



Fair Housing Month Resources

April is Fair Housing Month and there are a lot of resources to help REALTORS® learn more about this important topic.

Here is a list of state and national Fair Housing Resources:

Texas Affordable Housing Specialist

This Texas REALTORS® certification equips you to help first-time and underserved homebuyers as well as increase sustainable homeownership. texasrealestate.com/tahs

At Home with Diversity

This NAR certification prepares you to work effectively with today's diverse pool of homebuyers by addressing the topics of diversity, fair housing, and business planning development. nar.realtor/ahwd

Fairhaven

This fair housing simulation from NAR

helps you identify, prevent, and address discriminatory practices. The training provides customized feedback that you can apply to business interactions. fairhaven.realtor

Texas Department of Housing and Community Affairs

The TDHCA Fair Housing staff provides fair housing training on reasonable accommodation, limited English proficiency, and more. fheoi@tdhca.state.tx.us

Texas Workforce Commission

The commission offers free fair housing training upon request. crdtraining@twc.state.tx.us

Texas REALTORS® Housing Opportunity Foundation

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TREPAC Double Tee Golf

The tournament will be held on June 14. Register now to save your spot!

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Tonya's Tips and Tricks

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See what is happening at LAR over the next few months

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Commercial Corner

Learn more about how the pandemic increased vacant properties

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April is Fair Housing Month

Learn more about Fairhaven and how you could win \$100

This charity promotes and encourages workforce housing and homeownership opportunities in Texas. texasrealestate.com/housingopportunity

Bias Opportunity

Bias Override: A video workshop to help you avoid implicit bias in your daily business interactions. nar.realtor/biasoverride



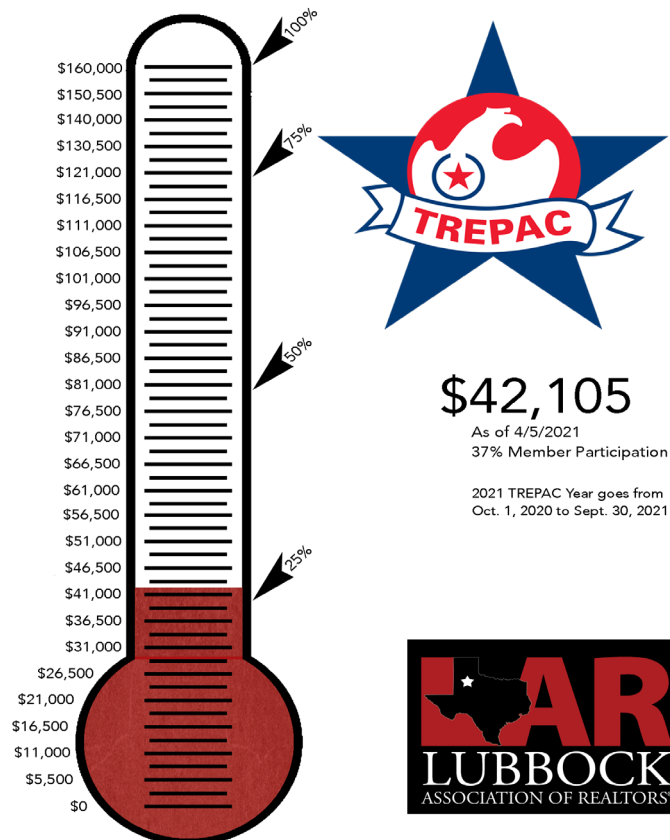
2021 TREPAC

Major Investors

Platinum R	
Jef Conn*	
Golden R	Crystal R
Cade Fowler*	Donna Sue Clements**
Tony Lloyd*	Vanessa Dirks**
Lisa Pearce**	Teresa Smith**
Sterling R	
Chris Brooks	Mark Nanny
Tom Couture	Colby Norris
Christine Covington	Vickie Noyola Al-Souki
Amy Cox	Jason Ratliff
Coby Crump	Kyle Rogers
Bryce Daniel	Crystal Sanchez
Rusty DeLoach	Winn Sikes
Rich Eberhardt	Denise Stout
Tim Garrett	Jeremy Steen
Ken Harlan	Andrea Sturdivant
Tammy Hamersley	Amy Tapp
Amie Henry	Renee Taylor
Vanessa Hyde	Pam Titzell
Michael Hutton	Sharla Wells
Cindi Lea	Dan Williams*
Lori Manning	Keeli Wilson
Joe Murfee	

