



# The Edge

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

**THIS WEEK**



- A FRESH Look at Houston Housing
- Bob Hale: 50 Years and Going Strong
- Apply Now to Be a YPN Rising Star
- A Guide to Contract Addenda, Amendments and More
- Upcoming In-Person Classes
- The HAR Global Hotline

“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

Here is HAR's May 2023

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

- The month of May delivered mixed readings on the Houston housing market.
- **New Listings** were down 4.4% with 12,705 properties entered into the MLS versus 13,283 last May.
- **Active Listings**, or the number of available properties, jumped 44.5% year-over-year to 19,861.
- **Average List Price (ALP)** for homes across Greater Houston crept up to a new record high of \$441,748.
- HAR's comprehensive **May 2023 Market Update** will be released next **Wednesday, June 14**.
- As always, HAR will have updated coverage in *The EDGE*.



## Bob Hale: 50 Years and Going Strong

Q&A: HAR chief Bob Hale opens up on 50-year career transforming homebuying in Houston



Houston Chronicle photo

The *Houston Chronicle* is the latest media outlet to report on **HAR President & CEO Bob Hale's** incredible 50 years of service with HAR. The article dominated the front page of the Business section on Sunday, June 4, featuring a photo of Bob taken in the HAR lobby last week.

*Read the story*  
**[ONLINE HERE!](#)**

# 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](mailto:roz@har.com) or  
Miranda Garcia: [miranda.garcia@har.com](mailto:miranda.garcia@har.com)



2022 YPN 20 Under 40 Rising Stars in Real Estate



*In-Person Class*

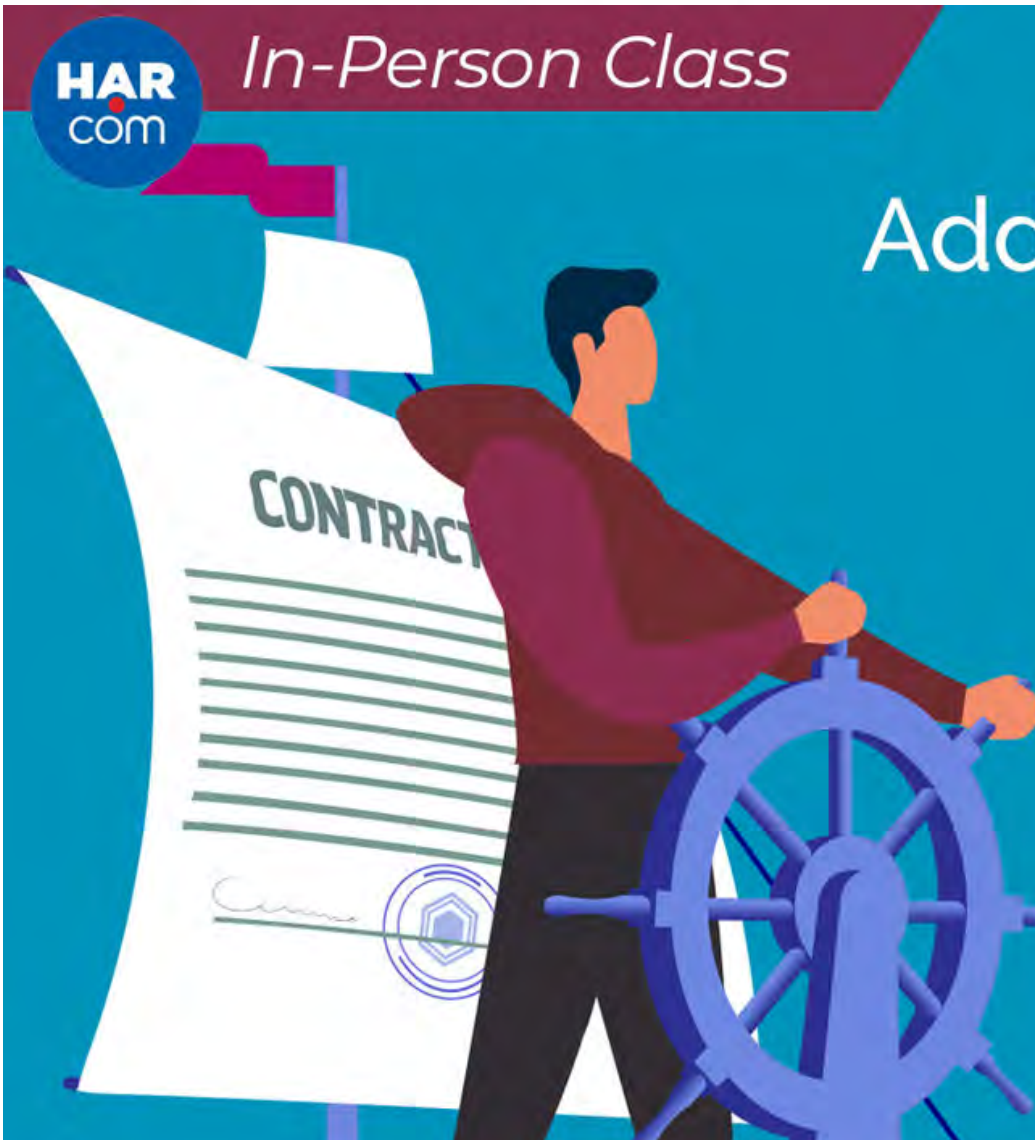
## A Guide to Contract Addenda, Amendments, Disclosures & Notices

**Wed. June 7**

9 a.m. - 12 p.m.

**LOCATION:** ORT - Hughes Landing  
1725 Hughes Landing

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





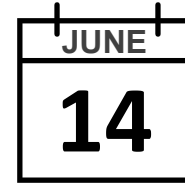
## Upcoming In-Person Classes

**HAR.com**

Reconnecting, Learning,  
and *Growing Together*

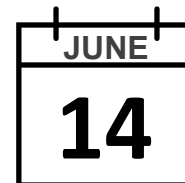
Welcome back to  
**In-Person Classes**  
with **HAR!**

For Information and Registration  
[har.com/edu](https://har.com/edu) | Select the "In-Person" tab.



### MUDs, PUDs and PIDs: Ins & Outs of the Residential Home Exemption

9 a.m. – 12 p.m.  
3400 Harvest Corner Drive,  
Richmond



### Texas Ag Exemption: What Is It & What Agents Should Know

1 p.m. – 3 p.m.  
3400 Harvest Corner Drive,  
Richmond

Check out the full list of In-Person Classes at [HAR.com/edu](https://har.com/edu).



## 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.

