



## Changes to Delivery of Option Fee

Changes to residential contract forms begins on April 1

**T**he Texas Real Estate Commission in November approved several changes to residential contract forms that go into effect April 1.

The biggest of these changes affects delivery of the option fee. The revised Paragraph 5 combines payment of earnest money and termination option in a single provision and calls for payment of the termination option fee to the escrow agent.

Texas REALTORS® has [published answers to frequently asked questions](#) about the changes to delivery of the option fee.

You can also see red lined versions of the approved form revisions at [texasrealestate.com](https://www.texasrealestate.com).



## What's Inside

### Page 4

#### JWEF Celebrates 40 Years

Show some love to the John Walton Ed. Foundation in February

### Page 5

#### Classes and Events

We've added many new classes to the LAR calendar. Check them out here!

### Page 6

#### MLS Tips and Tricks

Learn more about the newest member benefit Homesnap!

### Page 8

#### Commercial Corner

Warehouse leasing is up in the U.S. thanks to online retailers.

### Page 9

#### January Membership Stats

See who joined, who transferred and who left LAR in January.

# What is TREPAC?

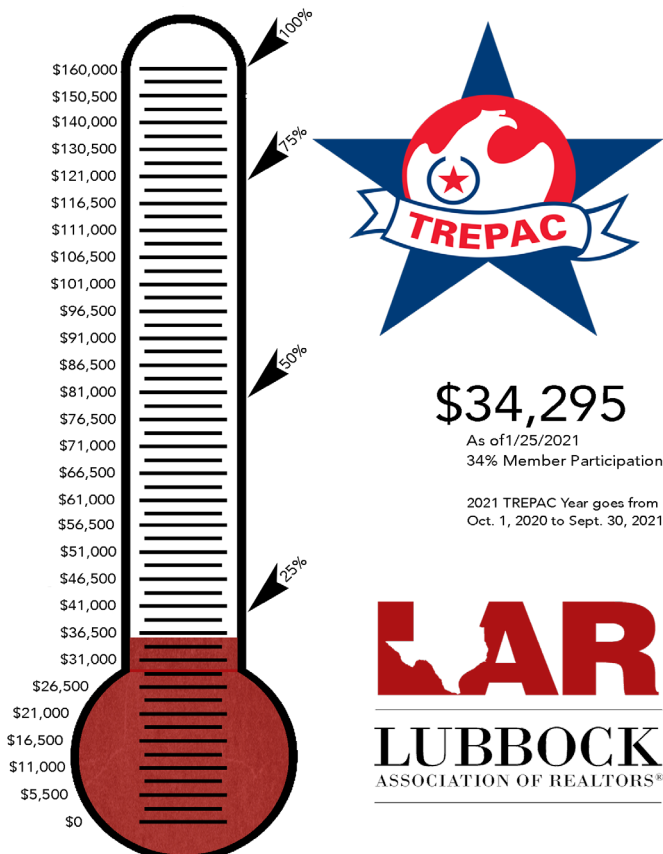
TREPAC is ESSENTIAL!

Throughout this pandemic, TREPAC helped ensure that real estate was categorized as an essential service so that you could continue to work – not just for you, but for your clients.

The mission of Texas REALTORS® Political Action Committee (TREPAC) is to raise and disburse funds to promote home ownership, protect real property rights, and increase political awareness.

If real estate is your profession, politics is your business. And no one protects the real estate industry and your bottom line like TREPAC-Texas REALTORS® Political Action Committee. TREPAC backs local, state, and national candidates and elected officials who have a proven track record of protecting private-property rights, preserving the dream of homeownership, and supporting the vitality of the real estate industry.

## 2021 TREPAC Fundraising Goal





# 2021 TREPAC

## Major Investors



### Platinum R

Jef Conn\*

### Golden R

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

### Crystal R

Donna Sue Clements\*\*  
Vanessa Dirks\*\*  
Teresa Smith\*\*

### Sterling R

Christine Covington	Cindi Lea
Rusty DeLoach	Vickie Noyola Al-Souki
Rich Eberhardt	Winn Sikes
Tim Garrett	Pam Titzell
Ken Harlan	Dan Williams*
Amie Henry	Andrea Sturdivant

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



Click here to

# INVEST IN TREPAC

# TREPAC Participation Levels

## RPAC Hall of Fame

RPAC Hall of Fame is awarded to members who have invested \$25,000 or more throughout their career as a REALTOR®. This is a lifetime award achievement.

## RPAC Major Investor Program

RPAC's Major Investor program consists of an elite and passionate group of REALTOR® investors who give a minimum annual investment of \$1,000 or more.