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

2021 TREPAC Fundraising Goal



TREPAC Investment Levels

- ★ **RPAC Hall of Fame**
 - \$25,000+ investment throughout a career
 - Lifetime achievement
- ★ **RPAC Major Investor**
 - \$1,000+ annual investment
- ★ **RPAC Platinum R Member**
 - \$10,000 or more invested in one year
 - Sustain status by investing \$5,000 each year thereafter
- ★ **RPAC Golden R Member**
 - \$5,000 or more invested in one year
 - Sustain status by investing \$2,000 each year thereafter
- ★ **RPAC Crystal R Member**
 - \$2,500 or more invested in one year
 - Sustain status by investing \$1,500 each year thereafter
- ★ **RPAC Sterling R Program**
 - \$1,000 annual investment
- ★ **Capitol Club**
 - \$500 - \$999 annual investment
- ★ **Lone Star Statesman**
 - \$250 - \$499 annual investment
- ★ **110 Club Member**
 - \$110 - \$249 annual investment
- ★ **Participation Club Member**
 - \$35 - \$109 annual investment



For more information about TREPAC visit
www.trepac.com

LAR LUBBOCK
ASSOCIATION OF REALTORS®

**Sponsorship
Opportunities
Available!**

19TH ANNUAL DOUBLE TEE GOLF TOURNAMENT

**& Online Auction
MONDAY, JUNE 14**

Hillcrest Country Club
4011 N. Boston

Must register by June 8th!

Click here to
register

Morning Flight:
7:30 a.m. sign in and breakfast
8:30 a.m. shotgun start

Afternoon Flight:
11:30 a.m. sign in and lunch
Driving range and putting green open
1 p.m. shotgun start

\$150 per player
\$600 per team

Entry includes breakfast or lunch,
green fee, cart, range balls, two
mulligans, and food after the
round.

PROCEEDS BENEFIT TREPAC

LAR LUBBOCK
ASSOCIATION OF REALTORS®

Bowling for TREPAC

Wednesday, April 28

11 a.m.

South Plains Lanes
5150 69th Street

\$140 per team of Four (\$35 per player)
Includes three games, shoe rental, two \$3.50 value drink tickets, and snacks!

R.S.V.P. by April 26 to Cade Fowler cadefowler@lubbockrealtors.com



Tonya's MLS Tips and Tricks

Learn more about IDX and some questions you should ask before choosing a company to build a website for you

IDX is what allows MLS listings to show up on an agent or office website. You have two options to get MLS listings onto your website. If you already have a website, you can copy and paste the listing URL to your website, which is commonly referred to as "framing."

If you don't have a website or are planning to redesign it and don't want to do it yourself, you might want to look for a company that can build a website to fit your business needs.

Some agents choose to either build or maintain their own websites so they have more control of what content is on there and where it is placed.

To get the process started, email Tonya and provide her with the name of the company you are using. When you're ready to add MLS listings to your site, you can find the links in Rapattoni using the following steps:

- Go to Admin and choose IDX Public Links
- Preview the links and then copy/paste them into your website
- If you have questions about Featured Properties or Saved Search links, please contact Tonya at 806-795-9533 or at mls@lubbockrealtors.com

If you're considering using a website builder, there are some important questions you might want to ask before you make a decision. Here are some things to ask about:

