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## 2021 Officers and Directors Election

**V**oting is now open for Lubbock Association of REALTORS® 2021 Officers and Directors election. Early voting closes on **Thursday, September 17 at 11:59 p.m.**

LAR Members can vote online

at <https://www.ezvoteonline.com/2021LARElection>. You will need to log-in with your email address and NRDS number to vote in the election.

Make your voice heard and vote today!

# THAT'S WHO WE





# Second Annual TREPAC Sporting Clay Shoot

The sound of shotgun blasts isn't unusual in the fields surrounding Hub City Clays at the Lubbock Shooting Complex. What was unique about the shots heard on Friday, September 11, 2020 was the reason LAR Members and friends gathered together - to have some fun and raise some funds for TREPAC during the second annual TREPAC Sporting Clay Shoot.

With more than 50 shooters spread over 13 teams and more than \$10,000 raised toward the LAR 2020 TREPAC goal, the event was an unqualified success.

"We are so grateful that so many people showed up to help us support TREPAC," President-Elect Teresa Smith said. "This event was a huge success because of the generosity of our sponsors and the shooters. We are already looking forward to next year."

The event started with a breakfast catered by Benchmark Mortgage. After a safety briefing, the teams hit the course to compete for prizes and glory. In addition to the team competition, shooters also had the chance to compete individually at the long bird shot contest, the soda can shot contest and the colored clay contest.

While the shooters enjoyed a catered lunch sponsored by Happy State Bank, the scores were calculated to find the winners of the team competition, the best shooter and the winners of the long bird and soda can shot contests.

There was a tie for second place, which meant Team Jerry Millhollon, Stan Baker, Taylor Carmona, Angel Escabido and Team Rusty Geistweidt, Tommy Jeter, Robert Musselman, Seth Geistweidt went back out to the course and went head to head in a shootout to determine the winner of second place.

Team Rusty Geistweidt came out on top and claimed the second place honors.

The Lubbock Association of REALTORS® wants to thank the sponsors of the 2020 TREPAC Sporting Clay Shoot and all the participants.

"We're already thinking about next year and how we can improve the event," Smith said. "If you missed it this year, plan to attend next September."

**LAR LUBBOCK**  
UNION OF REALTORS

# THANK YOU Sponsors

#2020trepacsportshoot

**LAR LUBBOCK**  
UNION OF REALTORS

## 2020 TREPAC SPORTING Clay Shoot Winners

**FIRST PLACE TEAM:** Matt Caswell, Lorne Teal, Joe Handlik, Jerry Rackley

**SECOND PLACE TEAM:** Rusty Geistweidt, Tommy Jeter, Robert Musselman, Seth Geistweidt

**FIRST PLACE SHOOTER:** Darryl Crutchen

**LONG BIRD SHOT:** Jerry Rackley

**SODA CAN SHOT:** Matt Caswell

**COLORED CLAYS:** Izzy Musquiz, Scotland Church, Stan Baker, Braden Hayward, Tim Garrett

#2020trepacsportshoot





# What is TREPAC?

TREPAC is ESSENTIAL!

Throughout this pandemic, TREPAC helped ensure that real estate was categorized as an essential service so that you could continue to work – not just for you, but for your clients. REALTORS have had a seat at the table, advising on

The mission of Texas REALTORS® Political Action Committee (TREPAC) is to raise and disburse funds to promote home ownership, protect real property rights, and increase political awareness.

If real estate is your profession, politics is your business. And no one protects the real estate industry and your bottom line like TREPAC-Texas REALTORS® Political Action Committee. TREPAC backs local, state, and national candidates and elected officials who have a proven track record of protecting private-property rights, preserving the dream of homeownership, and supporting the vitality of the real estate industry.



