



August Membership Meeting with Leigh Brown

Leigh Brown - REALTOR, Speaker, Trainer and Author brings her infectious energy to the LAR at the Overton Hotel on August 19th.

Leigh will teach a two hour CE class, "Turn Down the Noise, Turn Up the Volume" from 9 a.m. to 11 a.m.

This class will get you fired up to revamp your messaging to reach buyers and sellers in today's market! Leigh will cover a broad range of topics including today's

business/market conditions, technology updates, creating engaging messaging, content strategy and more!

At 11:30 a.m. the August Membership Luncheon begins.

Leigh Brown will be giving a key note presentation titled "Igniting the Passion". You're not going to want to miss this.

Register now for the CE class and the August Membership luncheon by clicking [HERE](#).

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Commercial Corner

The July 2021 Commercial Market Insights





2021 TREPAC

Major Investors

PLATINUM R

★ **Jef Conn*** ★

GOLDEN R

★ Cade Fowler* ★
★ Tony Lloyd* ★
★ Lisa Pearce** ★

CRYSTAL R

★ Donna Sue Clements** ★
★ Vanessa Dirks** ★
★ Michael Martinez ★
★ Teresa Smith** ★

STERLING R

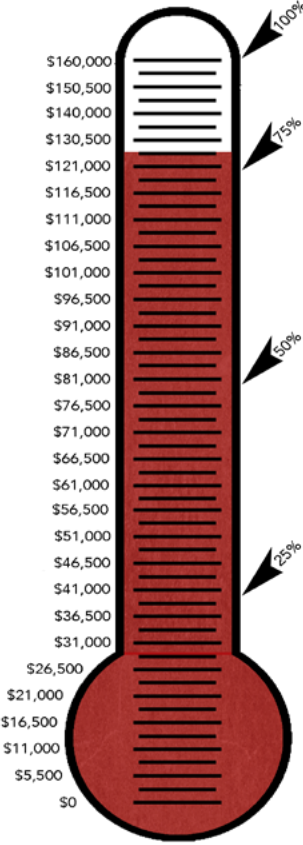
<p>Joe Bellar Chris Brooks Tom Couture Christine Covington Amy Cox Coby Crump Bryce Daniel Rusty DeLoach Rich Eberhardt** Tim Garrett Tim Grissom Ken Harlan Tammy Hamersley Amie Henry Jacky Howard Vanessa Hyde Michael Hutton Cheryl Isaacs Nathan Jordan</p>	<p>Cindi Lea Lori Manning Joe Murfee Mark Nanny Colby Norris Vickie Noyola Al-Souki Jason Ratliff Kyle Rogers Crystal Sanchez Winn Sikes*** Denise Stout Jeremy Steen Andrea Sturdivant Amy Tapp Renee Taylor Pam Titzell Sharla Wells Dan Williams* Keeli Wilson</p>
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CORPORATE MAJOR INVESTORS

★ Benchmark Mortgage ★
★ City Bank Mortgage ★
★ Fairway Independent Mortgage ★
★ LBK Roofing ★
★ Lubbock National Bank ★
★ Peoples Bank ★
★ PrimeWest Mortgage ★
★ Spirit Mortgage ★
★ Texas Tech Federal Credit Union ★

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

2021 TREPAC Fundraising Goal






\$125,297

As of 8/10/2021
44% Member Participation

2021 TREPAC Year goes from
Oct. 1, 2020 to Sept. 30, 2021



Click here to

INVEST IN TREPAC

How HOA Laws are Changing in Texas

New REALTOR®-supported laws passed in 2021 bring more balance between the rights of property owners and their property owners' associations. At least 6 million Texans are estimated to live in communities governed by property owners' associations. This number will only increase as new communities are built across the state to meet the needs of our growing population.

Property owners' associations are often necessary to create new housing, and they typically add value to the communities they serve.

Property owners' associations also have significant power over people's homes and their communities, and it is appropriate for the Texas Legislature to ensure that that power is executed with care.

The passage of monumental HOA reform legislation wouldn't have happened without Texas REALTORS®. During the legislative process, members advocated on behalf of homeowners and homebuyers to show lawmakers the scope of the issues being faced.

Texas REALTORS® sent representatives more than 12,500 messages supporting the bill—a record-high call-for-action response!

