



The Edge

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

THIS WEEK



- Voting in the 2022 HAR Board of Directors Election Opens Tuesday
- Building Communities to Love
- In Today's Market, Sellers Are Even Taking the Kitchen Sink
- Don't Miss Real Estate Coach Tom Ferry This Week AND at HAR Virtual Engage
- HAR Branch Offices Now Open One Day a Week
- Take Advantage of HAR Virtual Labs This Week
- TREC Legal II No Longer Satisfies NAR Ethics Code Standards

"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.

Voting in the 2022 HAR Board of Directors Election Begins on Tuesday

ELECTION 2022

- Voting begins on **Tuesday, July 27** in the 2022 HAR Board of Directors election.
- All HAR members in good standing will receive a unique and secure link from BigPulse, a third-party election company, which enables you to cast your vote.
- **Members only have until next Monday, August 2 at 5 p.m. to vote and may only cast their electronic vote once.**
- **The complete list of candidates and profiles is available online [HERE](#).**
- As a leader of one of the most prestigious REALTOR® associations in the country, HAR directors are recognized within the Houston community and nationally for the important difference they make in the lives of HAR's 45,000 members – through the decisions they make and the standards that they set.

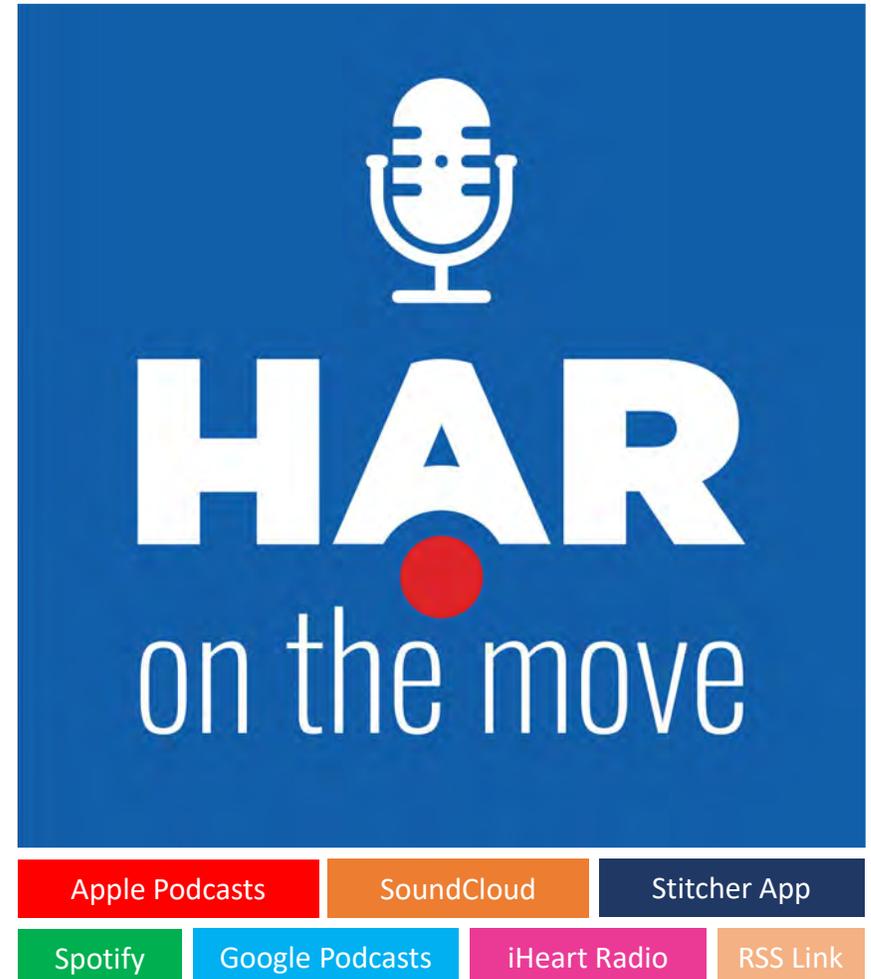
Building Communities to Love

In this week's edition of the *HAR On the Move* podcast, we welcome **Kenneth Allen, Director of the Houston Parks and Recreation Department**. Kenneth discusses the department's new "Love Our Parks" initiative and its mission to build stronger communities and great places to live for your clients and customers.

