



# The Edge

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

**THIS WEEK**



- Make Way for Millennials
- Disaster is on The Agenda
- Final Boarding Call
- Don't Miss HAR's "March with TREPAC" Auction
- Weekly Market Movements
- Earn Your Premier Credential

"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.*



## Make Way for Millennials

- Like it or not, millennials are playing a bigger role than ever before as real estate consumers. Embrace that powerful demographic or suffer the consequences! On this week's edition of the ***HAR on the Move*** podcast, we hear from someone who understands the millennial marketplace and shares her valuable insights. It's ***HAR Young Professionals Network (YPN) Chair Kat Robinson***. Kat also discusses how to use the latest tech tools to connect with millennials, and much more.
- HAR's official weekly podcast, ***HAR on the Move*** covers a variety of real estate topics of interest to you, our HAR members. Listen anywhere, anytime.
- New shows come out every Wednesday!

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




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## Disaster is on The Agenda

**The Texas Legislature is in session. Keep your eyes on these disaster relief bills:**

- The Senate Water & Rural Affairs Committee unanimously passed the Senate's package of disaster relief bills on Thursday as committee substitutes. The bills have been placed on the full Senate's Intent Calendar for next week.
- **SB 6** (Sen. Lois Kolkhorst) – Creates a disaster response plan for local elected officials.
- **SB 7** (Sen. Brandon Creighton) –Creates a “resiliency fund” to finance flood mitigation projects.
- **SB 8** (Sen. Charles Perry) – Creates a statewide flood plan coordinated by the Texas Water Development Board.
- These are three of Lt. Governor Dan Patrick's priority bills among [his list of 30 priorities for the 86th Texas Legislature](#).
- Your HAR Governmental Affairs team is actively monitoring all legislative developments and will continue to provide updates.



## Final Boarding Call

						
<b>TREPAC 1</b> Stewart Title, Cypress	<b>TREPAC 2</b> Cinemark 19 Katy (I-10 & 99)	<b>TREPAC 3</b> Marq-E Entertainment Center (I-10 & 610 West)	<b>TREPAC 4</b> HAR Montg. County Branch	<b>TREPAC 5</b> First Colony Mall	<b>TREPAC 6</b> Bay Area Branch**	<b>TREPAC 7</b> Better Homes and Gardens Real Estate Gary Greene - Humble

**Tuesday, March 19 is the deadline to register for REALTOR® Day at the Texas Capitol.**

The event is next **Tuesday, March 26**. If you haven't attended before, this is always an informative and fun day as you meet with state lawmakers to discuss important matters affecting the real estate industry. Appraisal reform, eminent domain, homeowners associations, infrastructure, county rulemaking authority and school finance are among the issues being tackled this legislative session.

**Buses depart from seven convenient Houston-area locations!**



*For more information and to register, click [HERE](#) today!*



## Don't Miss HAR's "March with TREPAC" Auction

The event is happening **THIS THURSDAY, March 21 at 11 a.m.**, during the Fort Bend Luncheon at Sugar Creek Country Club.

To register, please e-mail: [harfortbend@yahoo.com](mailto:harfortbend@yahoo.com)

 **HAR TREPAC and the Fort Bend Area Networking Group Present:**

*March*  with **TREPAC**

We call you to join us and **March with TREPAC** during the luncheon on March 21.

**Thurs., March 21**  
**11 a.m. - 1:30 p.m.**

**Sugar Creek Country Club**  
420 Sugar Creek Blvd.  
Sugar Land, TX 77478

Questions? Email [Kiley.Rapier@har.com](mailto:Kiley.Rapier@har.com)

*'TREPAC Oh TREPAC*  
You fight for private property and represent us all!  
REALTORS®, Clients, Family, Friends – Homeowners all!  
Invest and Protect Today  
TREPAC, Oh TREPAC.'



Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.

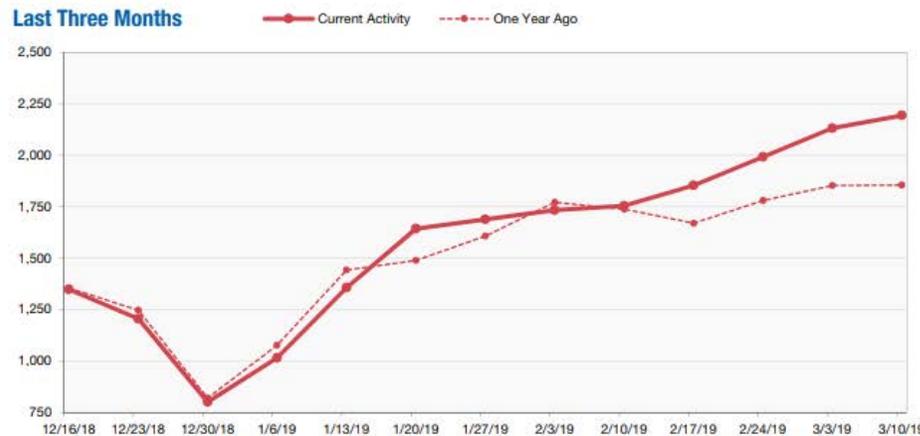


## Weekly Market Movements

New listings and overall housing inventory are still proceeding slower than last year in many markets across the U.S., and they are mostly trailing activity for last year, which was already rather low. Sales have also been slower than last year at this time in areas with lingering winter weather, but the thaw is on. That may present a new set of difficulties for communities that have experienced an abundance of rain and snow over the last few months.

### Pending Sales

Last Three Months



For the Week Ending	Current Activity	One Year Previous	+ / -
12/16/2018	1,348	1,355	- 0.5%
12/23/2018	1,205	1,246	- 3.3%
12/30/2018	801	820	- 2.3%
1/6/2019	1,015	1,077	- 5.8%
1/13/2019	1,356	1,442	- 6.0%
1/20/2019	1,643	1,489	+ 10.3%
1/27/2019	1,688	1,607	+ 5.0%
2/3/2019	1,733	1,771	- 2.1%
2/10/2019	1,754	1,738	+ 0.9%
2/17/2019	1,853	1,669	+ 11.0%
2/24/2019	1,992	1,780	+ 11.9%
3/3/2019	2,131	1,853	+ 15.0%
<b>3/10/2019</b>	<b>2,193</b>	<b>1,855</b>	<b>+ 18.2%</b>
3-Month Total	20,712	19,702	+ 5.1%

### In the Houston region, for the week ending March 10:

- New Listings increased 6.8% to 3,225
- Pending Sales increased 18.2% to 2,193
- Closed Sales decreased 6.7% to 1,350

# Earn Your Premier Credential

## Seller Representative Specialist (SRS)

The SRS designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance.

- Increase your listings and grown your business;
- Demonstrate and communicate your value package;
- Understand and apply the Code of Ethics & Standards of Practice;
- Understand and comply with your state license laws;
- Learn tools and techniques to provide services that sellers want and need.



**Dates:** Monday & Tuesday, April 1 & 2

**Location:** HAR Central

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

**Investment:** \$199 (members) / \$219 (non-members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6