In addition, the website MyHOAStory.com has been a great tool for collecting real-world stories from homeowner and REALTORS® about challenges they've faced with HOAs.

Following are changes made by Senate Bill 1588 that are effective on Sept. 1, 2021.

Texas REALTORS® proudly supported these pro-consumer changes.

FEES ARE CAPPED for subdivision information (\$375), and updated resale certificates (\$75).

TREC will create a publicly accessible **CENTRAL DATABASE OF TEXAS HOAS** by Dec. 1, 2021. HOAs that have filed management certificates in county records before Dec. 1, 2021 are required to file with TREC by June 1, 2022.

HOAs are required to **MAINTAIN WEBSITES** with management certificates and meeting information and notifications.

HOAs are required to **FILE DEDICATORY INSTRUMENTS WITH THE COUNTY** and provide certain contact information on all dedicatory instruments and management certificates.

Property owners have new **PROTECTIONS FROM NEGATIVE CREDIT REPORTING** when a fine or fee is in dispute, and HOAs are required to give a detailed report of charges and offer a payment plan before reporting delinquencies.

Prevents some **CONFLICTS OF INTEREST** within HOA architectural review boards.

HOAs are barred from requiring access to **LEASE AGREEMENTS** and are only allowed to request tenant's contact info and lease beginning and end dates.

HOAs are required to **SOLICIT BIDS** for any contract for services over \$50,000.

HOAs are barred from prohibiting certain **POOL SAFETY ENCLOSURES**, the installation of certain **SECURITY MEASURES** on an owner's private property, or certain **RELIGIOUS DISPLAYS**.

HOA boards are required to provide members with **TIMELY NOTICE ABOUT MEETINGS**.

Improves **DUE PROCESS IN DISPUTE RESOLUTION** and provides additional legal avenues when seeking resolution from a dispute with an HOA.





2021 SPORTING CLAY SHOOT

August 27, 2021

LUBBOCK SHOOTING
COMPLEX
1475 CR 1

Deadline to register: August 23

\$100 PER SHOOTER
(BREAKFAST AND LUNCH INCLUDED)

\$5 MULLIGANS
(LIMIT 4 PER TEAM)

\$25 CART RENTAL
(PER SHOOTER)

\$20 LONGBIRD SHOOT

\$20 PERFECT SHOT STATION

\$20 SHOTGUN RENTAL
(WHILE SUPPLIES LAST)

PRIZES FOR HIGHEST OVER ALL
• \$1,000 - FIRST PLACE TEAM
• \$400 - SECOND PLACE TEAM
• \$200 - THIRD PLACE TEAM

Registration Form

☐

INDIVIDUAL SHOOTER

☐

SHOOTER TEAM OF 4

SHOOTER #1/TEAM CONTACT: _____

PHONE: _____

SHOOTER #2: _____

PHONE: _____

SHOOTER #3: _____

PHONE: _____

SHOOTER #4: _____

PHONE: _____

PAYMENT METHOD: ☐ CHECK
(MAKE PAYABLE TO LAR)

☐

CASH

☐

CREDIT CARD
(CALL LAR TO PAY OVER THE PHONE)

RETURN FORM TO LAR:

MEMBERS@LUBBOCKREALTORS.COM

LAR, 6510 70TH STREET LUBBOCK, TX 79424

• 8 a.m. Breakfast and check-in
• 8:30 a.m. Mandatory safety briefing.
Shoot begins at 9 a.m.
• Bring a minimum of 5 boxes of shells -
Must be #7.5, #8 or #9 shot size



2021 SPORTING CLAY SHOOT

Sponsorship Opportunities

\$2,500 GOLD TITLE SPONSOR

- Team of 4 shooters with cart
- Canopy over check-in table (sponsor provides)
- Table for promotional materials
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$1,500 SILVER SPONSOR

- Team of 4 shooters with cart
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$1,000 FIRST PLACE SHOOTER

- Placement of banner near the LAR check-in table (sponsor provides the banner)
- Table for promotional materials
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$1,000 FIRST PLACE TEAM

- Placement of banner near the LAR check-in table (sponsor provides the banner)
- Table for promotional materials
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$400 SECOND PLACE TEAM

- Table for promotional materials
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$200 THIRD PLACE TEAM

- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$250 LONG BIRD SHOOT

- Business name/logo at the Long Bird Shoot station
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$500 CART SPONSOR

