



The Edge

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

THIS WEEK



- Coronavirus and Struggling Energy Strain Houston Housing in May
- Virtual Showings & Open Houses: The New Normal
- Get Your Cross-Cultural Learning On
- Federal Dollars Depend on YOUR Completed Census
- Have We Received Your Rising Star Nomination?
- Designate Yourself for Success

“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.

Coronavirus and Struggling Energy Strain Houston Housing in May

HAR released **May 2020** MLS statistics last week. Here are key take-aways from our latest **Market Update**:

- Single-family home sales fell for the second straight month, down 20.2 percent versus May of 2019. Sales of homes priced from \$750,000 and up sustained the greatest losses, dropping 56.3 percent.
- Single-family home prices saw their first decline since January 2018. The average price fell 7.4 percent to \$298,199 while the median price was statistically flat at \$249,000
- Inventory registered a 3.5-months supply versus 4.1 months a year earlier. NAR reports that the national housing inventory stands at a 4.1-months supply.
- Townhome and condominium sales plunged 36.0 percent year-over-year.
- Single-family home leases were a bright spot, jumping 11.9 percent, while leases of townhomes and condominiums fell 4.6 percent.



*You'll find the complete May 2020 Market Update
in the [HAR Online Newsroom](#).*



Virtual Showings & Open Houses: The New Normal

In this week's edition of the *HAR On the Move* podcast, we take a look at "the new normal" in real estate, VIRTUAL! HAR Chief Technology Officer Taqi Rizvi joins us to explain the benefits of virtual showings and virtual open houses. He walks us through the amazing tools his team has built for HAR members to go virtual and win leads!

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

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New shows every Wednesday!

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Get Your Cross-Cultural Learning On

At Home With Diversity Certification

This course is a groundbreaking professional education initiative designed to provide America's real estate professionals with training and tools to expand their business as well as home ownership opportunities for more Americans. Participants will learn about the people who make up the local market, their values, customs, real estate needs, and expectations of real estate professionals. Specifically, the course helps participants develop skills in cross-cultural communication and strategic business planning.

Date: Tuesday, July 14 or Thursday, September 17

Location: Online

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

TREC Credit hours: 8

Investment: \$49

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 370

Federal Dollars Depend on YOUR Completed Census

CENSUS 2020 is Here

Completing the census is
your CIVIC DUTY.

It is a way to say "I COUNT!"



Have you completed your 2020 Census? If not, please take a few minutes to fill out the form online. It's quick and easy. Right now, ensuring we are all counted is **CRITICAL** for federal funding, which includes funding to help our region recover from the effects of COVID-19. www.2020census.gov

Complete the census online at www.2020census.gov



Have We Received Your Rising Star Nomination?



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!

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.



Designate Yourself for Success

Graduate REALTOR® Institute (GRI): Real Estate Brokerage

Topics of this four-day course include **Professional Standards, Policies & Procedures, Brokerage & Agency Relationships and Business Development**. The GRI designation is the most widely recognized of the national real estate designations. The courses may be taken in any order and satisfy 10 hours of elective CE or 30 hours SAE.

Date: June 18, 19, 22 and 23

Location: Live Online

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

Investment: \$295 (Use code SUMMER20 for \$20 off)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6