**2020 TREPAC Major Investors**

<b>Platinum R</b>		
Jef Conn*		
<b>Golden R</b>		
Tony Lloyd*		
<b>Crystal R</b>		
Cade Fowler*	Lisa Pearce**	
Marie Garcia	Teresa Smith**	
Tammy Hamersley		
<b>Sterling R</b>		
Cynthia Arriaga	Rich Eberhardt	Joe Murfee
Leigh Anne Brozo	Linda Ferguson	Tara Newton
Lisa Carswell	Kim Flenniken	Vickie Noyola
Donna Sue Clements**	Tim Garrett	Al-Souki
Amy Cox	Tim Grissom	Kirk Schneider
Coby Crump	Ken Harlan	Winn Sikes***
Kathy Davis	Jacky Howard	Jeremy Steen
Joy Daniel	Vanesa Hyde	Scott Toman
Rusty DeLoach	Cheryl Isaacs	Rhonda Vanderburg
Vanessa Dirks**	Charlie Kearney	Chanda White
	Jacoby Madewell	Dan Williams*

**Corporate Investors**

Alliance Credit Union	Peoples Bank
Benchmark Mortgage	PrimeWest Mortgage
City Bank Mortgage	SouthWest Bank
City First Mortgage	Spirit Mortgage
Homes by J. Ferg Pros	Texas Tech Federal Credit Union
Infinity Mortgage	
Lubbock National Bank	

\* President's Circle and Hall of Fame  
\*\* President's Circle  
\*\*\* Hall of Fame

DON'T FORGET. THE **DEADLINE**  
TO INVEST IN TREPAC FOR 2020 IS SEPTEMBER 30.

# August Membership Statistics

## August Membership Stats

1448 Total LAR Members (Up 9% from August 2019)  
163 Designated REALTOR Members  
1215 REALTOR Members  
39 Appraiser Members  
31 REALTOR Emeritus Members

MLS Only\*:  
49 MLS Only Designated REALTOR Participants  
29 MLS Only REALTOR Subscribers  
14 MLS Only Appraisers

\*Not all of the LAR members are MLS members.

## REALTOR® Membership Applications

(Subject to successfully completing Association Orientation)

Barrett Bass – Progressive Properties  
Alyssa Britt – Location Rentals  
Chris Brooks – Exit Realty of Lubbock  
Samantha Burton – Exit Realty of Lubbock  
Ignacio “Nacho” Cano – West Sage Realty  
Chastity Clark – Keller Williams Realty  
Sydney Craig – The WestMark Companies  
Patricia Cuellar – Exit Realty of Lubbock

Kaleb Curry – Chaney Real Estate  
Katie Davis – Keller Williams Realty  
Mandi Flores – Exit Realty of Lubbock  
Jessica Gay – Keller Williams Realty  
Barbara Henson – Better Homes and Gardens Blu Realty  
Antonio Herbert – Better Homes and Gardens Blu Realty  
Shelley Huffman – Lubbock Select Realty  
Trajen Johnson – eXp Realty, LLC  
Deana Martin – Ranch Gate Real Estate, LLC  
Jaime McCabe – Exit Realty of Lubbock  
Chelsea McCutchen – Amy Tapp Realty  
Brian Nguyen – Keller Williams Realty  
Candace O’Dell-Wood – Keller Williams Realty  
Taylor Reeves – Amy Tapp Realty  
Amanda Robertson – Keller Williams Realty  
Michael Samuels – eXp Realty, LLC  
Jennifer Smith – Fathom Realty  
Judy Smith – Murfee & Sons, Inc.  
Jake Speed – Keller Williams Realty  
Ashlee Stevens – Our Texas Real Estate Group  
Amalia Villalobos – eXp Realty, LLC  
Kyle Viney – Keller Williams Realty  
Jackie Worley – Exit Realty of Lubbock  
Sijia “Savannah” Zhou – Keller Williams Realty

## Designated REALTOR® Membership Applications

Karl Morris – REMCO  
Beth Myers – Rafter Cross Realty, LLC  
Patsy Nicholson – The Nicholson Agency Real Estate

## August Transfers

Chris Brooks, Masten Group, to Exit Realty of Lubbock  
Deanna Burns, Kearney & Associates, REALTORS®, to Keller Williams Realty  
Lynn Tisdale, NextHome CORE Realty, to The WestMark Companies  
Christina Walker, eXp Realty, LLC to Keller Williams Realty  
Christina Walker, Keller Williams Realty, to eXp Realty, LLC

## Miscellaneous Changes

Rocky Lucas, Farrar & Assoc. Real Estate, change to non-MLS member  
Maegan Mojica, Keller Williams Realty, change to non-MLS member  
Pamela Whitley, Berkshire Hathaway HomesServices Premier Properties, change to non-MLS member