- Business name/logo on all tournament carts
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$300 SCORECARD SPONSOR (1 AVAILABLE)

- Business name/logo on the front of the scorecard
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$200 BEER SPONSOR

- Business name/logo on beer table
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

WATER/BEVERAGE SPONSOR (IN KIND) PROVIDE DRINKS FOR UP TO 120 PEOPLE

- Business name/logo on the front of the scorecard
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

\$200 STATION SPONSOR

- Business name/logo on one station on the course
- Business name/logo on all event advertising (newsletter, social media, website, and at the event)

PAYMENT METHOD:

- ☐ CHECK
(MAKE PAYABLE TO LAR)
- ☐ CASH
- ☐ CREDIT CARD
(CALL LAR TO PAY OVER THE PHONE)

CONTACT NAME: _____

COMPANY NAME: _____

PHONE: _____

EMAIL: _____

RETURN FORM TO LAR:
MEMBERS@LUBBOCKREALTORS.COM
LAR, 6510 70TH STREET LUBBOCK, TX 79424

August 1-11 Membership Changes

REALTOR® Membership Applications*

Amanda Vick, Amy Tapp Realty
Andrew Rangel, eXp Realty LLC
Dane Hensley, eXp Realty LLC
Liliana Hernandez, Keller Williams Realty
Marco Jimenez, Keller Williams Realty
Jason Wood, Madewell Real Estate Company
Matt Wolfe, Keller Williams Realty

Transfers

Benny Gutierrez, eXp Realty LLC, to Fathom Realty
Jennifer Taylor, Brookshire & McMinn, Brokers, to Madewell Real Estate Company
Sam Meador, McDougal, REALTORS, to Keller Williams Realty
Luke Bradshaw, eXp Realty LLC, to Keller Williams Realty
Jim Archer, Amy Tapp Realty, to Steadfast Realty, LLC
Anna Purdue, Amy Tapp Realty, to Steadfast Realty, LLC

Cancellations

Emily Stahl, klm Real Estate
Ignacio "Nacho" Cano, West Sage, REALTORS

Miscellaneous Changes

Jack French reinstated with TechTown Realty
Marcus Tamplen, Minnix Property Management, change to MLS member

Thank you to our 2021

PRIME BUSINESS PARTNERS





Members of the United Way Campaign Committee gathered at LAR to participate in the annual United Way phone bank.

They called LAR members and asked them to help us meet our goal by making a pledge. The phone session raised over \$6,000 towards our 2021 goal.

The money LAR members donated is used by the United Way to help its 23 partner agencies. And \$.99 of each dollar stays locally to help Lubbock families.

Click [HERE](#) to make your 2021 United Way donation.



United Way Campaign Fundraising Tips



Soup Potluck

Have employees sign up to bring their favorite soup or bread. Set up at lunch time and charge participants fees for a bottomless bowl to try one or all!



Charge Late Fees

Employees who arrive late for meetings, or any other tardiness, pay a fee to be donated to United Way.



MLS Matters

Customizing IDX publishing fields

What does IDX, VOW and AVM stand for and how do they affect my listings?



VOW — Virtual Office Website

AVM Automated Valuation Model

IDX — Internet Data Exchange

- Do you have a client who wants their property on the MLS but doesn't want the address displayed?
- Does your client want to keep their listing off the internet but still searchable?

Customizing your IDX publishing fields might be the answer.

[Click here to learn more about IDX, VOW and AVM.](#)

Thank you to our 2021

**PLATINUM BUSINESS
PARTNER**



Spirit
MORTGAGE



New Waitlist Feature Available on ShowingTime

S ShowingTime's New Waitlist Option Can Help You Access Popular Listings. Are you having trouble finding an available time to book a tour for a popular listing?

With ShowingTime's new Waitlist feature, you can opt in to receive an alert when a new time opens up.

Learn more about it [HERE](#).



Did you know LAR has an



MLS

Tips and Tricks

YouTube playlist?

Click here to check it out

SEPTEMBER
MLS FORUM

Thursday, September 2
9 a.m.

Alliance Credit Union
6219 TX-327 Spur

Classes and Events

TREC Legal Update 1

Monday, August 16

1 p.m. to 5 p.m.

Click [HERE](#) to register

TREC Legal Update 2

Tuesday, August 17

1 p.m. to 5 p.m.

