



Final Membership Meeting for 2020

The final Lubbock Association of REALTORS® Membership Meeting will be held virtually on Thursday, December 17 from Noon to 1 p.m.

In addition to getting updates about current happenings at LAR, meeting guests will also hear about:

- The 2021 budget presentation by 2021 Secretary/Treasurer Donna

Sue Clements

- An update on the new LAR office building and Training Center by outgoing 2020 President Ken Harlan
- \$1,000 in CASH will be given away to attendees (must be present to win)

Although this year has been odd, we want to end 2020 on a high note! Please register by clicking [HERE](#) for this free event.

What's Inside

Page 4

2021 Award Nominations

Nominate your picks for REALTOR of the Year and the Pinnacle Award.

Page 7

Legislative Update w/ Sen. Perry

Learn more about the upcoming 2021 Legislative session

Page 9

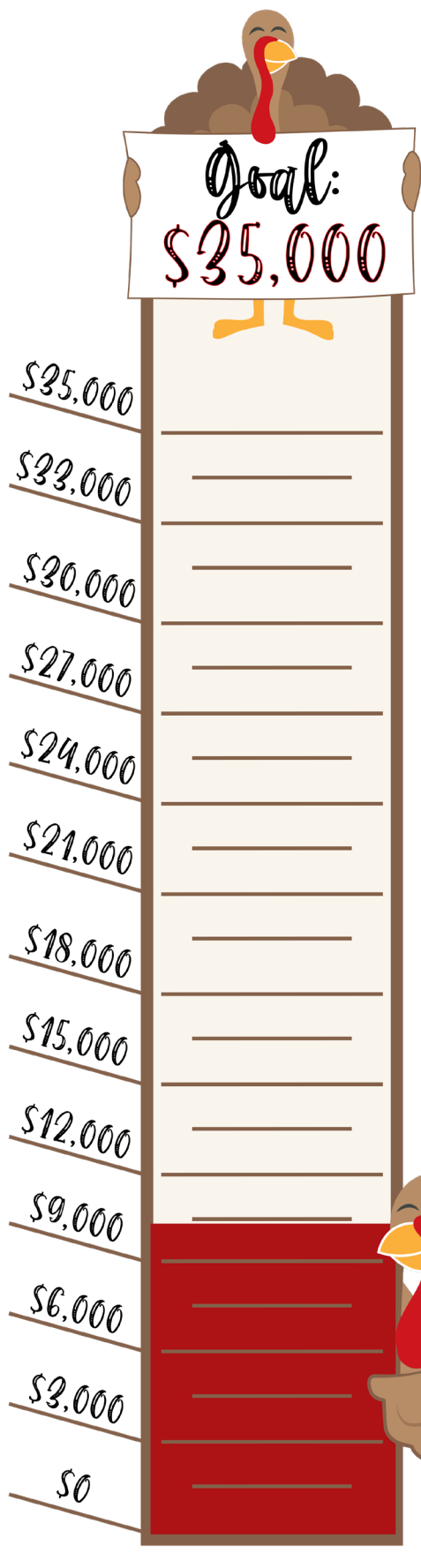
2021 Dues Billing

2021 dues billings have gone out. Pay yours early and avoid late fees!

Page 10

Commercial Corner

The Texas economy is on the rise according to the Texas Quarterly report

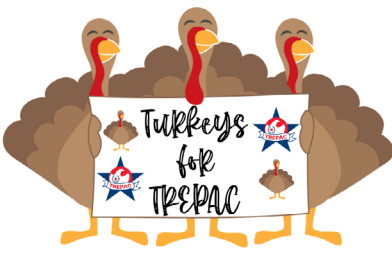


Turkeys for TREPAC



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





YES! I WANT TO MAKE AN INVESTMENT OF:

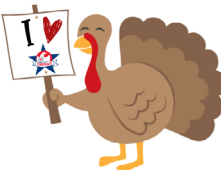


☐ \$35 ☐ \$110 ☐ \$250

PAYMENT METHOD: ☐ CHECK (MAKE 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

