

## TREPAC Double T Golf Tournament Happening June 13

The annual TREPAC Double T Golf Tournament is happening on June 13, 2022. There is still time to register as an individual player or as part of a team. Registration fees are \$150 per person or \$600 per team.

The tournament will once again be held at the Hillcrest Country Club and will feature a morning and afternoon flight.

Register online at [https://bit.ly/Double T Golf](https://bit.ly/Double_T_Golf).

Sponsorship opportunities are still available. Click [HERE](#) for current sponsorship availability.

The deadline to register is June 8.



### What's Inside

#### Page 3

##### SAE Class Availability

Check out the CE Shop's new REALTOR® SAE training opportunities.

#### Page 4

##### 2022 REALTOR® Volunteer Days

Service Title and Texas Tech Federal Credit Union will be our expert speakers for the FREE Lunch and Learn on February 23.

#### Pages 6

##### April Membership Stats

See who joined, who transferred and who left LAR during April 2022

#### Pages 8

##### Commercial Corner

April 2022 Commercial Market Insights



## 2022 TREPAC Major Investors

### PLATINUM R

Jef Conn\*

### GOLDEN R

Rich Eberhardt\*\*  
Cade Fowler\*  
Tony Lloyd\*  
Lisa Pearce\*\*

### CRYSTAL R

Donna Sue Clements\*\*  
Coby Crump  
Vanessa Dirks\*\*  
Amie Henry  
Vanessa Hyde  
Kirk Schneider  
Teresa Smith\*\*

### STERLING R

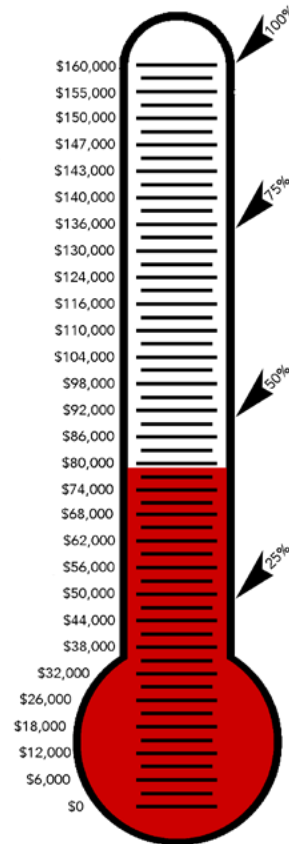
Wally Al-Souki	Cheryl Isaacs	Lesli Spears
Leigh Anne Brozo	Nathan Jordan	Jeremy Steen
Tom Couture	Cindy Lea**	Andrea Sturdivant**
Bryce Daniel	Joe Murfee	Pam Titzell
Rusty DeLoach	Mark Nanny	Scott Toman
Judi Fillingim	Tara Newton	Debby Tullis
Tim Garrett	Colby Norris	Wayne Walton
Tim Grissom	Vickie Noyola Al-Souki	Sharla Wells
Jennifer Harmonson	Jason Riebe	Dan Williams*
Tammy Hamersley	Kyle Rogers	Keeli Wilson
Ken Harlan	Lia Saa	Chanda White
Jacky Howard	Crystal Sanchez	Kelsey Zickeoose
Michael Hutton	Winn Sikes***	

### CORPORATE MAJOR INVESTORS

Alliance Credit Union  
Benchmark Mortgage  
Cardinal Financial  
City Bank Mortgage  
Fairway Independent Mortgage  
Peoples Bank  
PrimeWest Mortgage  
Spirit Mortgage  
Texas Tech Federal Credit Union

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

## 2022 TREPAC Fundraising Goal



**\$73,939**

As of 2/15/2022  
33% Member Participation

2022 TREPAC Year goes from  
Oct. 1, 2021 to Sept. 30, 2022



# Classes and Events

## Thriving in a Sellers Market

Tuesday, May 24

9 a.m. to 11 a.m.

Click [HERE](#) to register

## TREC Legal Update 2

Wednesday, May 25

9 a.m. to 1 p.m.

Click [HERE](#) to register

## TREC Legal Update 1

Thursday, May 26

8:30 a.m. to 12:30 p.m.

Click [HERE](#) to register

## TREC Broker Responsibility

Thursday, June 2

9 a.m. to 4 p.m.

Click [HERE](#) to register

## Double T Golf Tournament

Monday, June 13

Click [HERE](#) to register

## New Member Orientation

June 28

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

Click [HERE](#) to register




[PRE-LICENSING](#) | [EXAM PREP](#) | [SAE](#) | [CONTINUING EDUCATION](#) | [UPGRADE YOUR LICENSE](#)



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<sup>1</sup> Determined by our end-of-course student surveys.



# **2022 REALTOR® VOLUNTEER DAYS**

***JUNE 4-12***

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to volunteer.**



**REALTORS® Are  
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# NAR Chief Economist Lawrence Yun Predicts Uncertainty for the Housing Market

**T**wo years after enduring the devastating financial impacts of COVID-19, the U.S. economy has made an impressive comeback, in large part due to a booming housing market. However, as National Association of Realtors® Chief Economist Lawrence Yun explained today, there are significant questions regarding the sector's direction over the coming months.