Click [HERE](#) to register

Free CE - Learning to Love Affordable Housing

Tuesday, August 17

10 a.m. to 11 a.m.

This class is FREE but you must Click [HERE](#) to register

August Membership Luncheon

Thursday, August 26

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

Click [HERE](#) to register

TREPAC Sporting Clay Shoot

Friday, August 27

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

Click [HERE](#) to register

25 Real Estate Marketing Principles

Thursday, September 2

10 a.m. to Noon

Click [HERE](#) to register

Let the Seller Beware: 32 Buyer outs in Texas

Wednesday, September 8

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

Click [HERE](#) to register

NAR Code of Ethics

Tuesday, September 14

1 p.m. to 4 p.m.

Click [HERE](#) to register

The Forms you Need to Know

Tuesday, September 21

9:30 a.m. to 12:30 p.m.

Click [HERE](#) to register

Free CE - Using Texas REALTORS Market View in your Business

Monday, September 27

1 p.m. to 2 p.m.

This class is FREE but you must Click [HERE](#) to register

GRI Marketing - Business Skills

October 11-14, 2021

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

Click [HERE](#) to register



TREC Legal Updates 1 & 2

Monday, August 16 and Tuesday, August 17, 1 p.m. to 5 p.m.

Click [HERE](#) to register

Did you know that as a license holder you have legal requirements and regulations for engaging in the real estate business?

Perhaps you also belong to a trade association connected to the real estate business that has a code of conduct and you see that as a requirement for engaging in the business. There is more to your requirements than a trade association expectations.

It is every license holder's responsibility to know and operate under the current laws applicable to their license. The course covers the requirements Texas law places upon all license holders regarding ethical conduct when facilitating a real estate transaction.

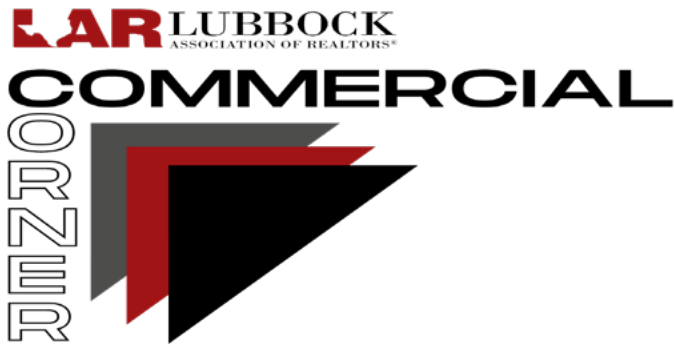


Ready to rock? C2EX can help you take it to the next level.

Amp up your career at C2EX.realtor

 **NATIONAL ASSOCIATION OF REALTORS®**





July 2021 Commercial Market Insights

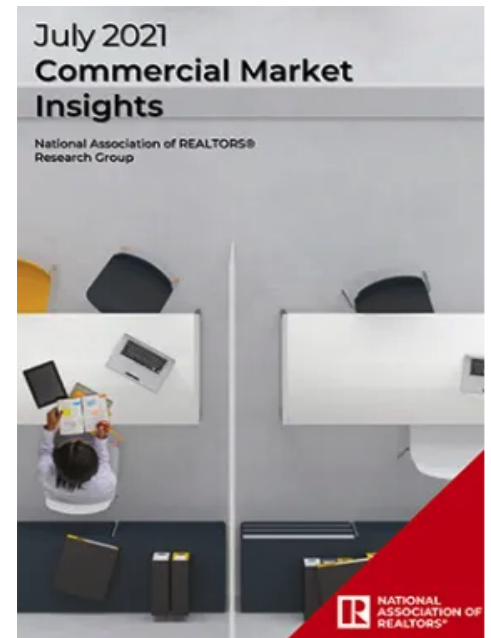
Sustained job creation, more consumer spending, and the continuing return of the workforce to the office underpinned the commercial real estate market's recovery across all property sectors in the first half of 2021.

Barring a major resurgence of coronavirus cases arising from the Delta variant that could lead to another economic shutdown, NAR Research anticipates that sales and commercial leasing will continue to expand in 2021 and more strongly

in 2022.

However, given the large loss in office occupancy and the office construction in the pipeline, the office vacancy rate will likely continue to remain elevated at the current level throughout 2022.

Click
HERE
to download the report



\$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**



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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.