



# The Edge

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

## THIS WEEK

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- Embracing Fair Housing
- The Global Information Exchange is Live
- Saturday is Election Day in Pearland
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- HAR Global Day



“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.*



## A FRESH Look at Houston Housing

**HAR.com**  
**FRESHREPORT**  
First Real Estate Snapshot of Houston

HAR has prepared this first-day-of-the-month snapshot of local real estate market conditions to keep the media updated in between the full monthly MLS reports. This particular report provides an accounting of single-family homes activity for the full month of **April 2023** compared to **April 2022**. Please attribute to the Houston Association of REALTORS® Multiple Listing Service (MLS).

New Listings	Active Listings	Avg. List Price
<p>↓ <b>8.4%</b></p> <p><b>11,355</b></p> <p>New listings slowed in April. REALTORS® entered 11,355 properties into the Multiple Listing Service (MLS) compared to 12,390 last year. That is down 8.4 percent.</p> <p><b>Pre-Pandemic:</b> New listings are 15.5 percent below the April 2019 volume which totaled 13,434.</p>	<p>↑ <b>62.7%</b></p> <p><b>19,384</b></p> <p>Active listings, or the number of available properties, continue to track well ahead of 2022 levels. April active listings rose 62.7 percent year-over-year to 19,384 properties in the MLS versus 11,912 in April 2022.</p> <p><b>Pre-Pandemic:</b> Active listings are 28.5 percent below the April 2019 volume which totaled 27,117.</p>	<p>↑ <b>1.5%</b></p> <p><b>\$431,684</b></p> <p>The average list price (ALP) for a Houston home remains above 2022 levels and is edging closer to the record-setting price of \$441,303 from May of 2022. April's ALP was \$431,684. That is up 1.5 percent from April 2022 when it was \$425,362.</p> <p><b>Pre-Pandemic:</b> The ALP is 33.9 percent above its April 2019 value when it was \$322,327.</p>

Take a **FRESH** Look at Housing

Be on the lookout for HAR's **April 2023 Market Update**, which will be distributed next **Wednesday, May 10**. We hope this information is of benefit to your coverage of the marketplace. Your comments and questions are always welcome.

Here is HAR's April 2023

**FRESH (First Real Estate Snapshot of Houston):**

- The month of April concluded with mixed signals.
- **New Listings** were down with 11,355 properties entered into the MLS – a year-over-year decline of 8.4 percent.
- **Active Listings**, or the number of available properties, jumped 62.7 percent year-over-year to 19,384.
- The **Average List Price (ALP)** for homes across Greater Houston edged up 1.5 percent to \$431,684 – still below last May's record-setting ALP of \$441,303.
- HAR's comprehensive **April 2023 Market Update** will be released next **Wednesday, May 10**.
- As always, HAR will have updated coverage in *The EDGE*.

## Embracing Fair Housing


Could you be unintentionally violating fair housing laws? What is the most common form of housing discrimination? Who is liable? This week, **NAR Director of Fair Housing Policy and Programs, Alexia Smokler**, tackles those questions and more as we round out **Fair Housing Month** with the *HAR On the Move* podcast.

**Do not miss this informative episode!**

Each week, *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.



The podcast cover art features a white microphone icon at the top center. Below it, the word "HAR" is written in large, bold, white capital letters. A red circle is positioned below the letter "A". Underneath "HAR", the words "on the move" are written in a white, lowercase, sans-serif font. At the bottom of the cover, there is a row of seven colored buttons for podcast platforms: Apple Podcasts (red), SoundCloud (orange), Stitcher App (dark blue), Spotify (green), Google Podcasts (light blue), iHeart Radio (pink), and RSS Link (light orange).

Apple Podcasts

SoundCloud

Stitcher App

Spotify

Google Podcasts

iHeart Radio

RSS Link



## The Global Information Exchange is Live



# GIE

GLOBAL INFORMATION EXCHANGE

The **HAR Global Information Exchange**  
*is ready* for your  
international listings!

- Utilizes the Matrix "Global" property class for add/edit and search
- Global listings are displayed on HAR.com
- FREE service to all HAR MLS Subscribers

**SIGN UP at [HAR.com/global](https://www.har.com/global)**

## Saturday is Election Day in Pearland



**Elections in the City of Pearland**  
**Election Day: May 6** | Early Voting: April 24-May 2



**Mayor  
Kevin Cole\***



**Councilmember  
Position 3  
Alex Kamkar\***



**Councilmember  
Position 7  
Antonio Johnson**

*\*signifies Incumbent*

For more election information including bond information  
visit [www.pearlandtx.gov](http://www.pearlandtx.gov)



## 290 HAR Area Networking Salutes the Derby

Mocktails & Cash Bar



Light Bites



Derby Hat Contest!



**290 AREA**  
Networking

Join Us for

# Kentucky Derby Day



**Wednesday,**  
**May 10, 2023**

4 - 6 p.m.  
Dragonfly Event Center

**Free Admission!**  
But You Must RSVP

**Dress to Impress!**  
Derby Attire Suggested

**RSVP Today!**  
[bit.ly/HAR290DerbyDay2023](https://bit.ly/HAR290DerbyDay2023)

### Thank You to Our Sponsors





## TREC Wants to Hear From YOU



# TREC MEETING *in* HOUSTON

**Tuesday,  
May 16, 2023  
9 a.m.**

**DoubleTree  
Greenway Plaza**  
6 E. Greenway Plaza  
Century Ballroom II

*Let Your Voice Be Heard!*

This is your opportunity to make public comments.