## August Cancellations

Doris Attebury, Real Estate Professional Consultants, deceased  
Robin Lewis, Amy Tapp Realty  
Justin Serbantez, Century 21 John Walton, REALTORS®



“

Act as if what you do makes a difference.  
**IT DOES.**  
— William James

”



# All of us, helping all of us

By Lubbock Area United Way Campaign Chair AJ Martinez

We are often told to volunteer or to donate to a cause that is bigger than us as individuals – to give to “the greater good”. While I do appreciate that sentiment, in my years volunteering with Lubbock Area United Way and working closely with the organization to address community needs, I have realized that the United Way’s Annual Campaign is not “bigger” than me as an individual. It is me. It’s you. It’s all of us helping all of us. While the Annual Campaign is an amazingly large endeavour, every donor is needed and noticed.

Serving on the board of directors and in other roles, I have the good fortune to see the impact of each dollar in our community and how far our Community Partners can stretch those dollars. It’s something I wish every volunteer and donor had the privilege to see. I have come to understand the false stigma that our community needs are concentrated in only certain parts of the South Plains or certain demographics of people. Part of my job as this year’s Campaign Chair is to help show that United Way is you (every single one of you) and to convey the importance of every single dollar. To show you how your contribution, regardless of the amount, matters tremendously and how far it goes to help you and your neighbours directly. Us (you and me), helping us.

As 2020 came in, I knew I wanted to figure out ways to show this to whomever I spoke with. Little did we know that a global pandemic would provide a means for us to see this play out in real-time. While COVID-19 provides many obstacles and heartaches, I’ve seen a silver lining, watching in amazement as our community stands strong and continues to seek those in need. To see our community rally to be one of the first to offer a response fund to directly help those affected was inspiring. To know that we are part of a community that takes care of each other makes me excited to see how I know we will respond and give to the Annual Campaign this year.

The mission is not done. We are still Giving • People • Hope every single day, and we will continue to do so until every person on the South Plains can fully access all they need to live, to work, and to raise their families. We will do so because it’s not bigger than me or you. It is me, it is you, and that’s where hope starts. Hope starts here – in you, in your neighborhood, in our community.

Thank you for being involved with United Way. Thank you for being United Way. Together, let’s do something amazing.

**WANT TO GET AWAY TO A CABIN IN THE WOODS IN RUIDOSO AND SUPPORT THE LUBBOCK AREA UNITED WAY?**

Enter the LAR's United Way Raffle to win your chance to stay in a beautiful four bedroom + Loft, two bath lodge located in Alto Lakes Golf and Country Club Estates. The home sits at the corner of Fort Stanton Road and Alto Drive, just one mile north of Ski Run Road and Ruidoso Winter Park Tubing and five miles north of downtown Ruidoso.

The lucky winner can choose from a Friday - Saturday stay or 4 days during the week. A special Thank You! to Lindsey and Stuart Bartley for graciously donating this lodge stay!

**\$10 FOR 1 TICKET  
\$25 FOR 5 TICKETS**

**CALL LAR AT 806-795-9533 TO PURCHASE YOUR TICKETS TODAY**

The winner will be chosen at the Style Show on September 24

United Way Lubbock Area United Way LAR LUBBOCK

## Classes and Events

### GRI Real Estate Brokerage

Tuesday, September 15 through  
Friday, September 19  
8 a.m. to 5 p.m.  
Click [HERE](#) to register

### Cool Tools You'll Use to Better Serve Consumers

Wednesday, September 16  
9 a.m. to 11 a.m.  
Click [HERE](#) to register

### Handling Multiple Offers and Multiple Buyers

Friday, September 18  
1 p.m. to 3 p.m.  
Click [HERE](#) to register

### New Home Construction and Buyer Representation

Monday, September 21  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register

### Virtual Lunch and Learn with Lubbock Central Appraisal District

Wednesday, September 23  
Noon to 1 p.m.  
Click [HERE](#) to register

### September LAR Luncheon and Style Show

Thursday, September 24  
11:30 a.m. to 2 p.m.  
Click [HERE](#) to register

Registration deadline is Sept. 17 by 3 p.m.