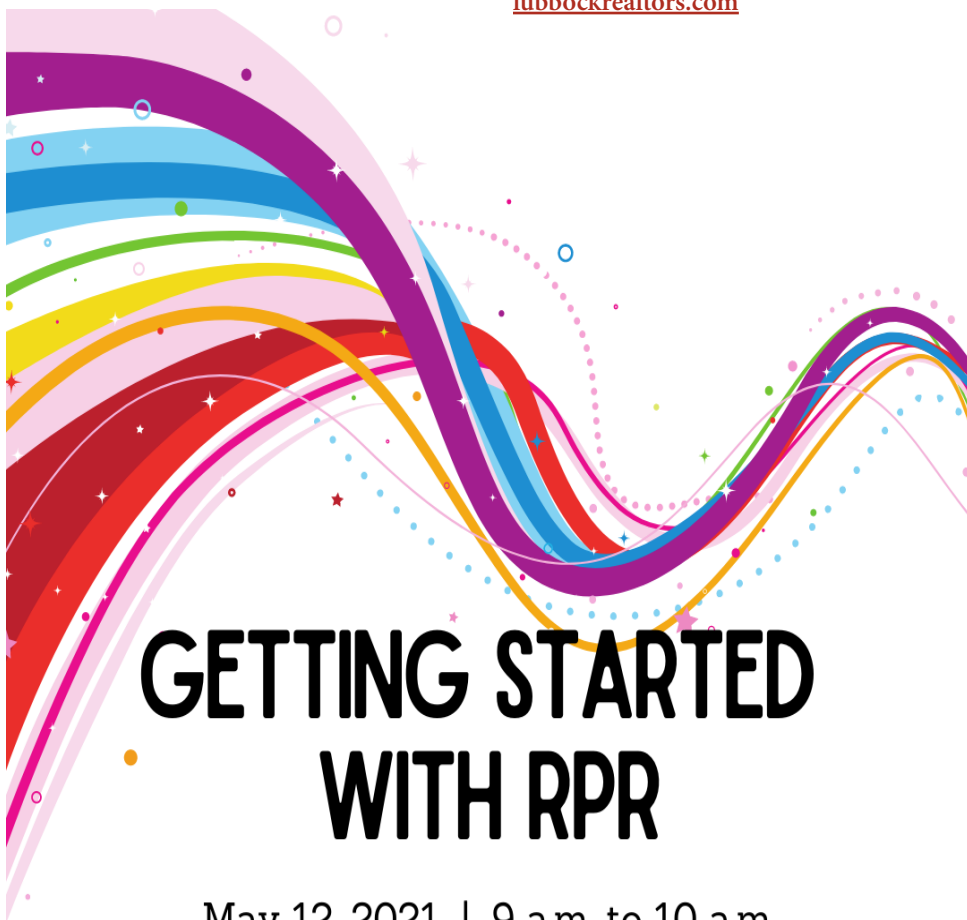
- How long have you been in business?
- Is IDX data included in your pricing or is there an additional charge?
- How many IDX customers do you have? Do you already work with my MLS? (Either LAR or Rapattoni)
- How often will the data be updated?

- What kind of support is available?
- Is support included in the price?
- How often is the solution updated? (this is specifically for plugin's found on sites like WordPress)
- Are updates free/included automatically for existing customers?
- How often do you increase prices? When was the last time you did?

You may also want to ask if they use RETS or API. RETS is the traditional way real

estate websites get MLS listings, but it is starting to be phased out. Many companies are starting to use API, which is quicker and allows more customization with fewer resources from the vendor.

We have the ability for both RETS and API and do not plan on dropping RETS for the foreseeable future. Many of the major website vendors are working towards API. If you need help or have additional questions, please contact Tonya Marley at the LAR Office at 806-795-9533 or at mls@lubbockrealtors.com



May 12, 2021 | 9 a.m. to 10 a.m.



March 2021 Membership Stats



REALTOR® Membership Applications*

Cindy Harrison, Keller Williams Realty
 Reed Harrington, Exit Realty of Lubbock
 Steven Suniga, Keller Williams Realty
 Sheila Jordan, Keller Williams Realty
 Brad Stuteville, Lyons Realty
 Mark Appling, Aycock Realty Group
 Jacob Hendrix, Keller Williams Realty
 Morgan Crum, Location Rentals

Corey Kiattitananan, eXp Realty LLC

Transfers

Cynthia Baraibar, Keller Williams Realty, to Taylor Reid Realty
 Lane Bartley, Keller Williams Realty, to Taylor Reid Realty
 Dylan Bennett, Keller Williams Realty, to Taylor Reid Realty
 Steven Bishop, Keller Williams Realty, to Taylor Reid Realty
 David Couture, Keller Williams Realty, to Taylor Reid Realty
 Britney Sherley, Keller Williams Realty, to Taylor Reid Realty
 Stuart Bartley, Keller Williams Realty, to Taylor Reid Realty
 Brian Britton, Coldwell Banker Trusted Advisors, to Amy Tapp Realty
 Stephanie Allison, Amy Tapp Realty, to NextHome CORE Realty