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

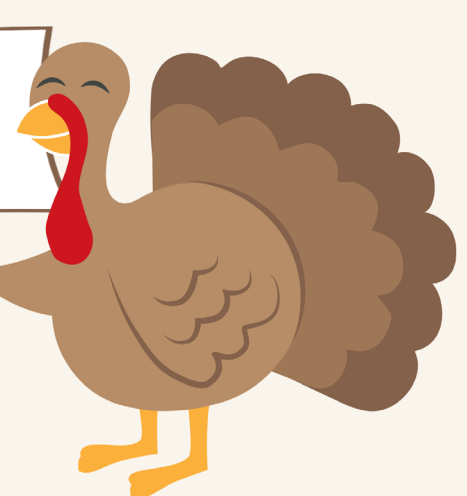
806-795-9533

The deadline to invest is Dec. 12

- | | | |
|------------------------|---------------------------|---------------------|
| • Dilyn Addis | • Tim Grissom | • Jeff Prather |
| • Josh Allen | • Kelly Harp | • Brent Preston |
| • Dewayne Askins | • Max Hector | • Landon Quigley |
| • Jeremy Backus | • Amie Henry | • Jennifer Randall |
| • Justin Backus | • Amanda Hernandez | • David Rayburn |
| • Susan Backus | • Karen Higgins | • Jeremy Reed |
| • Wayne Backus | • Rose Hoeve | • Brenda Roberts |
| • Zac Backus | • Hacey Hughes | • Amanda Robertson |
| • Jack Bains | • Denae Hutson | • Jared Robertson |
| • Diane Barnett | • Michael Hutton | • David Rogers |
| • Lindsey Bartley | • Jaclyn Jolley-Valentine | • Lia Saa |
| • Stuart Bartley | • Clint Jones | • Ruan Samuels |
| • Stephen Bearden | • Sarah Jones | • Becky Seaman |
| • Becky Boggs | • Nathan Jordan | • Winn Sikes |
| • Larry Boggs | • Karisa Langley | • April Sizemore |
| • Amber Bolen | • Han Li | • Heather Smith |
| • Sarah Boling | • Eddie Maddox | • J. Larry Smith |
| • Kim Burrous | • Lori Manning | • Stacy Smith |
| • Aldo Chavira Marquez | • Terry Manz | • Teresa Smith |
| • Donna Sue Clements | • Brooke McCormick | • Andrea Sturdivant |
| • Jef Conn | • Mary McGuire | • Kendra Sutherland |
| • Autumn Crawford | • Russell McGuire | • Marie Talkmitt |
| • Coby Crump | • Trina Meadows | • Nate Tauferner |
| • Sherri Cypert | • Velma Medina | |
| • Eve Darling | • Glenda Mercer | |
| • Rusty DeLoach | • Cookie Meredith | |
| • Laci Demster | • Gerald Miller | |
| • Rose Donaldson | • Lynn Miller | |
| • Brenda Dunlap | • Marsha Moore | |
| • Bill Evans | • Randy Mulsow | |
| • Lilian Flores | • Bob Muzyka | |
| • Chad Fortenberry | • Kristy Navarrette | |
| • Leslie Francis | • Mark Oatman | |
| • David Fuller | • Steve Parker | |
| • Janet Garrett | • Debora Perez-Ruiz | |
| • Mike Garrett | • Roy Phelps | |
| • Cayson George | • Makala Pinkston | |
| • Joseph Ghandour | • Stacie Polozola | |

2020 Turkeys for TREPAC Investors

- Thompson, Kerri
- Pam Titzell
- Landon Turner
- Wayne Walton
- Kathy Whatley
- Cole Whisenhunt
- Robert Whitfield
- Cindy Wilkinson
- Dan Williams
- Joe Williams
- Keeli Wilson
- Heather Womack
- Rania Zeitouni
- Lynn Zickefoose



2020 REALTOR® OF THE YEAR & PINNACLE AWARD NOMINATIONS

Nominations are being sought for the REALTOR® of the Year and Pinnacle Award.