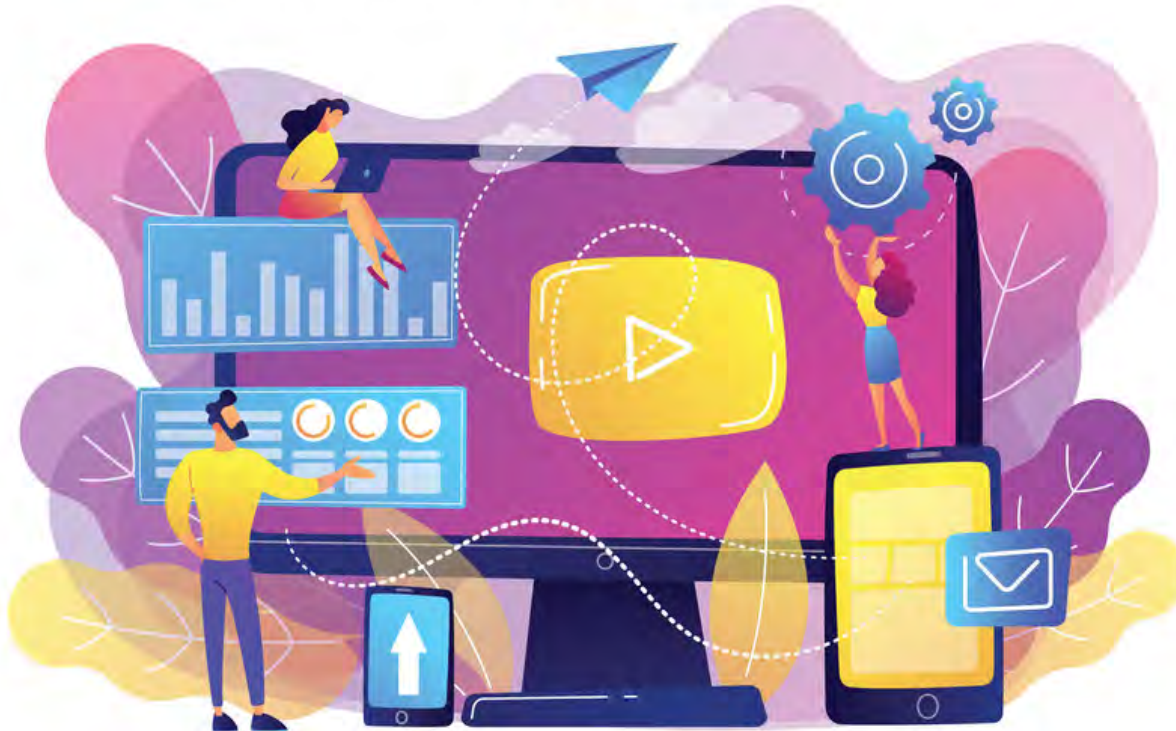




## Webinar: Importance of Agent Videos



### HAR Tool of the Month



### Webinar: **AGENT VIDEO**

**FRIDAY, MAY 5**  
12 - 1 p.m.

#### IN THIS WEBINAR:

- The process of scheduling an appointment with HAR's Video Services team
- Tour of a studio
- Creating a personal bio to be read utilizing a teleprompter
- Footage of filming a video with the Video Services Team
- Overview of the editing process
- How to post the video to an HAR profile, website, and/or social media platform

REGISTER ONLINE:  
[www.har.com/edu](http://www.har.com/edu)





## Next Stop: Nigeria



**HAR TREPAC**

**HAR**  
**com**  
**GLOBAL**

**Global**

**ADVENTURE**

**HAR TREPAC** and **HAR Global** are teaming up to bring you tips, guest speakers, cultural activities and more!

**REGISTER:** [https://www.har.com/education/class\\_detail/49189](https://www.har.com/education/class_detail/49189)

Contributions are not deductible for federal income tax purposes. Contributions to the Texas REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, Texas REALTORS®, and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of Texas REALTORS®.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the Texas REALTORS® political committee administrator at 800-873-9155 to obtain information about your contributions.

**MAY 17, 2023**

**DESTINATION 2**

**NIGERIA**



Immersed in the Diaspora: a Taste of Nigeria Experience!

Contact Us for More Information!

**Email: [trepac@har.com](mailto:trepac@har.com)**



**In Person Event!**



# HAR GLOBAL DAY 2023

WEDNESDAY

**MAY 24**

9 a.m. – 4 p.m.



# \$49

### COST INCLUDES:

- Lunch
- 6 hours of CE credits
- After Class Reception at McCormick & Schmick's

This course will help enhance your knowledge of how the Greater Houston area, and the state of Texas, is changing demographically, where people are moving and what types of real estate foreign buyers are purchasing.

**Cornerstone Home Lending**  
1177 West Loop South, Suite 700  
Houston, Texas 77027

Register Online: [www.har.com/edu](http://www.har.com/edu)