Gabby Enchinton, Amy Tapp Realty, to NextHome CORE Realty
 Raymond Roque, eXp Realty LLC, to Berkshire Hathaway Home Services Premier Properties
 Nick Eyhorn, Coldwell Banker Trusted Advisors, to Williams & Company Real Estate
 Brian Maines, Keller Williams Realty, to Taylor Reid Realty

Cancellations

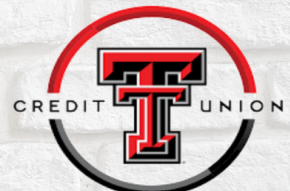
Lance Marker, Heritage Real Estate Group
 Jerrah Hamm, Heritage Real Estate Group

Designated REALTORS®

Bartley, Lindsey - Designated REALTOR
 Taylor Reid Realty

Thank you to our 2021

PRIME BUSINESS PARTNERS



Classes and Events

How Flood Map Changes Impact Insurance

Thursday, April 15

Noon to 2 p.m.

Click [HERE](#) to register

RENE: Real Estate Negotiation Expert (2 days)

Monday, April 19 and Tuesday, April 20

8:30 a.m. to 5 p.m.

Click [HERE](#) to register

April Membership Meeting

Thursday, April 22

11:30 a.m. to 1 p.m.

Overton Hotel

Click [HERE](#) to register

REALTOR® Night at the Range

Thursday, April 22

6 p.m. to 8 p.m.

Tax Strategies Class

Friday, April 23

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

Click [HERE](#) to register

Lunch & Learn Property Management Panel

Tuesday, April 27

Noon to 1 p.m.

Click [HERE](#) to register

At Home with Diversity

Monday, April 26

8:30 a.m. to 5 p.m.

Click [HERE](#) to register

Bowling for TREPAC

Wednesday, April 28

1 p.m. to 3 p.m.

Click [HERE](#) to register

4 Skills you Need to Improve Your Transaction

Monday, May 3

10 a.m. to Noon

Click [HERE](#) to register

Avoiding Contract Pitfalls

Wednesday, May 5

1 p.m. to 3 p.m.

Click [HERE](#) to register

Social Media Content and Scheduling Tools

Thursday, May 6

10 a.m. to Noon

Click [HERE](#) to register

Disclosure: What You Can and Can't Say

Monday, May 10

10 a.m. to Noon

Click [HERE](#) to register

Cool Tools You'll Use to Better Serve Consumers

Monday, May 10

1 p.m. to 2 p.m.

Click [HERE](#) to register

Getting Started with RPR

Wednesday, May 12

9 a.m. to 10 a.m.

Click [HERE](#) to register

Marketing Strategy Planning for Real Estate

Wednesday, May 12

9 a.m. to Noon

Click [HERE](#) to register

The Forms You Need to Know

Wednesday, May 12

Noon to 3 p.m.

Click [HERE](#) to register

Accredited Buyer's Representative Designation Course

Wednesday, May 19 & Thursday, May 20

8:30 a.m. to 5 p.m.

Click [HERE](#) to register

You Mean Real Estate Contracts Must be Written?!

Wednesday, May 26

1 p.m. to 4 p.m.

Click [HERE](#) to register

TREC Legal Update 1

Thursday, May 27

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

Click [HERE](#) to register

TREC Legal Update 2

Thursday, May 27

1 p.m. to 5 p.m.

Click [HERE](#) to register

TREPAC Double Tee Golf Tournament and Online Auction

Monday, June 14

7:30 a.m. to 5 p.m.

Click [HERE](#) to register

LAR LUBBOCK
ASSOCIATION OF REALTORS®

CE CLASS

OF THE
WEEK

Accredited Buyer's Representative Designation

Wednesday May 19 &
Thursday May 20
8:30 a.m. to 5 p.m.
Peoples Bank - 5820 82nd
Street
Click [HERE](#) to register

This course serves as the core of the Accredited Buyer's Representative (ABR®) designation program. It is the benchmark of excellence in buyer representation.