### Close with Confidence

Thursday, September 24  
1 p.m. to 3 p.m.  
Click [HERE](#) to register

### SRS Designation Course

Monday, September 28 and Tuesday, September 29  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register

### The Aspiring Homebuyer

Tuesday, October 6  
9 a.m. to 1 p.m.  
Click [HERE](#) to register

### The Forms You Need to Know

Wednesday, October 7  
9 a.m. to Noon  
Click [HERE](#) to register

### At Home with Diversity

Friday, October 16  
8:30 a.m. to 5 p.m.  
Click [HERE](#) to register

### Understanding Agency

Monday, October 19  
9 a.m. to 11 a.m.  
Click [HERE](#) to register



### SRS Designation Course

Instructor: Reba Saxton

Monday, September 28 and Tuesday, September 29  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

The Seller Representative Specialist (SRS) is the premier credential in seller representation, designed to enhance personal performance and reinvent the way you represent sellers! Taught by Reba Saxton, one of the best instructors in Texas. Includes 16 hours CE credit.

Save \$25 if you register by September 18.

## Supra Quick Tips

Here are some helpful Supra tips to keep your business running smoothly, especially for members who have multiple showings on the same day:

- Set up your Ekey to “REQUIRE PIN ONLY ONCE PER DAY.” If you have a lock code on your phone, be sure to open the phone before you set this option up.
- Open your Ekey app
- Tap on MORE located at the bottom right of the app
- Tap on SETTINGS
- Find “REQUIRE PIN ONLY ONCE PER DAY” and turn on this feature

The next time you go to OBTAIN KEY and type in your pin, it will be saved for the rest of the day. Once you’ve turned this feature on, you’ll only have to push up on the key container to activate the Blue tooth on the key box.

## Tonya's MLS Tips and Tricks

Each week our resident MLS expert Tonya Marley will be sharing some tricks and tips to make the MLS work for you.

**W**ith our new status of Coming Soon I've received some interesting calls about facets of the status we haven't covered yet. I've also been getting more questions about the new CDOM field. Here are a few of the questions I've been receiving lately:

Q — Do I need to make a listing Coming Soon if I don't have pictures?

A — No. You can enter a listing as Coming Soon if you don't have pictures. Pictures are required within the first seven (7) days the listing is in MLS. It is better if they are entered before the listing is Active.

Q — What does the date next to the Coming Soon status mean?

A — That is the date the listing went to that status. It is the date it was entered as a Coming Soon listing. The date changes as the status changes.

Q — Do I have to have pictures when I enter my listing as Coming Soon like I do when I enter my Active listings?

A — While each listing needs at least one picture, it can be entered any time before the eighth (8) day. If your Coming Soon listing is set for 14 days, then you will need a photo before the end of the seventh (7th) day in the MLS. If your listing is a Coming Soon listing set for 5 days, you do not need a picture while the listing is a Coming Soon.

Q — When I want my Coming Soon listing to go Active do I just go in and make it Active?

A — No, it is not necessary to do it this way, but you can. It will automatically change to Active on the On Market Date, and automatically syndicate to other websites. You can change the status manually but if you do so, you will need to manually change the fields that allow syndication.

Q — Is entering a listing then saving it as an incomplete the same as making it a Coming Soon listing?

A — No, it is not. Only the Listing Agent can see their Incomplete listings. Coming Soon listings can be seen by all MLS members.

Q — What is CDOM?

A — CDOM stands for Cumulative Days on Market and allows agents to see the total number of days on market an agent has had the listing in MLS. If the listing is copied, the DOM from the original listing is carried over to the copied listing.

Q — How is it different than DOM?

A — DOM (Days On Market) is calculated for a specific MLS#. CDOM (Cumulative Days On Market) is calculated for a specific address listed by a specific agent.

Q — How does it work?

A — If Agent A enters a listing and it is Active for 90 days, then they copy the listing, and the new listing is Active for 60 days, the days on market (DOM) of the copied listing is 60 while CDOM is 150. If the listing is then Terminated for 20 days, then re-entered or copied by the same agent, DOM will reset, but CDOM will not. If the Terminated listing is re-entered or copied in 31 days or more, both DOM and CDOM will reset. If the Terminated listing is re-listed by Agent B both DOM and CDOM will reset.

