



# The Edge

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

**THIS WEEK**



- New Laws and Your Business
- Millennials Threaten the Starter Home
- Is There a Young Rising Star in Your Ranks?
- Learn Your ABRs

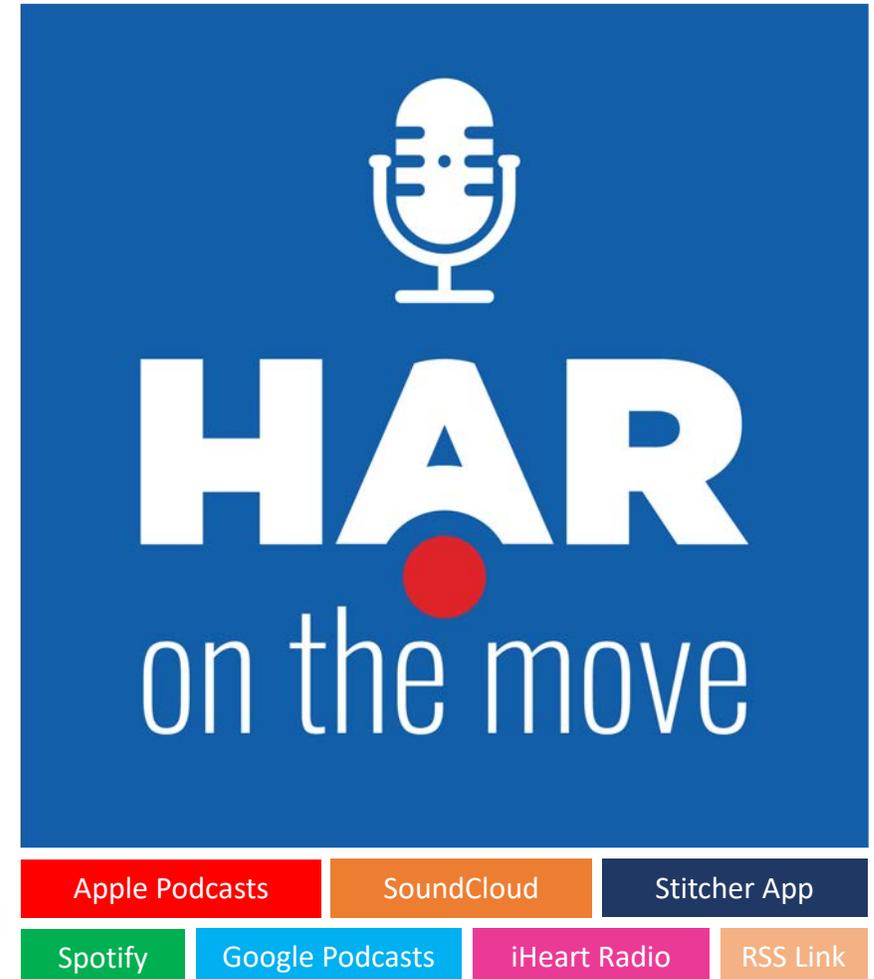
“The Edge” is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.  
*Produced by the HAR Communications Department.*

## New Laws and Your Business

The legislative session may be over, but decisions made by our elected officials will affect your real estate business for a long time to come. Do you know how? Tune in to this week's edition of the ***HAR on the Move*** podcast, as we talk to **Texas REALTORS®' Julia Parenteau** about tax reform, disaster mitigation, changes to the Seller's Disclosure form and much more. Each week, ***HAR on the Move*** covers a variety of real estate topics beneficial to all HAR members. Listen anywhere, anytime!

**New shows every Wednesday!**

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# Millennials Threaten the Starter Home



Millennials are known for wiping out industries, and the starter home may be the next victim as a result of three key decisions this demographic is making:

1. Millennials are spending more time in rentals because they are taking longer than ever to buy a home.
2. When they do buy, millennials are skipping the starter home altogether and gravitating toward luxury properties.
3. There are wealthy city-dwelling millennials to consider, some of whom buy vacation homes before, or in lieu of, a permanent home.

Learn more about millennial trends that are shaking up the real estate industry in [this Business Insider article](#).

## Is There a Young Rising Star in Your Ranks?

- Are you a young rising real estate star or do you have one on your brokerage team?
- 2019 marks the 10th Annual *YPN 20 under 40 Rising Stars in Real Estate* awards.
- This prestigious honor is awarded to 20 HAR members 40 years of age or younger who demonstrate excellence in the areas of sales, leadership and community involvement.
- More information and an application are available [HERE](#).
- The deadline to apply is **Thursday, August 1, 2019**.
- You may only receive this honor once.
- Awards will be presented during a red carpet-style luncheon on **Friday, October 4** at Bayou City Event Center.





## Learn Your ABRs

### Accredited Buyer's Representative (ABR)

The ABR designation helps prepare real estate professionals to represent buyer clients in residential real estate transactions and provide the quality of service and degree of fidelity to buyers that sellers have customarily enjoyed. It also offers ideas and methods for building a buyer representation business and tools for conducting buyer counseling sessions.



**Dates:** Monday & Tuesday, June 24 & 25

**Location:** HAR Bay Area

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

**Investment:** \$199 (members) / \$209 (non-members)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6