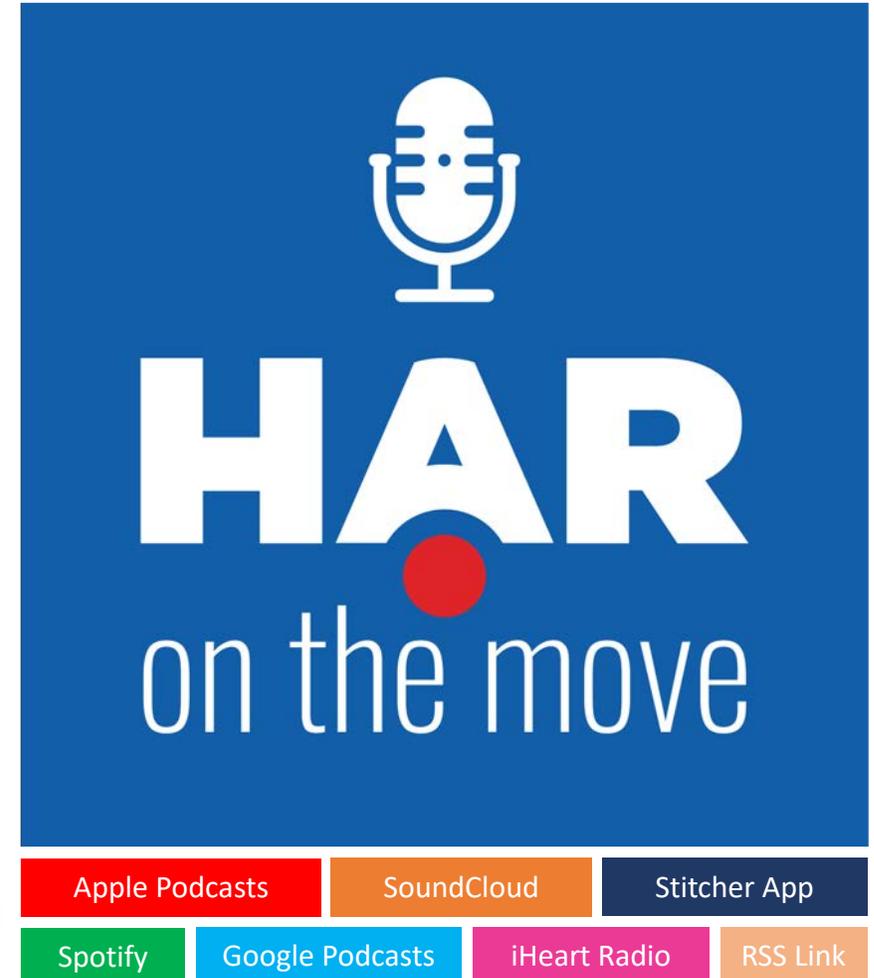
What is Happening at TREC?

In this week's edition of the *HAR On the Move* podcast, we welcome **Texas Real Estate Commission (TREC) Chairman Scott Kesner and TREC Executive Director Chelsea Buchholtz**. They provide us with an update on changes that have recently taken place at TREC and what changes we can expect to see in the future.

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

Listen anywhere, anytime!

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



The podcast cover art features a blue background with a white microphone icon at the top. Below the microphone, the word "HAR" is written in large, bold, white capital letters, with a red dot under the letter 'A'. Underneath "HAR", the words "on the move" are written in a smaller, white, lowercase font. At the bottom of the cover, there is a row of seven colored buttons for different podcast 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



See You in The Lab

Are you taking advantage of *HAR Virtual Labs*? HAR Virtual Labs are open sessions that are available to all members each **Tuesday and Thursday, from 10 a.m. to 12 noon**. Anyone logging in can work with HAR staff in real time to get answers to their questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions, so hop on at your convenience, ask your questions or just listen in, and stay on the session for as little or as much as you’d like. HAR is here for you and we look forward to having you join us! **#HARVirtualLabs**

HAR Virtual Labs

 **TUESDAY & THURSDAY**
10 a.m. - 12 p.m.

How-To • Tips • Q & A

#HARVirtualLabs

The graphic features a woman with long dark hair wearing a yellow sweater and a headset, sitting at a desk with a laptop and a blue mug. A speech bubble is positioned above her. The background is a dark blue gradient with a white city skyline silhouette.

Visit www.har.com/labs to participate in any or all of these twice-a-week sessions.



Open More Doors in 2021

Homeownership Programs in Your Community

AFFORDABLE HOUSING | Webinars
3rd Wednesday
12 - 1:30 p.m.

har.com/webinars

Wednesday, March 17
12 to 1:30 p.m.

Fact vs. Fiction: The Truth Behind Section 8

Registration is now open!

Click [HERE](#) to register or to get more information.

Questions? Please call
713.629.1900 ext. 6.