



Congratulations
to
Teresa Smith
for winning the the
Spirit of TREPAC Award for 2020



Congratulations Teresa!

We are excited to announce that our 2021 President Teresa Smith was named one of the 2020 Spirit of TREPAC Award winners.

Teresa served as the 2020 LAR TREPAC Committee Chair and helped LAR not only reach it's 2020 TREPAC , but to exceed it by nearly \$50,000, hitting a high-water mark for TREPAC dollars raised.

The Spirit of TREPAC Award is given to Texas REALTORS® who have exhibited excellence in one or more of the P.A.C.

criteria at the local level during the year. The awards were announced during the Texas REALTORS® TREPAC/GA Orientation held earlier this month.

“We are so proud of Teresa and for all the hard work she has done for TREPAC this year,” said LAR AE Cade Fowler. “As a major investor, she leads by example. We want to thank Teresa for her dedication to make TREPAC a priority for LAR members.”

What's Inside

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2020 Turkeys for TREPAC

Learn more about the 2020 Virtual Food Drive.

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November Membership

See how the LAR Membership is growing in November.

Page 7

2021 Committee Sign Up

See what committees you'd like to be a part of for 2021.

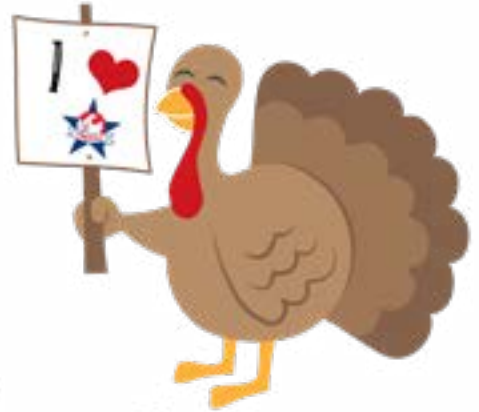
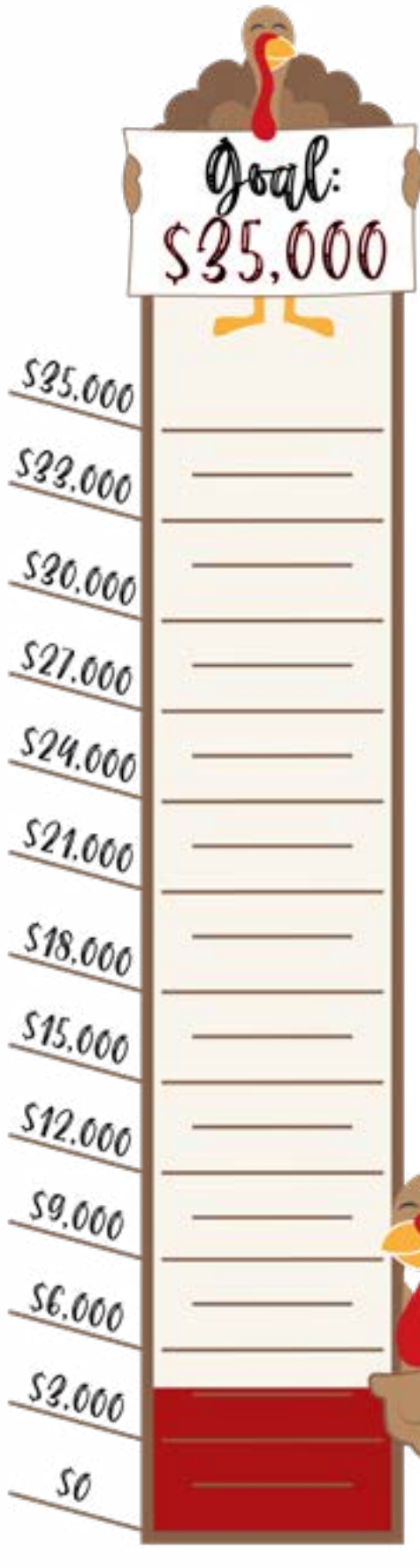
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October Housing Stats

See how the market looked here in Lubbock during October.

THAT'S WHO WE





Turkeys for TREPAC



Click
[HERE](#)
to email your
investment
pledge today!