Q — Does CDOM reset?

A — If the listing is in an off market status for more than 30 days, CDOM will reset. Off market statuses include Sold, Rented, Terminated, Expired, Temp Off Market, and Coming Soon. On market statuses include Active, Contingent, Under Contract and Application Pending.

## MLS Forum

All MLS members are invited and encouraged to attend the MLS Forum that is held prior to every MLS Committee Meeting from 9 a.m. to 9:30 a.m. This is an opportunity to talk about your MLS related issues, give suggestions, and hear the latest about Rapattoni, ShowingTime and more!

There is no need to preregister, just show up! The next forum is October 4th at 9:00 a.m. at LAR.

## ShowingTime Newsletter

ShowingTime is an invaluable tool that LAR Members can use to help run their business. If you haven't signed up yet, you can click [HERE](#) to do so.

Click [HERE](#) to read the latest version.

## Lubbock Association of REALTORS® new staff members

Sonya Urias  
Key Services Administrator

Sonya has been a Lubbock resident for more than two years. She previously lived in Amarillo and worked as a hair stylist. She's been married to her sweetheart for 16 years and they have four lovely children, one grandson and one morkie.



Her youngest son Brayden is a Junior at the Cooper School.

She is really excited to join LAR and meet new people.

Brenda Fisher  
Communications Director

Brenda comes to us from the Frederick County Association of REALTORS® in Frederick, Maryland. Prior to that, Brenda was a newspaper reporter and editor in Utah, Oregon and Maryland. Brenda and her husband James have three daughters and a hairless Dachshund named Max.



When she's not working, you'll find her playing Lego video games, reading romance novels and cross stitching.

## Three Hours of Contracts Required for Renewal Starting February 2021

**O**n February 1, 2021, sales agents and brokers will be required to complete at least three hours in contract-related course work as part of the 18 hours of continuing education (CE) required to renew a license. To provide license holders time to prepare for this change, TREC staff are already approving many existing contract-related courses and will continue to do so as providers apply for approval of new courses.

Updates to the TREC website to aid license holders in finding applicable contract-related CE will be made available by October 1, and include the following:

A search filter on the Approved Real Estate CE Course List, which will allow license holders to search for contract courses; and

An update to the education history screen on the License Holder Search tool, which will allow license holders to identify contract courses they have already taken.

If you are a sales agent renewing your license for the first time and subject to Sales Agent Apprentice Education (SAE) requirements, you do not need to take three hours in contract courses until your next license renewal term.

All other sales agents and brokers who renew their license on or after February 1, 2021, regardless of the expiration date, must have completed the three hours of contract course work.



# The 2020 LAR Vendor Fair is coming soon!

Mark your calendars now for this fun annual event!

It's time once again for the annual LAR Vendor Fair. This year, the fair will be held on October 22, 2020 from 11 a.m. to 1 p.m. at the Frazier Alumni Pavilion.

This is always a very fun event that members look forward to every year. We have started accepting registrations for vendor booths/tables. The booths are assigned on a first-come, first-picked basis, so be sure to claim yours before the booths are all gone!

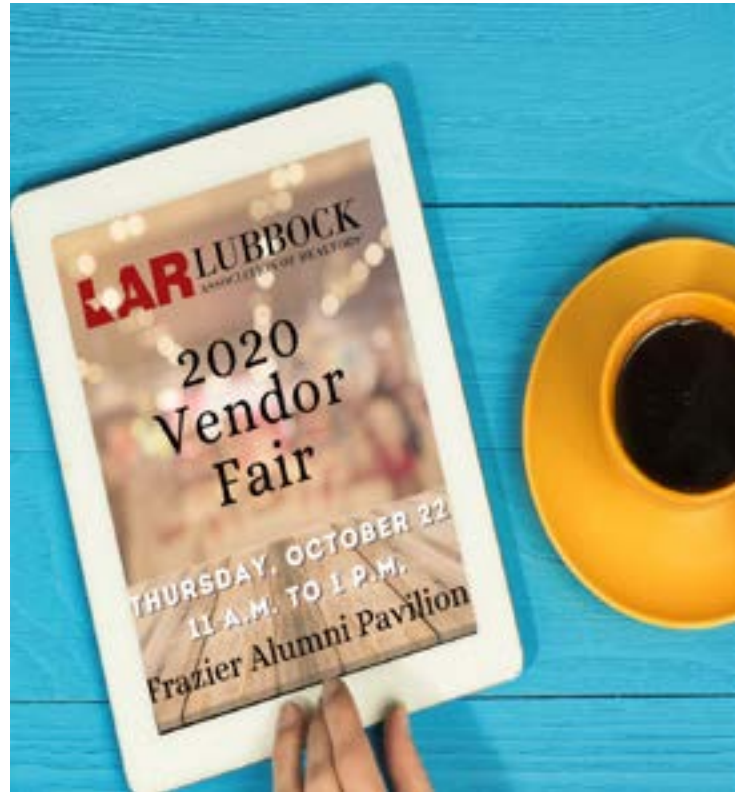
On average, more than 200 REALTOR® Members attend the Vendor Fair. It's a fantastic way to make some great contacts, make some new friends and hang out with your old friends.

