



# The Edge

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

**THIS WEEK**



- Threatening Calls to REALTORS®
- HAR Board of Directors 2021 Election is Underway
- The Government's Role in Housing Segregation
- Survey Says...
- Montgomery County imPACt Event
- Don't Miss Your Launch Window

"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.*

## Threatening Calls to REALTORS®



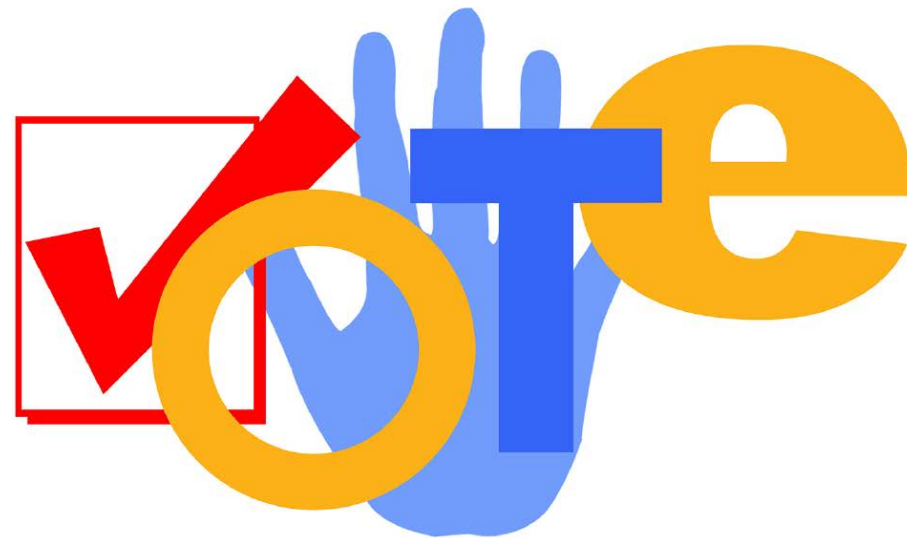
- HAR urges all members, particularly female members, to beware of threatening phone calls coming from a man in the **331 area code**. According to at least one complaint that we received, the caller claims to have drugged and raped female real estate agents and has texted graphic photos of his purported victims. He told one member that he likes to target REALTORS® because “it is easy for him to be alone in a house with them.”
- Over the years, HAR has issued safety alerts about open house dangers, the “foot fetish creep” and other individuals who seem to make a practice of threatening and harassing real estate professionals – primarily women. As with all these threats, HAR urges you to **immediately call 9-1-1 and report any such activity to your local police department**. Safety must always be the top priority for all of us.
- Please be sure to share this information with others.

## HAR Board of Directors 2021 Election is Underway

- Voting has begun in the 2021 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 have until **Monday, August 3 at 5 p.m.** to vote and may only cast their electronic vote once.
- **You'll find the complete list of candidates and profiles 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 more than 40,000 members – through the decisions they make and the standards that they set.
- *Questions about the election? Please email them to [Election@HAR.com](mailto:Election@HAR.com) or [roz@HAR.com](mailto:roz@HAR.com).*



HAR Board of Directors  
**2021 ELECTION**



Voting is from  
**July 27 - August 3 at 5 p.m.**



## The Government's Role in Housing Segregation

HAR continues its deep dive into the nation's long history of housing segregation as we welcome Richard Rothstein, author of "The Color of Law: A Forgotten History of How Our Government Segregated America," to this week's edition of ***HAR On the Move***. We discuss the government's role in housing segregation, lessons learned and how we can move forward.

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!**

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



Apple Podcasts   SoundCloud   Stitcher App  
Spotify   Google Podcasts   iHeart Radio   RSS Link



## Survey Says...



HAR's esteemed **Consumer Research Panel** has just completed a survey examining the various effects the coronavirus pandemic has had on the Houston housing market. Among the panel's objectives:

- Measure the potential impact of Work from Home on home renovations and relocating.
- Measure consumers' perspectives on the social and financial impacts of COVID-19.
- Measure the effectiveness of the industry's response to virtual selling and buying.

*Download a PDF of the survey [HERE](#).*

HAR Montgomery County Networking Group Presents:



Montgomery  
County

**A VIRTUAL EVENT**



**Dr. James Gaines**

Chief Economist  
Texas A & M Real Estate Center



**Dr. Curtis Null**

Superintendent  
Conroe ISD



**Tim Harkrider**

Superintendent  
Willis ISD

★ *There will also be an online TREPAC Auction* ★

**Wednesday, August 5, 2020**

**9 a.m. to 10:30 a.m.**

*Click on the link below to register for the Zoom event...*

**Join HAR and The Montgomery  
County Networking Group for  
this Montgomery County  
imPACT event!**

You'll hear an Economic Update from Dr.  
James Gaines and updates from Dr. Curtis  
Null from Conroe ISD and Time Harkrider  
with Willis ISD!

Register [HERE](#) today!

# Don't Miss Your Launch Window

## HAR REALTOR® Launch: Your Path to Success

This intensive, four-day course will provide insights into how to handle your transaction from contracts to closing. The program include tools such as Prospecting, How to Create a Business Plan, Buyers and Seller's Expectations, Understanding Your Role Before, During and After the Transaction, Insight in the Ancillary Roles by Subject Matter and Experts (such as appraisers, inspectors, lenders, title companies, home warranty reps and much more). You will receive hands-on, interactive training to help you with your business before you even have business.



**Dates:** August 6, 7, 10 & 11

**Location:** Live Online

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

**Investment:** \$249 (*Use code SUMMER20 for \$20 off!*)

Register [HERE](#) today!

Questions? Please call 713.629.1900 ext. 6