“Housing kept the economy afloat as home prices rose and buyer demand intensified,” said Yun to 9,000 Realtors® and industry experts in attendance at the 2022 Realtors® Legislative Meetings(link is external) during the event's Residential Economic Issues and Trends Forum. “However, this year has already thrown some curveballs, including record-low inventory and unyielding inflation.”

While housing supply appears to be on the upswing as builders increasingly construct new homes, Yun says inflation will persist and in turn cause strain for would-be buyers. Additionally, other external economic factors will negatively impact the market, both indirectly and directly, he said.

“The Russia-Ukraine war and escalating fuel prices have contributed to further housing unaffordability for buyers.”



Yun explained that a more immediate impact for home seekers has been the rapid increase of mortgage rates, along with other anti-inflationary actions from the Federal Reserve.

“Mortgages now compared to just a few months ago are costing more money for home buyers,” he said. “For a median-priced home, the price difference is \$300 to \$400 more per month, which is a hefty toll for a working family.”

NAR calculates purchasing a home is now 55% more expensive than a year ago. These rising mortgage rates and prices hurt affordability, and although wages are improving, Yun says they are “wiped away” due to inflation.

“Wages have risen by 6% from one year ago and that's good news,” he continued. “But inflation is at 8.5%.”

He estimates inflation will remain elevated for the next several months and that the market will see further monetary policy tightening through a series of rate hikes.

Citing a five-month decline in pending home sales, as well as a drop in newly constructed single-family sales, Yun predicts the higher mortgage rates will slow the housing market.

# April Membership Stats



## REALTOR® Membership Applications\*

Jordan Garibay, Locate Lubbock Real Estate LLC  
 Madison Rogers, Keller Williams Realty  
 Jordan Headley, Keller Williams Realty  
 Josh Nichols, Expand Realty  
 Ryan Franckhauser, Keller Williams Realty  
 Leana Moreno, RightHaus Properties  
 Lupe Tapia, Coldwell Banker Trusted Advisors  
 Sarah McMurry, Coldwell Banker Trusted Advisors  
 Edward DeLaCerde, Novus Real Estate  
 Cindy Simonds, eXp Realty LLC  
 Mark Solis, Keller Williams Realty  
 Gabe Martinez, Keller Williams Realty  
 Zack Vera, Coldwell Banker Trusted Advisors  
 Ronnie Wooldridge, Coldwell Banker Trusted Advisors  
 Yabodrick Hunter, eXp Realty LLC  
 Meagan Geeslin, Berkshire Hathaway Home Services Premier Properties  
 Lal Williams, Keller Williams Realty  
 Amy Archuleta, Amy Tapp Realty  
 Zane Shamburger, Keller Williams Realty  
 Kaylee LaDuke, Kaylee, Exit Realty of Lubbock  
 Dre Villegas, Location Rentals  
 Jake Estrada, Keller Williams Realty  
 Linda Perez, Exit Realty of Lubbock  
 Alex Reyes, Keller Williams Realty  
 Devyn Jasper, RE/MAX Lubbock  
 Alexis Alders, Redondo 5 Realty  
 Kyle Gamblin, Amy Tapp Realty

## Designated REALTORS®

Randon Bowerman, Native Texan Realty, LLC  
 Abby Walla, Sendero Properties, LLC  
 Gret Self, Greg, Canzell Realty  
 Natalie Carmona, Day & Co.  
 Kim Flenniken, Kim & Company, REALTORS

## New Affiliates

Weston Sales, Weston Sales BPG  
 Inspections

## Transfers

Lavene Vasquez, Exit Realty of Lubbock, to Aycok Realty Group, LLC  
 Cinthia Torres, Keller Williams Realty, to Steadfast Realty, LLC  
 Terri Maldonado, Exit Realty of Lubbock, to The WestMark Companies  
 Brandon Carter, Better Homes and Gardens Blu Realty, to Nathan Jordan Real Estate  
 Darla Rodgers, LubbockHomes.info, to The WestMark Companies  
 Nairoby Montano, Keller Williams Realty, to eXp Realty LLC  
 Shelby Cotton, eXp Realty LLC, to Real Broker, LLC  
 Laura Butcher, eXp Realty LLC, to Bray Real Estate Group  
 Troy Bassett, JPAR Lubbock, to Berkshire Hathaway HomeServices Premier Properties  
 Kinsley Scott, Amy Tapp Realty, to Better Homes and Gardens Blu Realty  
 MaKieley Bigelow, Keller Williams Realty, to Bray Real Estate Group  
 Angela Winegar, Taylor Reid Realty, to Progressive Properties  
 Cameron Winegar, Taylor Reid Realty, to Progressive Properties  
 Carrigan Williams, Egenbacher Real Estate, to McDougal, REALTORS  
 Shaina Taylor, eXp Realty LLC, to Fathom Realty  
 Tiray Simpson, Keller Williams Realty, to Progressive Properties  
 Molly Melendez, Keller Williams Realty, to Exit Realty of Lubbock  
 Sue Stephens, The WestMark Companies, to Egenbacher Real Estate