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

Listen anywhere, anytime!

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



In Today's Market, Sellers Are Even Taking the Kitchen Sink

- In the current market, some sellers are exercising their power with unusual demands and stripping their homes of fixtures and appliances as they leave.
- Toilets, particularly expensive self-cleaning ones with bidets, are among the hot items ending up on moving vans, as sellers try to squeeze the most out of a sale.
- Sellers are taking their appliances, too, claiming midrange refrigerators, stoves and dishwashers to avoid shopping for new ones at a time when such items can be back-ordered for months.
- Generally, anything affixed to the walls — cabinets, sinks and toilets — is considered part of the sale, with removable items like light fixtures and mounted flat-screen televisions falling into a gray area that gets hammered out during contract negotiations. If an item goes, it is usually replaced with a contractor-grade equivalent. But ultimately, a contract can include whatever terms a buyer and seller agree to. This year, buyers are agreeing to some doozies.
- Read more of this *New York Times* article [HERE](#).

The New York Times

DON'T

MISS

OUT



TOM FERRY
Real Estate Coach

Q. What coach to the real estate super stars **will be in Houston** this week AND at **HAR's Virtual Engage** conference too?

A. You guessed it, the one and only, Tom Ferry!

REBOOTING REAL ESTATE ACROSS AMERICA

Tom will be in Houston this **Thursday, July 29** at the Westin Galleria Hotel and your attendance is free!

Please register by clicking the link below:

<https://pages.tomferry.com/07292021-Houston-TX-Rebooting-RE-America-General-SignUp>



He will also be appearing at HAR Virtual Engage on Day 2, Agent Day, on **Thursday, October 14**. You don't want to miss this special event and experience one of the greatest real estate coaches in action!

Engage conference registration is complimentary and opens August 2 at **www.har.com/engage**.

HAR Branch Offices Now Open One Day a Week

HAR branch locations are now open one day a week from 9 a.m. to 4 p.m. as follows:

Tuesday – Bay Area*

Wednesday – Fort Bend

Thursday – Montgomery County

These limited hours will be in place until the August/September timeframe, while we complete the renovation/relocation of our branch office locations.

HAR will keep you updated.



****After Tuesday, July 27, the Bay Area branch will be closed until mid-August, when it opens at its new location.***



Take Advantage of HAR Virtual Labs This Week

Have you participated in an **HAR Virtual Lab**? These open sessions are available each **Tuesday and Thursday from 10 a.m. to 12 p.m.** and on the **2nd Wednesday of each month from 6 to 8 p.m.**

Log in and work with HAR staff **in real time** for answers to your questions or quick “How To” tips on the various HAR Tools and Matrix. Hop on at your convenience to ask your question(s) or just listen in and stay on for as long as you like.

[CLICK HERE](#) to sign up!

HAR Virtual Labs

TUESDAY & THURSDAY
10 a.m. - 12 p.m.

2nd Wednesday (Each Month)
6 - 8 p.m.

How-To • Tips • Q & A

#HARVirtualLabs



NAR Code of Ethics: TREC Legal II No Longer Qualifies!

The TREC Legal II course required to renew your license no longer satisfies the NAR requirement for REALTOR® Code of Ethics training.

*If your agents took TREC Legal Update II in 2019, you have fulfilled the COE requirement for the current cycle.

*If your agents took TREC Legal Update II anytime after 2019, you will need to complete an NAR approved COE training before December 31, 2021 (if you haven't already done so).

Register for an upcoming Code of Ethics training [here](#).

Questions? Please email education@har.com