The REALTOR® of the Year is awarded annually to REALTORS® who have most recently exhibited exemplary dedication and service to the REALTOR® profession.

The Pinnacle Award is only awarded to those REALTORS® with a long history of service to the Association and the REALTOR® profession.

The last 5 recipients of these awards are not eligible.

REALTOR® OF THE YEAR

- Member of the LAR for at least five (5) consecutive years
- Actively served on at least five (5) committees
- Chaired at least one (1) committee
- Involved in civic and community activities
- Engaged in the Texas and/or National Association of REALTORS®
- Has earned at least one (1) professional designation
- Exemplifies a cooperative spirit toward fellow REALTORS®
- Has a reputation for professionalism - exemplifies the Code of Ethics
- Significant TREPAC investment history.

PINNACLE AWARD

- Member of the LAR for at least ten (10) consecutive years
- Actively served on at least ten (10) committees
- Chaired at least four (4) committees
- Served at least one (1) term as a director of the LAR
- Involved in the Texas and National Association of REALTORS®
- Has earned at least one (1) professional NAR Designation (ABR, CCIM, CRS, GRI, etc.)
- Exhibits leadership in the community and civic activities
- Has a reputation for professionalism - exemplifies the Code of Ethics
- Significant TREPAC investment history.

Nominations
due by
December 12

REALTOR® *of the Year*

Waymon Mulkey	1963	Leona Webb	1992
Jack Kastman	1964	Jack Chapman	1993
Harold Chapman	1965	Linda Chapman	1994
Jeff Wheeler	1966	Herbie Vannoy	1995
Egie Crozier	1967	Margaret Williams	1996
David Osborn	1968	Digi Fry	1997
Les Proffitt	1969	Cheryl Isaacs	1998
Ron Wright	1970	Matt Ratcliffe	1999
Kitty Harrelson	1971	Kay Key	2000
Nelson Pierce	1972	Donna Thetford	2001
Margaret Williams	1973	Bobby McQueen	2002
Darryl Berry	1974	Emily Ratcliff	2003
Johnny Gamble	1975	Gayle Ninemire	2004
Bill Stinson	1976	Linda Gaither	2005
Martha Farmer-York	1977	Sue Dickson	2006
Suzanne Murphy	1978	Howard Halford	2007
Bob Johnson	1979	Tony Lloyd	2008
Bobby McQueen	1980	Celeste Patterson	2009
Patsy Nicholas	1981	Rusty DeLoach	2010
Larry Crisler	1982	Ann Kearney	2011
Louise Knoohuizen	1983	Debora Perez-Ruiz	2012
Ernesteen Kelly	1984	Coby Crump	2013
Andrea Bell	1985	Mary Ann Grafft	2014
Carolyn Sandefur	1986	Nancy Rawls	2015
Cheryl Isaacs	1987	Ken Harlan	2016
Linda Ferguson	1988	Charlie Kearney	2017
Winn Sikes	1989	Jef Conn	2018
Beverly Albin	1990	Jacky Howard	2019
Tim Garrett	1991		