## Miscellaneous Changes

Kaitlyn Thompson, reinstated with Madewell Real Estate Company  
 Michael Flowers reinstated with McDougal, REALTORS  
 Dan Joost reinstated with Progressive Properties  
 Madison Hood reinstated with LubbockHomes.info  
 Day & Co. change of Designated REALTOR to Natalie Carmona

## Cancellations

Kole Soto, Keller Williams Realty  
 Tyler Bains, Better Homes and Gardens Blu Realty  
 Nate Spencer, Taylor Reid Realty  
 Madison Hood, Brick & Loft Realty  
 Maddie Trevino, Texas Home and Land Connection  
 James Friesen, Keller Williams Realty  
 Anah Menjares, Berkshire Hathaway HomeServices Premier Properties  
 McKenzie Sheppard, Texas Home and Land Connection  
 Sean Nance, Canzell Realty  
 Minerba DeLeon, Exit Realty of Lubbock

## MLS Only

Al Rincon, Keller Williams Advantage Temple  
 Jovan Lopez Gonzalez, Keller Williams Advantage Temple  
 Marcheta Woicikowski, Fathom Realty, cancelled  
 Julie Bologna, eXp Realty LLC  
 Cory Witherspoon, eXp Realty LLC  
 Timur Medaric, New Western Acquisitions  
 Ann Carr, ACR - Ann Carr, REALTORS  
 Tina Aboutaleb, ACR - Ann Carr, REALTORS  
 Lori Fowler, Charitable Realty  
 Lane West, Charitable Realty  
 Logan Cooksey, Fathom Realty  
 Albert Harris, Keller Williams Realty Amarillo  
 Emmy Mitchell, Keller Williams Realty Amarillo  
 Amy Hughes, Amy Hughes, REALTORS  
 David Montalvo, Homelister, Inc.  
 Rachel Harris, eXp Realty LLC

*Thank you to our 2022*  
**PRIME BUSINESS  
PARTNERS**





# April 2022 Commercial Market Insights

**S**trong fundamentals in property segments of the multifamily, office, industrial, and retail markets are likely to keep the commercial market recovery going, although at a moderate pace amid rising interest rates and elevated inflation of over 2% during the next two years. The hotel market is expected to slow amid rising air fare, transportation costs, and belt-tightening by consumers as inflation outpaces wage gains.

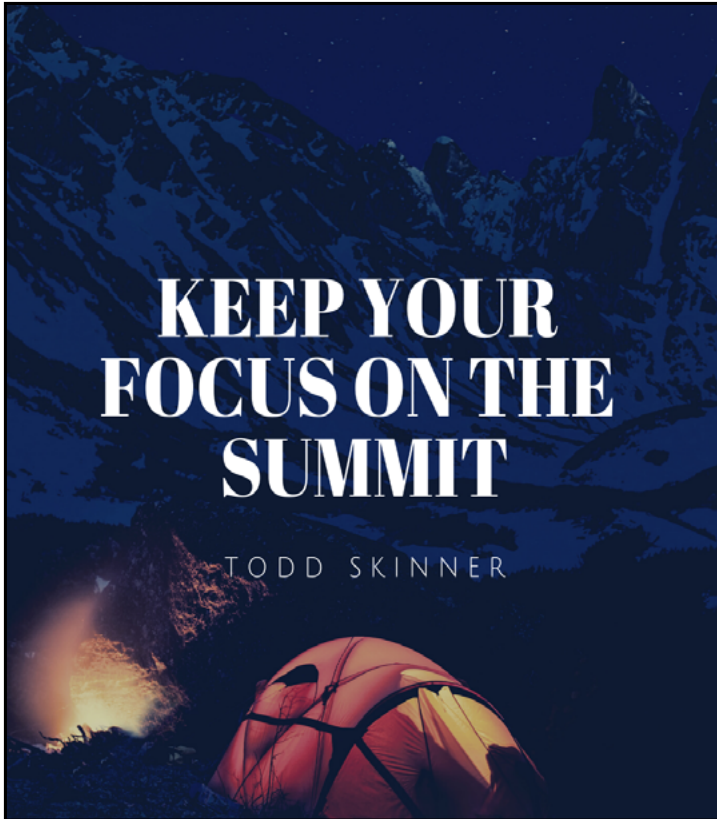
In the apartment market, rising mortgage rates will tend to increase the demand for rental units. Given the pace of home price appreciation (+23% from March 2021 through May 2022 based on NAR median

existing-home sales price) and the rise in 30-year fixed mortgage rates (+2.1 percentage points), the monthly mortgage payment has increased by about \$750 dollars, pricing out about 4 million 25-to-44-year-old renter households.

As of April, multifamily rents are up 9.4% year-over-year, ahead of the inflation rate of 8.5%, making multifamily rental acquisitions a good investment hedge against inflation. Moreover, 27% of metro areas are experiencing double-digit rent growth, mostly in the South region, specifically, Florida (see page 8 of the report). Rents are rising faster in Class B/C buildings than in Class A buildings, an indication of the desire for more affordable units.



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