Turkeys for TREPAC

YES! I WANT TO MAKE AN INVESTMENT OF:

\$35 \$110 \$250

PAYMENT METHOD:

CHECK
(CHECKS PAYABLE TO TREPAC)

CASH

CREDIT CARD
(CALL LAR TO PAY OVER THE PHONE)

RETURN FORM TO LAR:

MEMBERS@LUBBOCKREALTORS.COM
-OR-
LAR
5015 KNOXVILLE AVE.
LUBBOCK, TX 79413

\$35 TREPAC Investment = 105 meals

\$110 TREPAC Investment = 330 meals

\$250 TREPAC Investment = 750 meals

THE DEADLINE TO DONATE IS DECEMBER 12

LAR LUBBOCK

SOUTH PLAINS FOOD BANK

This year, we're taking our annual Turkeys for TREPAC virtual and collecting monetary donations to benefit the South Plains Food Bank's U Can Share Food Drive. Instead of purchasing turkeys this year, we will be donating all the money to the food bank. Did you know that every dollar donated to the food bank provides three meals?

The South Plains Food Bank has seen a **70 percent increase** in the number of people who have needed help this year and **40 percent** of those haven't used the food bank service before.

Not only does your donation help buy food for those in need this holiday season, it's also a way for you to invest in TREPAC, which is one way you can invest in your business.

Call the LAR Office to make your Turkeys for TREPAC investment today and help us feed our community and make your 2021 TREPAC investment.

806-795-9533

The deadline to invest is Dec. 12

- Clements, Donna Sue
- Crump, Coby
- Flores, Lilian
- Harp, Kelly
- Hoeve, Rose
- Hutton, Michael
- Perez-Ruiz, Debora
- Polozola, Stacie
- Saa, Lia
- Sikes, Winn
- Smith, Teresa
- Sturdivant, Andrea
- Sutherland, Kendra
- Whatley, Kathy
- Wilson, Keeli
- Zickefoost, Lynn



November 1-9 Membership News

REALTOR® Membership Applications

(Subject to successfully completing Association Orientation)

- Matthew Woodruff, Exit Realty of Lubbock
- Susan Luna, Paxton Real Estate
- Sheree Early, Coldwell Banker Trusted Advisors
- Tess Bradley, Coldwell Banker Trusted Advisors
- Dennis Carrizales, Coldwell Banker Trusted Advisors
- Brian Cooper, Coldwell Banker Trusted Advisors
- Yvonne Perez, Keller Williams Realty
- Michelle Duran, Coldwell Banker Trusted Advisors
- Trent Clark, Coldwell Banker Trusted Advisors
- Rohit Mittal, eXp Realty, LLC
- Erin White, Keller Williams Realty



Transfers

- Christina Walker, eXp Realty, LLC, to Keller Williams Realty
- Jon Willey, Minnix Property Management, to Keller Williams Realty
- Dennis "Buzz" White, Exit Realty of Lubbock, to Veritas Real Estate Company

Cancellations

- Whitney Jo Weindorf, Kearney & Associates, REALTORS
- Kameron Lamb, Keller Williams Realty
- Chaundra Rhodes, TechTown Realty

Miscellaneous Changes

- Jon Willey, Keller Williams Realty, change to MLS member

LAR LUBBOCK
ASSOCIATION OF REALTORS®
THE LUBBOCK ASSOCIATION OF REALTORS® INVITES YOU TO

Connect
WITH US

Keep up to date with the latest news
and information from LAR by
following us on social media

- Facebook: @lubbockrealtors
- Instagram: @lubbockrealtors
- Twitter: @RealtorsLubbock
- LinkedIn: Lubbock Association of REALTORS®
- YouTube: Lubbock Association of REALTORS®



Classes and Events

NAR Virtual Conference

November 2-18

Click [HERE](#) to register

Golden Nuggets of Customer Service and Sales

Wednesday, November 11

9 a.m. to 11 a.m.

Click [HERE](#) to register

Virtual Tax Strategies

November 11

10 a.m. to 11:30 a.m.

Click [HERE](#) to register

List More

Thursday, November 12

1 p.m. to 5 p.m.

Click [HERE](#) to register

Agent Investor: Building Wealth with What you Know

November 17 -18

1 p.m. to 5 p.m.

Click [HERE](#) to register

The ABCs of Flipping

Friday, November 20

9 a.m. to 11 a.m.

Click [HERE](#) to register

Doing Business as Usual Won't Keep you Relevant

Friday, November 20

9 a.m. to 11 a.m.