## RPAC Platinum R Member

A Texas REALTOR® investing \$10,000 or more in one year will be recognized as a Platinum R major investor. Individual members can then sustain their Platinum R status with an annual investment of \$5,000.

## RPAC Golden R Member

A Texas REALTOR® investing \$5,000 in one year will be recognized as a Golden R major investor. Members can then sustain their Golden R status with an annual investment of \$2,000.

## RPAC Crystal R Member

A Texas REALTOR® investing \$2,500 in one year will be recognized as a Crystal R major investor. Members can then sustain their Crystal R status with an annual investment of \$1,500.

## RPAC Sterling R Program

A Texas REALTOR® investing \$1,000 in one year will be recognized as a Sterling R major investor.

## Capitol Club

A Texas REALTOR® investing \$500 to \$999 in one year becomes a Capitol Club member.

## Lone Star Statesman

A Texas REALTOR® investing \$250 to \$499 in one year becomes a Lone Star Statesman.

## 110 Club Member

A Texas REALTOR® investing \$110 to \$249 in one year becomes a 110 Club Member.

## Participation Club Member

Any Texas REALTOR® investing \$35 to \$109 is considered a member of TREPAC.



Lubbock Association of REALTORS®

*New Member Orientation*

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

**LAR** LUBBOCK  
ASSOCIATION OF REALTORS®

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.

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

You can lead the way. Commitment to Excellence empowers you to enhance and showcase your high level of professionalism. It gives you an advantage in an increasingly competitive market and shows consumers you're committed to conducting business at the highest standard. Be committed to excellence.

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NATIONAL  
ASSOCIATION of  
REALTORS®



**\$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**





# Classes and Events

## GRI: Contracts to Closing

Tuesday, February 2 to Friday, February 5  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

## Pricing Strategies: Mastering the CMA

Monday, February 8  
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 R.S.V.P. by February 5

## TACS2: Introduction to Commercial Real Estate (Days 1 & 2)

Thursday, February 11 &  
Friday, February 12  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

## Get the Listing, Make the Sale

Tuesday, February 16  
9 a.m. to Noon

Click [HERE](#) to register

## TACS2: Introduction to Commercial Real Estate (Days 3 & 4)

Thursday, February 18 &  
Friday, February 19  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

## Understanding the Nature of Farm and Ranch Contract

Wednesday, March 3  
9 a.m. to 1 p.m.

Click [HERE](#) to register

## TREC Broker Responsibility

Tuesday, February 16  
9 a.m. to Noon

Click [HERE](#) to register

## What's Fair in Fair Housing?

Tuesday, March 9  
10 a.m. to Noon

Click [HERE](#) to register

## Commercial Sales Contract

Tuesday, March 9  
1 p.m. to 4 p.m.

Click [HERE](#) to register

## Accredited Buyer Representative Designation

March 10 & March 11  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

## TACS3: Real Estate Marketing and Negotiation (Days 1 & 2)

Thursday, March 11 & Friday, March 12  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

## The Aspiring Home Buyer


Tuesday, March 16  
9 a.m. to 1 p.m.

Click [HERE](#) to register

## TACS3: Real Estate Marketing and Negotiation (Days 3 & 4)

Thursday, February 18 &  
Friday, February 19  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register



# CE CLASS

## OF THE WEEK

### Get the Listing, Make the Sale

Tuesday, February 16  
9 a.m. to Noon

Click [HERE](#) to register

The most successful real estate presentations are researched, structured, and focused on the other party, the Client. As an agent creates and delivers a better presentation the client gains confidence, makes better decisions and builds a relationship that benefits all parties. This workshop teaches agents both the generic structure of the best client centered presentations and the application of that structure to the presentations specific to residential real estate transactions.

The course will train the license holder to develop preparation and communication skills for making listing presentations that create a climate of trust and build better client relationships. Provide client centered presentation techniques and how to apply them to specific real estate transactions. License holder will gain knowledge of property pricing, price adjustments and how to implement strategies that will close more sales.

## How Not to Accidentally Practice Law in Commercial Real Estate

Monday, February 22  
10 a.m. to Noon

Click [HERE](#) to register

# Tonya's MLS Tips and Tricks

Learn more about the newest benefit for LAR Members - Homesnap!