PINNACLE *Award*

Pat Garrett	1963	Ernesteen Kelly	1992
Carroll Berryman	1964	Johnny Stringer	1993
Glenn Antwine	1965	Chris White	1994
Dale Dillingham	1966	Don Osborne	1995
Doug Howell	1967	Harold Chapman	1996
Brownie Brownlee	1968	Winn Sikes	1997
Leroy Land	1969	Louis Murfee, Jr	1998
Lee C. O'Neil	1970	Buddy Baron	1999
Jim Horton	1971	Nita Kiesling	2000
Buddy Barron	1972	Pat Garrett	2001
Jack McQueen	1973	Linda Ferguson	2002
Don Harris	1974	Joe Murfee	2003
Egie Crozier	1975	Carolyn Sandefur	2004
Glenn Antwine	1976	Brownie Brownlee	2005
Don Osborne	1977	John Walton	2006
Brownie Brownlee	1978	Cheryl Isaacs	2007
Darryl Berry	1979	*None*	2008
Jess Stinson	1980	Aubry Bishop	2009
David Hewitt	1981	*None*	2010
Bill Stinson	1982	Bobby McQueen	2011
John Walton	1983	*None*	2012
Sid Shavor	1984	Gayle Ninemire	2013
Bobby McQueen	1985	Tim Garrett	2014
Nita Kiesling	1986	Kirk Schneider	2015
Joe Murfee	1987	Linda Gaither	2016
Suzanne Johnson	1988	Emily Ratcliff	2016
Rick Canup	1989	Tony Lloyd	2017
Martha York	1990	Ann Kearney	2018
Jim Riddle	1991	Rusty DeLoach	2019

Classes and Events

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

Virtual December Membership Meeting

Thursday, December 17
Noon to 1 p.m.
Click [HERE](#) to register

The Forms You Need to Know

Tuesday, January 8
9 a.m. to Noon
Click [HERE](#) to register

GRI: Contracts to Closing

Tuesday, February 2 thru Friday, February 5
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

New Member Orientation

Wednesday, February 10
8:30 a.m. to 1 p.m.
Click [HERE](#) to register



The Forms You Need to Know

Tuesday, January 8
Part 1 — 9 a.m. to Noon
Click [HERE](#) to register

This course reviews the most widely used TREC and TAR forms needed to conduct real estate transactions. Included are various sales contracts and a wide range of addendum. This course teaches the proper use and completion of these forms and provides a comprehensive view of the types of contracts available for use in real estate transactions. It will also cover how to handle updates and changes to contract forms, along with other related documents and addenda.

This purpose of this course is to familiarize the real estate license holder with the most current and commonly used forms in a residential real estate transaction. Will learn to understand and use the proper form(s) for different real estate transactions so that they effectively serve their client. The course intent is to provide insight on the importance of using correct form(s) to ensure a successful transaction for the agent and client.

This course qualifies as the TREC contracts class requirement for renewal.

Register by December 18 and save \$10



JOHN WALTON
EDUCATIONAL
FOUNDATION

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

Tonya's MLS Tips and Tricks

Learn more about quiet time in ShowingTime

Did you know you can change your "quiet hours" in ShowingTime?

By design, the system has built in quiet hours from 9 p.m. to 8 a.m. local time. During that time

ShowingVoice calls, SMS and Push Notifications from the app are "muted" and queued to be sent out in the morning (emails are always sent right away).

These requests are not 'held' but the notifications will not come through until

8 a.m. the following morning.

The good news is agents and sellers can adjust this setting if they would like. Agents can adjust this setting via their Agent setup under "Additional Preferences" as shown below:

ShowingTime
appointment center

Home > Messages > Showings > Listings > Contacts > Feedback > Reports > Help & Support > Traci Odom

Calendar Sync
Mass Add Listing Note
Resend Login

Buyer's Agent - Offer Preferences

Notifications on Offers I have Submitted

When an offer notification is sent : ☒ Email ☒ Text Message ☐ Call ☐ Push

Additional Preferences

Messages

New Message Notification : ☒ Email ☒ Text Message ☒ Call ☒ Push

MLS and Office Broadcasts

New Broadcast Notification : ☒ Email ☐ Text Message ☒ Call ☒ Push

Heads Up Notifications

Daily Summary Report : ☐ Email ☐ Text Message ☐ Call ☐ Push

Agent Communication

Send Notifications : ☒ 8am-10pm Only ☐ All hours

Be sure to pass along this information for your clients about this feature. Sellers can control this setting through their My Home account under the notification settings area:

Notifications Settings

Select how you wish to be notified.