The goal of this course is to set the foundation of training, skills, and resources to help real estate professionals succeed in the marketplace as buyer's representatives.

This course is a fundamental resource for understanding the duties that REALTORS® owe to clients, customers, the public, and fellow REALTORS® as outlined in the NAR Code of Ethics and Standards of Practice. In each course module you will examine a different topic; together they create a comprehensive guide to help you become an effective, efficient and profitable buyer's representative.

LAR LUBBOCK
ASSOCIATION OF REALTORS®

APRIL MEMBERSHIP MEETING

LIVE AND IN PERSON AT THE OVERTON HOTEL!

Learn more about 1031 Exchanges with Carl Pikus



THURSDAY,
APRIL 22
11:30 A.M. TO 1 P.M.
TICKETS: \$8

CLICK HERE TO
REGISTER

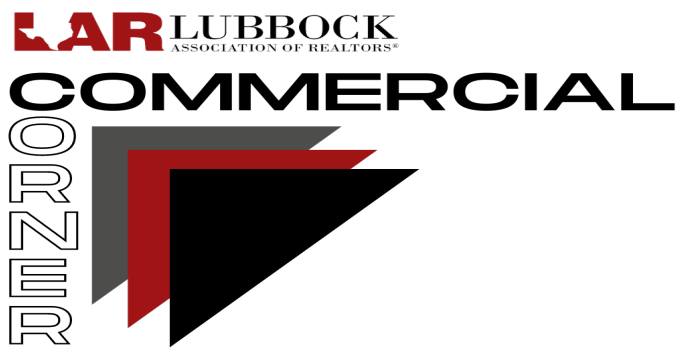
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on the best real estate education

promo code **APR25**



In Pandemic's Wake, Realtors® Work to Address Property Vacancy, Deterioration

The National Association of Realtors® kicked off a six-part webinar series this week highlighting revitalization efforts in communities impacted by high numbers of vacant, abandoned and deteriorated – or VAD – properties. The opening session, which is now available for online viewing(link is external), outlined how historical land ownership policies have exacerbated this problem in neighborhoods across America. With COVID-19 disproportionately impacting urban and low-income communities, NAR has intensified its focus on developing new, strategic approaches to revitalization in places where VAD properties remain prevalent.

“Collaboration is a key part of addressing widespread vacancy and our country’s complicated past of racism and discrimination,” said Dr. Akilah Watkins, CEO and President at the Center for Community Progress, which is partnering with NAR on the webinar series. “Our success hinges on our ability to work together from community to national stages. We are thankful to



the National Association of Realtors® for both realizing the need for and committing to the conversations that are a part of [this] series. When we partner, communities benefit.”

The full series, Policy, Practice, Process: Transforming Neighborhoods through Equitable Revitalization(link is external), will equip Realtors® to collaborate with policymakers to address VAD property issues in their communities. Each session will incorporate actionable items for Realtors® and their local government partners to consider.

“Vacancy and abandonment

remediation allow us to emphasize that a better future begins with safe, stable communities where properties retain their value and help families build long-term, generational wealth,” said NAR President Charlie Oppler. “This series is another illustration of NAR’s commitment to ensuring Realtors® lead the conversations that address some of the most complex problems in our neighborhoods.”

More information about the series, along with scheduling and logistical details for the remaining five seminars, can be found at realtorparty.realtor.

2021 Scholarship applications now being accepted

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, South Plains College, and accredited Lubbock area trade schools. Scholarships are awarded at the discretion of the Trustees of the foundation. Applicants must be recommended by a REALTOR® member of the LAR.

Applications are now being taken online and must be submitted absolutely no later than April 28, 2021. Click [HERE](#) for the application.

Through the generosity of the Lubbock Association of REALTORS® (LAR) and its members, we are proud to offer scholarships in memory of John S. Walton.

Mr. Walton helped create the Education Foundation in 1981 while serving as President of LAR. The Foundation was

renamed in his honor in 2016. Mr. Walton was a pillar of LAR and the Lubbock community, humbly serving throughout his life.

