



The Edge

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

THIS WEEK



- Home Prices and iBuying Amid the Pandemic
- Landlords: Rental Assistance Deadline is This Wednesday
- HAR Cares About You
- Powerhouse Speakers in the Virtual Engage Lineup
- RAMP, BAM, & SLAM!

“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.

Home Prices and iBuying Amid the Pandemic

The Houston housing market has pulled off two strong months in a row, but what are the long-term prospects for local real estate as we continue wrestling with coronavirus?

And what, if any, role are iBuyers playing in the overall performance of the market? For those questions and more, ***HAR On the Move*** once again taps the expertise of **Gerald Klassen with the Real Estate Center at Texas A&M.**

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

Listen anywhere, anytime!

New shows every Wednesday!

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Landlords: Rental Assistance Deadline is This Wednesday

COVID-19 Rental Assistance Program

The BakerRipley COVID-19 Rental Assistance Program, funded by Harris County and the City of Houston, will bring financial relief to thousands of tenants impacted by the health and economic impacts from the COVID-19 pandemic.

Harris County provided \$25 million in funding, and the City of Houston provided \$20 million, which will be distributed to Participating Landlords on behalf of eligible tenants.

Tenants whose landlords agree to the program terms may apply for rental assistance for past due rent.

Landlord Enrollment is open from Monday, August 17th - Wednesday, August 26th.

www.HarrisCountyRentHelp.org



HAR Cares About You



The HAR Young Professionals Network (YPN) has launched the ***How Are You Doing*** campaign. Share your story of *Stress and Triumph During the Pandemic* in 500 words or less or through a one-minute video for a chance to win a \$100 gift card! Read more about the campaign and how to submit your story [HERE](#).



Powerhouse Speakers in the Virtual Engage Lineup

2020 VIRTUAL ENGAGE CONFERENCE

ENGAGE.HAR.COM
September 23-25, 2020
10 a.m. - 2 p.m.

Day 2 | Tech Day | Sept 24
3 Powerhouse Social Media Sessions

CRYSTAL WASHINGTON
Technology Strategist
"Nurturing Relationships"

KATIE KOSSEV
Sales Manager/Compass
"Stop SM Stressing"

AMBER JOY
Speaker & Consultant
"Video to Generate Leads"

<https://engage.har.com/>



RAMP, BAM, & SLAM!

LIVE CLASS: ONLINE!

HARTEAMS

HOW TO ADD 2 (OR MORE) DEALS PER MONTH!



WORKMAN SUCCESS SYSTEMS

RAMP
Rising Agent Mastery Program

CLICK HERE FOR MORE INFO!

RAMP Live! will reinforce what you learn throughout the assigned videos and accompanying workbook — that’s right! — RAMP includes specific, actionable items to do for real results in your business, and your facilitator knows how to best lead you through them.

This course is held weekly starting on September 21st until December 21st.

Register [HERE](#) today!

LIVE CLASS: ONLINE!

HARTEAMS

HIT THE GROUND RUNNING!



WORKMAN SUCCESS SYSTEMS

BAM
Buyer Agent Mastery

CLICK HERE FOR MORE INFO!

BAM Live! leads you through the Buyer Agent Mastery course — guaranteed to increase your business by two more deals per month or 24 additional transactions per year. You’ll learn how to improve your real estate selling and conversion techniques in a live classroom!

This course is held weekly starting on September 30th until November 18th.

Register [HERE](#) today!

LIVE CLASS: ONLINE!

HARTEAMS

LEARN HOW TO LIST MORE HOMES THAN EVER BEFORE.



WORKMAN SUCCESS SYSTEMS

SLAM
Seller Listing Agent Mastery

CLICK HERE FOR MORE INFO!

SLAM Live! facilitates your path to becoming a master of generating and closing more listings. It all starts here with learning the most effective prospecting and presenting techniques and learning the “list to last” system — ensuring that you dominate your market as a seller.

This Course is held weekly starting on September 14th until November 16th.

Register [HERE](#) today!