



The Edge

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

THIS WEEK



- Congress Extends National Flood Insurance Program (NFIP)
- A FRESH Look at Houston Housing
- The DNA of Houston
- What Real Estate Consumers Expect of Their Agents
- Watch Your In-Box
- Earn Your Global Certification

“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.

Congress Extends National Flood Insurance Program (NFIP)

- Congress has extended the National Flood Insurance Program through next Friday, June 14, preventing the federal initiative from expiring over the weekend.
- The stopgap bill was passed by the House last Thursday with a fast-track procedure used when members are on recess. It will allow new flood insurance policies to be issued and avoid delays of U.S. real estate transactions that depend on the program.
- House Democrats secured unanimous consent for quick passage when no Republicans objected. GOP Representative Thomas Massie of Kentucky objected to the extension. The Senate passed the bill, S. 1693.
- A separate \$19 billion disaster aid bill, also already passed by the Senate, would further extend the flood insurance program through September 30. That bill, H.R. 2157, was blocked last Thursday by GOP Representative John Rose of Tennessee.



A FRESH Look at Houston Housing



- The Houston real estate market is showing positive indicators across the board!
- HAR has just released the First Real Estate Snapshot of Houston (**FRESH**) Report for **May 2019**, and the measurements are all trending upward.
- New listings, active listings and average list price all rose across the greater Houston area between May 1 and May 31, 2019.
- Our comprehensive May MLS housing report will be distributed next **Wednesday, June 12**.
- As always, HAR will provide you with updated coverage in *The EDGE*.

The DNA of Houston

- What issues do Houstonians care most about? Is it flooding, transportation, education or something else altogether?
- It's actually all of these things, PLUS the "Millennial factor."
- In this week's edition of *HAR on the Move*, we talk to **Dr. Stephen Klineberg, founding director of the Kinder Institute for Urban Research at Rice University.**
- For 38 years, Dr. Klineberg has studied the demographic and economic trends that have shaped greater Houston's development AND that factor in to the real estate industry.
- Each week, the *HAR on the Move* podcast covers a variety of real estate topics that are beneficial to our HAR members.
- Listen anywhere, anytime!

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What Real Estate Consumers Expect of Their Agents

- We all know that there's more than one way to sell a house. For some, the best way may be to go solo. For others, an experienced real estate agent is the only way to go.
- For consumers that choose the latter path, it's important to note that not all agents are created equal. Due diligence is the ideal way to seek out the agent that best fits the consumer's needs.
- The National Association of REALTORS'® *2018 Profile of Home Buyers and Sellers* concluded that 75 percent of recent sellers hired the first agent they contacted to help them sell their home. However, finding the right agent is a lot like dating: You likely have to speak with a few before you find the ideal match.
- Given that selling a home is often one of the largest financial transactions of a consumer's life, the consumer will not want to leave it to chance.
- Get more valuable insights about real estate consumer expectations in this [U.S. News & World Report article](#).



Watch Your In-Box



Watch out!

The **International SURVEY** will be in your inbox from June 17. *Don't miss it!*



Earn Your Global Certification

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



Dates: June 5, 6, 7, 10 and 11

Location: HAR Central

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

Investment: \$749 members / \$799 non-members

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6