**T**his month's spotlight is on Homesnap!

If you missed the training webinar on Homesnap last Thursday, don't worry you can still watch it [HERE](#). You will still need to register for it, but it will play the recording of the training. We think you are going to REALLY like it! Some of the great features about Homesnap are:

- You can easily learn who is most likely to want to sell their home, the length of time the owner has been in their home, and lots of other features in the Heatmaps section
- Search by subdivision name, school boundaries, and lots of other MLS and non MLS fields
- You can take a picture of a house (on or off market) and get information about the house and

contact information for the owner

- And best of all you can email your clients to download the consumer app and it will automatically brand you as their agent

You can also create and save a search, and it will send you push notifications when new listings meet those search criteria. While you could always receive an email about the new listings for your

saved search, the ability to receive push notifications just rolled out on Thursday. Want MORE training? Just go into the Homesnap app, click on the Pro Agent button at the bottom, then scroll down to Homesnap Pro University to see tutorials, recorded webinars, printables, FAQ's, and even a list of upcoming live trainings.

And check out their blog for lots of interesting articles about the agent community, marketing insights, real estate tech, and LOTS of podcasts!



**February's virtual forum will be held on Thursday, February 4**

Learn more about the HomeSnap/CoStar buyout and how that will impact the Brokers Public Portal

CLICK HERE TO JOIN THE MEETING



"You will face many defeats in your life but never let yourself be defeated."

~ MAYA ANGELOU





## NAR launches program to help lead REALTORS® to the Road to Greatness

**T**For years, NAR heard from countless broker-owners that agents enter the business with excitement, which soon fizzles out due to the difficulties in managing complex day-to-day business operations.

Understanding this need to prevent new agent churn, Buffini & Company and NAR joined forces to provide a strong path of success for REALTORS®, especially those new to the field.

100 Days to Greatness®, unveiled at the 2020 REALTORS Conference & Expo, is a comprehensive, step-by-step training program designed for those looking to launch (or relaunch) their careers. The course will guide you through proven strategies and tactics to build a productive and profitable business.

Who's it designed for? The program is aimed at newer agents looking for a firm foundation, and those returning to the business after a hiatus. It's also perfect for seasoned agents who are ready to take their business to the next level.

What will you learn?

- Learn how to work by referral
- Build a vibrant database
- Use best practices to create clients

for life

- Gain the skills to close sales
- Learn how to handle their commissions
- Turn on-line leads into closed deals

What's in it for brokers?

This Program was designed to help brokers maximize retention efforts by ensuring new agents are well-trained from Day 1. Brokers who like to take a more hands-on approach have an option to lead their agents through the Program in a mentor/facilitator capacity.

Click [HERE](#) to learn more about the 100 Days to Greatness program and to register.



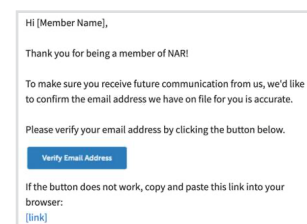
## Changes coming to NAR Member Database

**L**AR is will be switching to a new identification system called M1, which will replace the NRDS system.

To begin this process, before we go live with M1 at the end of January, NAR will be sending the verification to the current 1.4 million active Realtor/Realtor Associates in NRDS. These emails will be sent in batches of 100,000 per day and will begin on January 22, taking approximately two weeks for all of them to be sent.

The purpose of the emails are to make sure the member data used by local associations, state associations and national association is the most up to date and accurate information so we can all continue to deliver the best services and benefits to the members.

Here is what the email will look like:



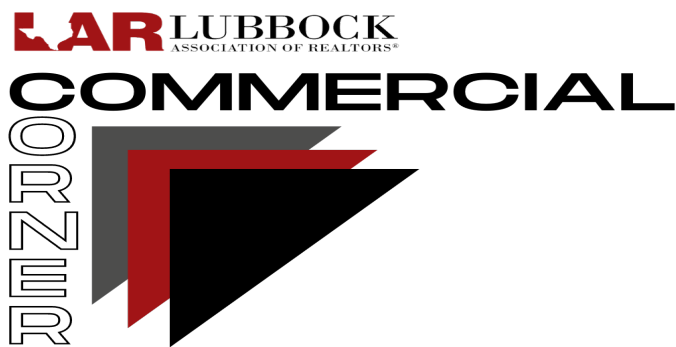
Included in the email will be a button (also as a link) that the member should click and once they do, they will see this screen:



And that's it. Once you click the link, the email will be verified and will be stored in M1.

Please contact LAR if you have questions about this change or need to update your contact information including your email.





## Growing E-Commerce Sales Drives Warehouse Leasing in U.S.

According to commercial property consultant Lee & Associates -- driven by pandemic-fueled e-commerce sales -- 2020 tenant expansion outpaced last year's total after a fourth-quarter surge in demand by companies seeking additional warehouse and distribution space to improve supply-chain efficiencies.