☒ Email ☒ Text ☒ Call

Send Notifications
(For text messages and push only)

☐ Only between 8am - 10pm

☒ Anytime

If you need help with this feature or want more information, please reach out to Tonya Marley at LAR by calling 806-795-9533 or at mls@lubbockrealtors.com.



**This is your chance to be heard!
Bring your ideas and concerns
to the MLS Committee**

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. on the first Thursday of each month

There is no need to register, just show up! The next forum and committee meeting will be held on January 7th.

LUBBOCK ASSOCIATION OF REALTORS®



2021 LEGISLATIVE UPDATE

With Senator Charles Perry

Thursday, December 10 | 9 a.m. to 10 a.m.

CLICK HERE TO REGISTER



**OWN YOUR
PRESENT.
EMPOWER
YOUR
FUTURE.**

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off

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The CE Shop



December 1-7, 2020 Membership News

REALTOR® Membership Applications

(Subject to successfully completing Association Orientation)

Randy Sifuentes, Rosewood Realty
Vicki Blair, Amy Tapp Realty
Travis Toman, RE/MAX Lubbock

Transfers

Garrott Nalle, HouseChaser, to Our Texas Real Estate Group
Joe Hall, Jerry Kitten, Broker, to RE/MAX Lubbock
Joan Brown, HouseChaser, to Our Texas Real Estate Group
Vanessa Perez, RE/MAX Lubbock, to Aycok Realty Group, LLC
Lavene Vasquez, RE/MAX Lubbock, to Aycok Realty Group, LLC

Cancellations

Bobby Fisher, Exit Realty of Lubbock
Dick Van Hoose, Aycok Realty Group, LLC
Kristan Irby, Keller Williams Realty
Justin Koontz, klm Real Estate



2021 Dues Billing

Pay your state and national dues by December 31, 2020 to avoid late fees and other penalties. And don't forget to do your TREPAC Investment and donate to the John Walton Education Foundation.

2021 dues billing notices for state and national dues have been mailed and emailed out to each REALTOR® Member. The due date for dues is December 31, 2020. If dues remain unpaid after January 31, 2021, a \$50 late fee will be added to your dues billing and you will be inactivated on February 1, 2021.

If your dues and the late fee are not received within 10 business days, you will be subject to a \$50 reinstatement fee plus any back board dues.

If you have questions about 2021 dues billing, please contact Holly McBroom at 806-795-9533.



November 15, 2020

2020 OFFICERS

Ken Harlan
President

Teresa Smith
President Elect

Rich Eberhardt
Secretary/Treasurer

Vanessa Dirks
Chairman of the Board

2020 DIRECTORS

Cynthia Arriaga

Danny Clark

Donna Sue Clements

Jef Conn

Amy Cox

Coby Crump

Jacky Howard

Michael Hutton

Jacoby Madewell

Mark Nanny

Gary Owen

Jason Ratliff

Lisa Sellers

Chanda White

Association Executive

Cade Fowler

Dear fellow LAR Members,

Most of us would agree that it's good to see the end of 2020 on the horizon! While it may not be a year we want to repeat, as REALTORS®, we have been blessed to be deemed essential workers. I am hopeful that you will consider two opportunities we have blessed our community.

First, you can help the South Plains Food Bank with a \$35 TREPAC investment. All investments received from dues statements will be donated to the South Plains Food Bank through TREPAC. Just \$35 will provide 105 meals to those in need. The Food Bank has seen a 70% increase in food needs this year, and approximately 40% of these families have never needed Food Bank support before.

The second is a \$25 Education Foundation donation. These funds go to provide scholarships to full-time students attending Texas Tech University, Lubbock Christian University, Wayland Baptist and South Plains College through the John Walton Educational Foundation. In 2020, the Foundation was able to give seven \$1,000 scholarships and with your help, we can give even more in 2021!