Click [HERE](#) to register

Commercial Leasing Made Easy

Tuesday, November 24

8:30 a.m. to Noon

Click [HERE](#) to register

Run It Like a Boss: Business Planning

Tuesday, December 1

9 a.m. to 1 p.m.

Click [HERE](#) to register

New Member Orientation

Wednesday, December 2

8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Broker Responsibility

Thursday, December 3

9 a.m. to 4 p.m.

Click [HERE](#) to register

You Mean Real Estate Contracts Must be Written?!

Wednesday, December 9

1:30 p.m. to 4:30 p.m.

Click [HERE](#) to register

TREC Legal Update, Part 1 and 2

Thursday, December 10

Part 1 — 8:30 a.m. to 12:30 p.m.

Part 2 — 1 p.m. to 5 p.m.

Click [HERE](#) to register



You Mean Real Estate Contracts Must be Written?!

December 9

1:30 p.m. to 4:30 p.m.

Click [HERE](#) to register

Instruction will be geared to help new agents just entering the real estate industry to not only be able to complete the contract, but understand what it says and be able to explain it to their clients. This is also a good class to keep experienced agents up to date to changes as well as reinforcing their skills in contract preparation.

This class fulfills the contract class requirement for new LAR members and the TREC requirement.

This course will NOT be offered via Zoom. You must arrive prior to the class start time and stay in class while it is in session. Those who fail to arrive on time or fail to attend will forfeit the class fee and will not receive CE credit.



Tonya's MLS Tips and Tricks

Learn more about ShowingTime with these Frequently Asked Questions

Are you looking for ways to use the ShowingTime app more efficiently? Here are a few frequently asked questions and links to find more information:

What kind of training materials can I access to better my understanding of my ShowingTime product?

There is a [knowledge base](#) for each of our products that gives you a complete overview on how to use the product, tips and tricks as well as several frequently asked questions. You can also access articles, training videos and more by clicking the Help tab on the side menu of ShowingTime. Finally, the [ShowingTime Resources page](#) is an additional resource that includes informative guides, prerecorded webinars and more.

How can an agent update office and contact details in the app if they've switched offices?

All office and agent details are automatically imported into ShowingTime showing management products from their association. The [ShowingTime mobile app](#), however, may need to be re-authenticated using the new email address associated with the agent's new office if it is changed.

Where can I find specific settings for my Listing or Buyer's Agent preferences?

Your profile is broken down into sections to make your life easier. At the top, you will see the Profile Basics section where you can add or update phone numbers and email address. This is followed by other preferences sections that can be updated based on your needs as a listing agent or buyer's agent. You can [learn more here](#).



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.

There is no need to register, just show up! The next forum will be held on December 3rd at 9 a.m. at LAR.



The John S. Walton Educational Foundation is proud to offer scholarships to full-time students pursuing higher education through Texas Tech University, Lubbock Christian University, Wayland Baptist University, and South Plains College. The foundation is funded through the generosity of the Lubbock Association of REALTORS, its members and outside donations.

Scholarships are awarded at the discretion of the Trustees of the foundation. Applicants must be recommended by a REALTOR member of the LAR. The application process for 2021 will begin around the middle of March 2021.

CLICK HERE

to donate to the Lubbock Association of REALTORS® Education Foundation

LAR LUBBOCK

ASSOCIATION OF REALTORS®

• 2021 COMMITTEE AND TASK FORCE VOLUNTEER FORM •

WE NEED YOUR TALENTS, SKILLS AND EXPERTISE!

We are a member driven association; we rely on volunteers to help guide the association. Please help us bring the best programs and services to LAR, keep up-to-date on issues that directly affect your business and develop leadership skills. Volunteer for as many committees as you have time for.

• STANDING COMMITTEES •

- COMMERCIAL SERVICES**
Recommend, promote and initiate education and services specifically for commercial practitioners.
MEETS AS NEEDED
- EDUCATION**
Identifies, coordinates and promotes education programs and courses offered by LAR.
MEETS 8-10 TIMES PER YEAR
- FINANCE**
Reviews the monthly financial report as it relates to LAR's budget and makes recommendations on LAR's finances. Limited to REALTOR® members.
MEETS MONTHLY
- GOVERNMENT AFFAIRS/TREPAC**
Stays informed of issues directly affecting REALTORS® and private property owners, conducts candidate interviews, participates in and promotes REALTOR® Day at the Texas Capitol in legislative years, organizes and conducts fundraising for TREPAC.
MEETS 10-12 TIMES PER YEAR
- MULTIPLE LISTING ISSUES AND POLICIES**
Makes recommendations on the Multiple Listing Service rules and regulations, the system itself, educates the membership on the system, serves as liaisons to their office.
MEETS 10-12 TIMES PER YEAR
- PROGRAMS AND LUNCHEAS**
Plans association luncheons and other special events.
MEETS 10-12 TIMES PER YEAR

