



The Edge

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

THIS WEEK



- U.S. Home Shortage for Middle-Income Buyers
- Serving the LGBTQ+ Community
- Apply Now to Be a YPN Rising Star
- The GIE Is Ready for Your International Listings
- Get Your Global Real Estate Questions Answered
- In-Person Class: HAR 3D & Virtual Tours
- Webinar: Top 5 Pre-Listing Updates in Houston

“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.

U.S. Home Shortage for Middle-Income Buyers

- The U.S. needs to not just build more new homes, but build more new homes that are affordable to most people, according to a new report from the National Association of Realtors and Realtor.com.
- The report found that the market was missing about 320,000 home listings valued up to \$256,000, which is the top home value the report's authors estimated middle-income buyers — households earning up to \$75,000 — could afford.
- Middle-income buyers can afford to buy less than a quarter (23%) of listings in the current market. Five years ago, this income group could afford to buy half of all available homes.
- Among the 100 largest metro areas, El Paso, Texas; Boise, Idaho; and Spokane, Wash. have the fewest affordable homes available for middle-income buyers.
- [CLICK HERE](#) to find out more about the nationwide housing affordability and shortage issues.

*If you don't already enjoy the **FREE Inman Select** subscription that comes with your HAR membership, sign up [HERE](#) today!*



Serving the LGBTQ+ Community

This week, the *HAR on the Move* podcast celebrates LGBTQ+ Pride Month. We have an in-depth conversation with **Ryan Weyandt, CEO of the LGBTQ+ Real Estate Alliance**, about how REALTORS® can empower the LGBTQ+ community on their path towards homeownership. Don't miss this informative episode!

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

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Apply Now to Be a YPN Rising Star

For 13 years, HAR has selected the top 20 young REALTORS® who have shown excellence in the areas of production, leadership and community service. This has become a highly sought after award, and NOW is the time to apply if you think you have what it takes!

[CLICK HERE](#) to read the FAQs and complete your application form. Awards will be held on **November 2** at a glamorous celebration followed by an after party.

Questions?

Email Rozlynn Crew: roz@har.com or
Miranda Garcia: miranda.garcia@har.com



2022 YPN 20 Under 40 Rising Stars in Real Estate



Global is Local. Join the GIE.



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 and Realtor.com/international
- FREE service to all HAR MLS Subscribers

SIGN UP at HAR.com/global



Get Your Global Real Estate Questions Answered



The GLOBAL HOTLINE

Log on and ask your global real estate related questions to our panel of professionals.

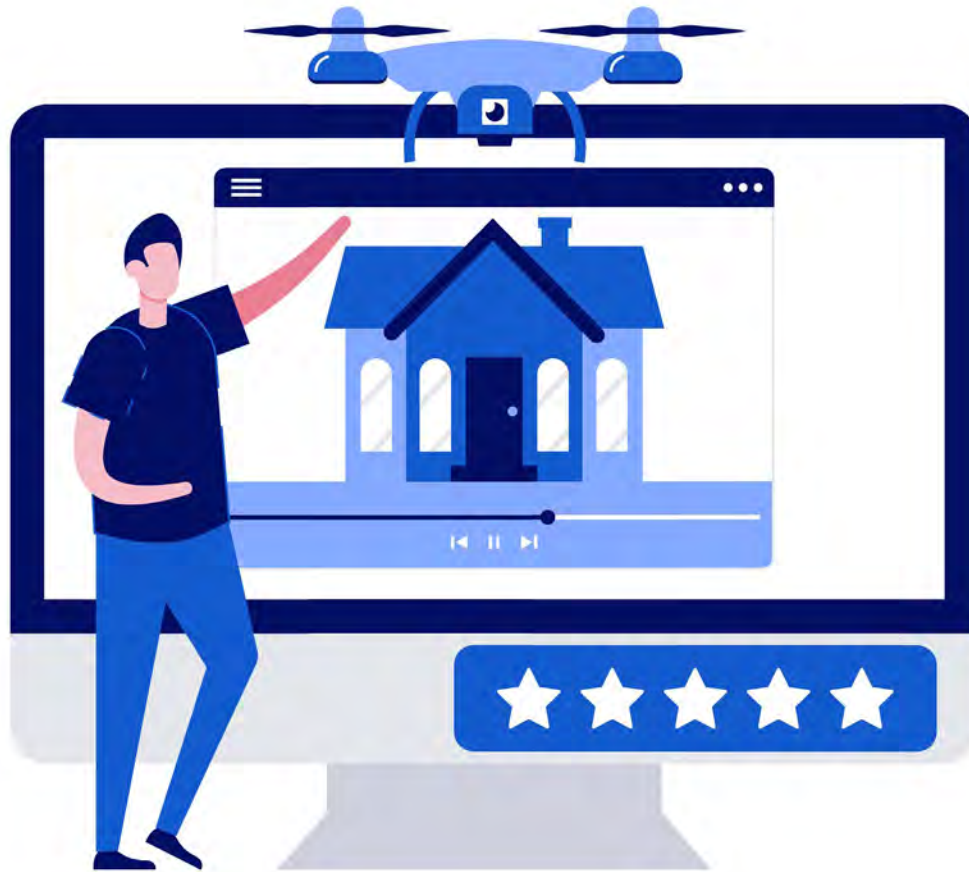
Next Session: June 16

Registration is not required.





Upcoming In-Person Class



In-Person Class

HAR 3D & VIRTUAL TOURS

JUNE 21
1 - 4 p.m.

Old Republic Title - Sugar Land
4690 Sweetwater Blvd



Check out the full list of in-person classes at [HAR.com/edu](https://www.har.com/edu).



Top 5 Pre-Listing Updates in Houston

JUNE 27

12-1:30 p.m.

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SHIFTING for
SUCCESS

Webinar Series