Lunch will be provided by Texas Tech Catering and will be served starting at 11:30 a.m.

#### Booth Prices:

- \$100 for Active LAR Affiliate Members
- \$200 for Nonmembers
- \$250 for a booth with a dedicated monitor
- \$25 for screen advertising

The deadline to register is October 15 at 5 p.m.



## Lubbock Association of REALTORS® Staff

Cade Fowler

Association Executive

[cadefowler@lubbockrealtors.com](mailto:cadefowler@lubbockrealtors.com)

Holly McBroom

Administrative Assistant

[members@lubbockrealtors.com](mailto:members@lubbockrealtors.com)

Tonya Marley

MLS Administrator

[mls@lubbockrealtors.com](mailto:mls@lubbockrealtors.com)

Brenda Fisher

Communications Director

[media@lubbockrealtors.com](mailto:media@lubbockrealtors.com)

Tino Vela

Key Services Administrator

[keys@lubbockrealtors.com](mailto:keys@lubbockrealtors.com)

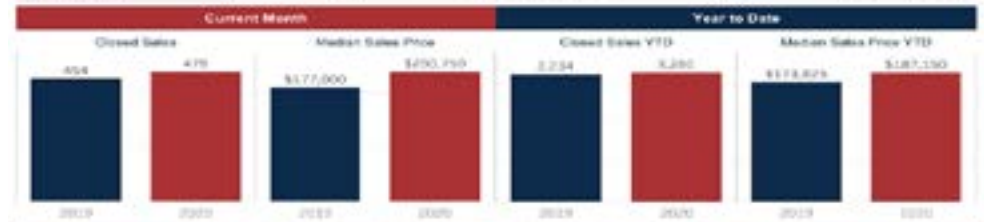
Sonya Urias

Key Services Administrator

[keys@lubbockrealtors.com](mailto:keys@lubbockrealtors.com)

### August 2020 Market Snapshot Lubbock MSA

	2019			2020			Year to Date		
	2019	2020	% Change	2019	2020	% Change	2019	2020	% Change
Closed Sales	494	478	▲ 0.3%	3,234	3,290	▲ 1.7%			
Median Sales Price	\$177,000	\$200,750	▲ 13.4%	\$173,820	\$187,150	▲ 7.7%			
Average Sales Price	\$215,630	\$234,432	▲ 8.7%	\$208,350	\$218,100	▲ 4.7%			
Ratio to Original List Price	98.8%	97.9%	▲ 1.1%	98.4%	97.1%	▲ 0.7%			
Days On Market	32	30	▼ 6.3%	42	38	▼ 9.0%			
New Listings	605	519	▼ 14.2%	4,961	4,590	▼ 7.5%			
Under Contract	424	550	▲ 31.1%	490	533	▲ 8.8%			
Active Listing Count	902	697	▼ 22.7%	917	775	▼ 15.3%			
Months Inventory	2.4	1.8	▼ 24.7%	2.6	1.8	▼ 31.7%			



Lubbock Association of REALTORS®  
5105 Knoxville Ave.  
Lubbock, TX 79413  
P: 806-795-9533  
F: 806-791-6429  
www.lubbockrealtors.com