There was a net 99.2 million SF of industrial space absorbed in Q4 - the strongest quarter on record - and 203.7 million SF absorbed for the year, a 27% increase over 2019's net growth. An array of evidence supports the consensus that the lock down was an accelerator that gave several trends in commercial real estate a push.

Despite damage to the labor market, national and world economies, companies positioned for e-commerce have won a dramatically increased share of total sales. Consequently, skyrocketing online sales have intensified already-strong demand in key markets for big-box and last-mile distribution facilities.

Lee & Associates further reports record-setting inbound cargo is straining U.S. ports, and officials nationwide are steaming ahead with expansion plans. As the year ended, dozens of container ships were anchored off the Los Angeles-Long Beach port complex waiting weeks for berths and with more ships arriving daily. Amazon's growth represents 10% of all leasing volume, but Target, Walmart and a number of major general merchandisers were stepping up their leasing activity along



with Home Depot and others in the home improvement sector. Radial, a competitor to Amazon, leased a 760,000-SF building southwest of Atlanta.

Amazon, however, is planning development of a multi-story facility of some 3.8 million SF in Pflugerville, Texas. The industrial market's strength has not escaped the notice of developers as more than 330 million SF are under construction, a record, with 93 million SF getting underway in Q3. Since deliveries will slightly exceed current demand, the national vacancy rate will tick upward to more than 6% for most of 2021. About 180 million SF are slated for delivery in the first half of 2021. Major national distribution markets Dallas-Fort Worth, Atlanta, Lehigh Valley, PA, San Antonio, Austin, Phoenix and Southern California's Inland Empire counties of Riverside and San Bernardino have led the way in net absorption, says Lee & Associates.

Unlike leasing volume, sales remain below the record levels seen in late 2019 through the first quarter. Institutional investors as well as REITs and other public buyers, which continue to be attracted by the sector's strong performance, emerged as the only net buyers through the third quarter. Although private equity investors also were active through the summer months, private buyers and owner/users have been net sellers throughout the year. Transaction volume increased 30% in the third from Q2, reaching \$17 billion. Industrial's strong fundamentals notwithstanding, cap rates are expected to trend upward, and pricing momentum is anticipated to downshift from its prior year annual pace of 5% as investors and lenders grow more cautious and risk premiums widen.

Click [HERE](#) to see the original article.

# January 2021 Membership Statistics

## REALTOR® Membership Applications\*

LAR membership counts as of 01/31/21:

1484 — Total LAR Members  
 164 — Designated REALTORS®  
 1,248 — REALTORS®  
 41 — Appraisers  
 31 — REALTOR® Emeritus

MLS only participants/subscribers:

55 — MLS only Designated REALTORS®  
 34 — MLS only REALTORS®  
 15 — MLS only appraisers

Morgan Gates, Keller Williams Realty  
 Chase Head, West Sage, REALTORS  
 Teri Heinemann, 5 Point Star Realty, LLC  
 David Kern, Exit Realty of Lubbock  
 Eva Madrid, Eva Century 21 John Walton, REALTORS  
 Jim Cox, All Real Estate, LLC  
 Jennifer Loper, Kearney & Associates, REALTORS  
 Jon Hogg, Keller Williams Realty  
 Carla Holt, Keller Williams Realty  
 Kelly Tosi, Keller Williams Realty  
 Jenny Aranda, Andi Dunlap Realty  
 Eric Bennett, Century 21 John Walton, REALTORS  
 Agata Thompson, Keller Williams Realty  
 James Thompson, Keller Williams Realty  
 Kyle Goodnight, Exit Realty of Lubbock  
 Edward Sears, Cebu Realty Services  
 Mike Mendez, Keller Williams Realty  
 Matt Wheeler, Century 21 John Walton, REALTORS®  
 Becky Johnson, The WestMark Companies  
 Spencer Dickey, Exit Realty of Lubbock  
 Peaches Hurtado, Century 21 John Walton, REALTORS®  
 Reggie Garza, The WestMark Companies  
 Madison Garza, Masten Group, LLC  
 Liz Bennett, Exit Realty of Lubbock  
 Blake Duffendack, Exit Realty of Lubbock  
 Shaina Taylor, eXp Realty LLC  
 Heather Knowlton, Andi Dunlap Realty  
 Jason Davis, Century 21 John Walton, REALTORS  
 Jesse Heinrich, New Home Brokers  
 Blake Bartosh, Keller Williams Realty