The real estate market has been very good throughout this pandemic but many in our community are struggling. Let's use this opportunity to help those not as fortunate. I wish you all a safe and prosperous 2021!

Sincerely,

Teresa Smith
Lubbock Association of REALTORS®
2021 President

PAY ONLINE at www.lubbockrealtors.com. Log in, click on "Broker Pay Your Office Fees." Under Account Information, click on "Pay My Dues and Fees." Click on the box to the right of the invoice dated 11/15/20 to select, then click the "Choose Payment Options" button at the bottom.

Or, you may pay with check/money order made payable to LAR, 5015 Knoxville Ave, 79413. Exact cash payments are accepted as well.

Please call if you have questions regarding TAR/NAR dues statements, how to pay online or if you'd like to pay over the phone.

Thank you,
Holly McBroom
Administrative Assistant
Lubbock Association of REALTORS®

"To appreciate
the beauty of a

Snowflake

it is necessary
to stand out in
the cold."

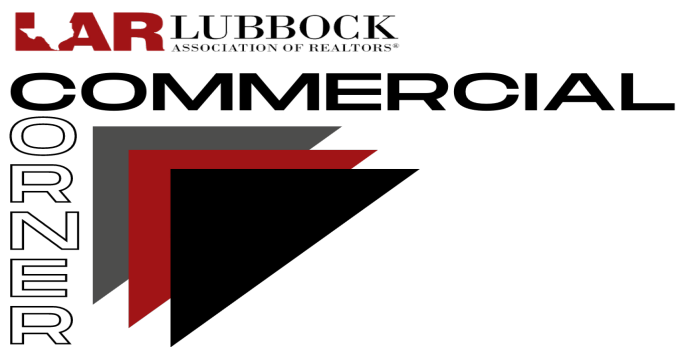
~ Aristotle

Lubbock Association of REALTORS®

New Member Orientation

Wednesday, February 10, 2021 | 8:30 a.m. to 1 p.m.

LAR LUBBOCK
ASSOCIATION OF REALTORS®



Texas Quarterly Commercial Report signals growth in Texas's economy

The Texas economy is on its way to recovery according to the Texas Weekly Leading Index, which increased the last week of November.

With an uncertain future in the face of the pandemic, the economy's pace is uncertain. Because of state wide COVID-19 related restrictions, the economy continues to be hindered, which means the pace of economic recovery is uncertain.

Read more from the COVID-19 Impact Projections on Texas's Economy report by clicking [HERE](#) or by downloading it below:



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

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 and information from LAR by
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 Lubbock Association of REALTORS®

 Lubbock Association of REALTORS®



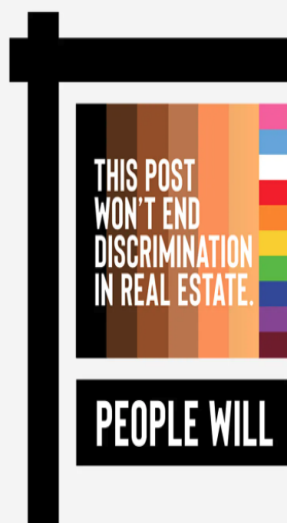
COVID-19 Impact Projections on Texas' Economy

(Based on data through Nov. 28, 2020)

Luis B. Torres
Research Economist



Dec. 7, 2020
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REALTORS® are members of the National Association of REALTORS®



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

Sign up by
December
12

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. Committee appointments run from January 1, to December 31, 2021.

• 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 LUNCHEONS

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 •

☐ KEYBOX FEASIBILITY TASK FORCE (LIMITED SPACE)

Examines the Association keybox vendor to address all business specialty needs.
MEETS AS NEEDED

☐ 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

☐ WEBSITE FEASIBILITY TASK FORCE (LIMITED SPACE)

Plans and implements LAR's campaign to provide new shoes to children in need for the school year.
MEETS AS NEEDED

NAME: _____
COMPANY: _____
EMAIL: _____
PHONE: _____

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

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.