He also served as President of the Texas Association of REALTORS® in 1999 and was appointed to the Texas Real Estate Commission by Governor Rick Perry from 2001 to 2007. In 2004, Governor Perry appointed him as Chairman of the Commission.

At the discretion of the John S Walton Educational Foundation, one thousand-dollar (\$1,000) scholarships will be awarded to chosen applicants and paid directly to the school of higher education in which they will attend.

Applications MUST include all the required documentation and be submitted online by April 28, 2021.



\$40
for
40
years

For the last 40 years, the John Walton Education Foundation has been providing college scholarships to local youth. This year, as we celebrate John Walton's legacy and the 40th anniversary of the foundation, we are asking LAR Members to increase their contribution to the John Walton Education Foundation from \$25 to \$40.

Our goal in 2021 is to provide a record number of scholarships to youth in our community. We can't do that without the help of our Members.

Please help us support higher education in our community by making a contribution today.

**WE DON'T JUST FUND SCHOLARSHIPS,
WE MAKE DREAMS HAPPEN**



Have you visited Fairhaven Yet?

Complete the course for a chance to win CASH!

Want an extra \$100? Then you need to visit Fairhaven.

Fairhaven is a new fair housing simulation training for REALTORS® that uses the power of storytelling to help members identify, prevent, and address discriminatory practices in real estate.

Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the home buying process.

Learners will also walk in the shoes of a home buyer facing discrimination. The training provides customized feedback

This innovative training platform is available to all 1.4 million NAR members at no additional cost. Be an advocate for fair housing and the future of our industry.

Commit to combating discrimination in real estate. Since April is Fair Housing Month, we are trying to encourage all our members to try out the simulation for their chance to win one of 10 \$100 prizes. The NextGen/YPN Task Force is working to promote Fair Housing this year.

Simply complete the Fairhaven simulation, print off the certificate and send it to media@lubbockrealtors.com. The deadline to enter to win one of the prizes is April 30, 2021.



FAIRHAVEN.REALTOR





APRIL IS FAIR HOUSING MONTH

Rolling through your day on autopilot? Just because it's second nature, doesn't mean it's right. Slow down and make sure you're providing equal service to all.

April is Fair Housing Month and a great time to affirm you're helping to build thriving, inclusive communities. Fair housing impacts all NAR members, all markets, and all neighborhoods.

Check yourself. Educate yourself. Hold yourself accountable. Because That's Who We R®.

Visit nar.realtor/FHM to access tools to help you prevent discrimination in real estate.



NEW DATE!

REALTOR® NIGHT
at The Range

Thursday, April 22 | 6 p.m. to 8 p.m.

Lubbock Association of REALTORS®
NextGen
young professionals network
www.yprnrealtor.com

\$25 buckets of
beer and balls
Bring the family!

LAR
LUBBOCK
ASSOCIATION OF REALTORS®
Est. 1923

"HOUSING IS
ABSOLUTELY ESSENTIAL
TO HUMAN FLOURISHING.
WITHOUT STABLE
SHELTER, IT ALL FALLS
APART."

- MATTHEW DESMOND

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Lubbock, TX 79424
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www.lubbockrealtors.com

HURRY UP!

APRIL IS FAIR HOUSING MONTH
Stop and think. Operating on autopilot has consequences.

R N A R

TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR FedPAC)—which makes contributions to the REALTORS® Political Action Committee (RPAC)—are voluntary and may be used for political purposes. The amount indicated is merely a guideline, and you may contribute more or less than the suggested amount. You may refuse to contribute without reprisal, and the National Association of REALTORS®, the Texas Association of REALTORS® (TAR), and its local associations will not favor or disadvantage anyone because of the amount contributed. Until the RPAC annual goal is met, 70% of an individual's contribution goes to TREPAC and may be used to support state and local candidates; the remaining 30% is sent to TAR FedPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of TAR.) After the RPAC annual goal is met, 100% of an individual's contribution goes to TREPAC and may be used to support state and local candidates. You may contact the TAR political committee administrator at 800-873-9155 to obtain information about your contributions.