## Transfers

Kortney Sharp, eXp Realty, LLC, to Keller Williams Realty  
 Kristy Combs, Exit Realty of Lubbock, to Aycok Realty Group, LLC  
 Ron McBee, HouseChaser, to Our Texas Real Estate Group  
 Kara Miller, eXp Realty, LLC, to Fathom Realty  
 Cathy Baxter, All Real Estate, LLC, to The WestMark Companies  
 Kelly Duncan, All Real Estate, LLC, to Amy Tapp Realty  
 Spike Wideman, Century 21 John Walton, REALTORS, to West Sage, REALTORS  
 Betsey Timmons, Keller Williams Realty, to Amy Tapp Realty  
 Brianne Stall, Keller Williams Realty, to Amy Tapp Realty  
 Kyle Viney, Keller Williams Realty, to Century 21 John Walton, REALTORS  
 Peggy Cooper, Integrity Real Estate Partners, to Our Texas Real Estate Group  
 Sandra Davis, Integrity Real Estate Partners, to Our Texas Real Estate Group  
 Leslie Huddleston, Better Homes and Gardens Blu Realty, to Keller Williams Realty  
 Zeta Ray, Westar Residential Realty, to Keller Williams Realty  
 Crystal Mott, Exit Realty of Lubbock, to eXp Realty LLC  
 Joe Webb, klm Real Estate, to Tech Terrace Real Estate

## Cancellations

Veronica Mills, eXp Realty, LLC  
 Bryan Boyd Agency, Bryan Boyd - representative  
 Allstate - Paul Willems, Ilona Downey - representative

Ethan Earhart, NextHome CORE Realty  
 Jessica Emery, Keller Williams Realty  
 Shea Edmonds, Day & Co.  
 Jessie Velasquez, Donna Dubose, REALTORS  
 Mikayla Grimes, Keller Williams Realty  
 Josh Galvan, All Real Estate, LLC  
 Gilbert Arredondo, All Real Estate, LLC  
 Stephanie Casco, Better Homes and Gardens Blu Realty  
 Marsha Moore, Exit Realty of Lubbock - license expired  
 Jonny Hutson, Real Estate Professional Consultants  
 Sarah Sherpa, Exit Realty of Lubbock  
 Michelle Inguanza, Mr. Realty Solutions, LLC  
 Shawn Haseloff, Keller Williams Realty  
 Jackie Daniel, Juan Borrás, Broker  
 Juan Borrás, Juan Borrás Broker  
 Beau Durham, Brady Collier, Broker  
 Tracy Phernetton, Keller Williams Realty  
 Vernie Moore, M. Edwards, REALTORS  
 Butch Dimaranan, Keller Williams Realty  
 Treyton Dunn, Keller Williams Realty  
 Terri Robinette, Keller Williams Realty  
 Brad Newton, Keller Williams Realty  
 Noah Sager, Keller Williams Realty  
 Tanner Head, Keller Williams Realty  
 Heather Hurley, Exit Realty of Lubbock  
 Brian Thomas, Exit Realty of Lubbock  
 Kerri Siau, NextHome CORE Realty  
 David Chapman, Better Homes and Gardens Blu Realty  
 Karolyn Davis-Gass, Location Rentals  
 Jay Leeson, McDougal, REALTORS  
 Brian Messer, Progressive Properties  
 Lexi Navarro-Dealba, Better Homes and Gardens Blu Realty  
 Roxanne Vanderbilt, West Sage, REALTORS

## Miscellaneous Changes

Jay Leeson, McDougal, REALTORS, change to non-MLS member  
 Tara McDougal, McDougal, REALTORS, name change to Tara Lashford  
 Joel Swan, McDougal, REALTORS, change to non-MLS member  
 Jessie Velasquez reinstated with Century 21 John Walton, REALTORS  
 Lane Dees reinstated with Tech Terrace Real Estate

\*Subject to successfully completing Association Orientation





## Listing Agents:

Don't enter  
**YOURSELF** as the  
**SELLING AGENT**  
unless you acted as  
the intermediary in  
the transaction



**HAS A NEW ADDRESS!**

**VISIT US AT  
6510 70TH STREET  
LUBBOCK, TX 79424**



### Lubbock Association of REALTORS® Staff

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## TEXAS EVICTION DIVERSION PROGRAM WEBINAR

WITH SPECIAL GUEST JUDGE JIM HANSEN

THURSDAY, FEBRUARY 11 | 9 A.M.



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REALTORS®  
6510 70th Street  
Lubbock, TX 79424  
P: 806-795-9533  
F: 806-791-6429  
[www.lubbockrealtors.com](http://www.lubbockrealtors.com)



Click [HERE](#) to join the meeting