- STRATEGIC PLANNING**
Reviews LAR's strategic plan for progress and makes recommendations and helps guide the future of the association.
MEETS 2-3 TIMES PER YEAR
 - PROPERTY INVESTORS AND MANAGERS**
Recommends, promotes and initiates education, programs and services for property managers and investors.
MEETS AS NEEDED
 - UNITED WAY**
Administers LAR's fund drive for the Lubbock Area United Way.
MEETS 4-6 TIMES PER YEAR FROM MAY TO AUGUST
- TASK FORCES •
- INSTALLATION AND AWARDS BANQUET**
Plans LAR's annual installation and awards banquet.
MEETS 10-12 TIMES PER YEAR
 - NEXTGEN REALTORS® YOUNG PROFESSIONALS NETWORK**
For the young in age, heart and business! Focuses on networking, community service and education.
MEETS 8-10 TIMES PER YEAR
 - WALK WITH PRIDE**
Plans and implements LAR's campaign to provide new shoes to children in need for the school year.
MEETS 4-5 TIMES BETWEEN JULY AND SEPTEMBER

NAME: _____

COMPANY: _____

EMAIL: _____

PHONE: _____

**COMMITTEE
APPOINTMENTS
RUN FROM
JANUARY 1, 2021
TO DECEMBER 31,
2021**

*Please return this form to Cade Fowler at cade@lubbockrealtors.com by **December 11, 2020***



October 2020 Commercial Real Estate Market Trends and Outlook

The Commercial Real Estate Trends & Outlook Report discusses trends in the small commercial market or transactions that are typically less than \$2.5 million. This report is based on information collected from NAR's 2020 Q3 Commercial Real Estate Quarterly Market Survey about the commercial transactions of REALTORS® and members of NAR' commercial affiliate organizations (CCIM, SIOR, RLI, IREM, and the Counselors of Real Estate) during the third quarter of 2020.

The survey results indicate the continuing impact of the pandemic on the volume of transactions and on commercial business practices. The impact of the pandemic is still evolving but the survey results are providing an indication of where changes are heading.

In the office sector, 62% of respondents reported an increase in companies moving to smaller offices, and 58% of respondents reported an increase in short-term leases of two years or less. In the retail properties market, 52% percent reported they are seeing more vacant malls being re purposed for other uses, such as mixed-use, industrial use, hospitals, or as churches.

REALTORS® reported a decline in sales and leasing transactions, except for industrial properties, clearly the strongest leg of the commercial sector.

The land market has also been a strong sector, especially sales of land for recreational use, as the pandemic has curtailed leisure activities in the urban areas.



HOUSING DISCRIMINATION? NOT IN OUR HOUSE.

REACTORS® are members of the National Association of REALTORS®

THAT'S WHO WE ARE

Association Name: Lubbock Association of REALTORS®
 Market Type: Metropolitan Statistical Area
 Market Name: Lubbock
 Property Type: Residential (S/F/COND/TH)
 Month (Current Report Year): October

October 2020 Market Snapshot Lubbock MSA



	Year to Date			Year to Date		
	2019	2020	% Change	2019	2020	% Change
Closed Sales	366	381	▲ 4.1%	3,972	4,134	▲ 4.1%
Median Sales Price	\$185,000	\$201,450	▲ 8.9%	\$175,000	\$190,000	▲ 8.6%
Average Sales Price	\$223,734	\$241,056	▲ 7.7%	\$208,339	\$221,478	▲ 6.3%
Ratio to Original List Price	95.7%	97.3%	▲ 1.7%	95.3%	97.1%	▲ 0.9%
Days On Market	44	35	▼ -20.5%	42	36	▼ -14.3%
New Listings	547	468	▼ -14.4%	5,992	5,714	▼ -4.6%
Under Contract	361	486	▲ 34.6%	465	520	▲ 11.8%
Active Listing Count	836	664	▼ -20.0%	887	731	▼ -17.6%
Months Inventory	2.3	1.7	▼ -23.4%	2.2	1.7	▼ -23.4%



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