



Show You're Proud to Call Texas Home

R A new real estate-themed license plate available to all Texas drivers proclaims that “Texas is Home.”

Not only does it express your Texas pride, it also supports affordable housing—\$22 of the \$30 fee for the plate supports the Texas REALTORS® Housing Opportunity Foundation.

The Texas REALTORS® Housing Opportunity Foundation is a 501c(3) charity that provides financial support to individuals and organizations that encourage homeownership opportunities across the state.

The foundation is funded through charitable donations and proceeds from the sale of these specialty license plates.

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The Texas Tech SBDA will present info about small business start up

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Commercial Corner

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[Get your “Texas Is Home” plate today through the Texas Department of Motor Vehicles here.](#)



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** ★

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

CORPORATE MAJOR INVESTORS

★ **Benchmark Mortgage** ★

City Bank Mortgage

Fairway Independent Mortgage

LBR Roofing

Lubbock National Bank

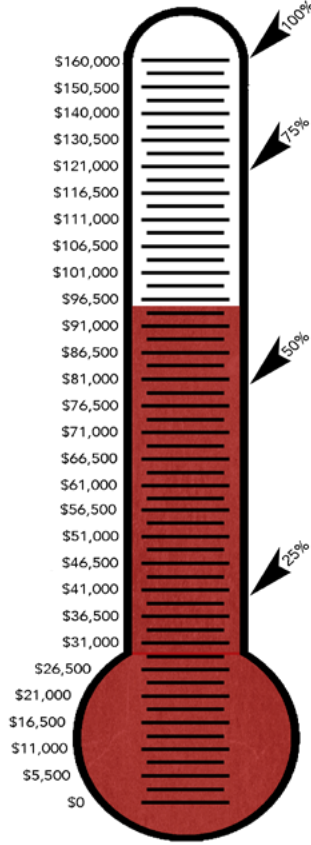
Peoples Bank


PrimeWest Mortgage

Texas Tech Federal Credit Union

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

2021 TREPAC Fundraising Goal






\$95,742

As of 6/28/2021
43% Member Participation

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



Click here to

INVEST IN TREPAC

SAVE THE DATE



TREPAC SPORTING CLAY SHOOT

Friday, August 27, 2021

LUBBOCK SHOOTING COMPLEX
1475 CR 1
(TAKE HWY 87 SOUTH TO CR 1)

Contact the Lubbock Association of REALTORS® for more information
806-795-9533



[Click here
to register](#)

Sponsored by:



TEXAS TECH UNIVERSITY * LUBBOCK

Join us for the July Membership Luncheon

Thursday, July 15 | 11:30 a.m. to 1 p.m.

Cotton Court Hotel

Tickets: \$12*

The Texas Tech Small Business Development Center will be presenting information on what they do and how they can help anyone in the Lubbock area that's considering starting a small business.

*Ticket price increase is due to increased venue and food costs

June 24-30 Membership Changes



LAR Membership count as of June 30, 2021

There was a 12.78 percent increase from June 2020

1,571 — Total LAR Members
1,330 — REALTORS®
168 — Designated REALTORS®
44 — Appraisers
29 — REALTOR® Emeritus

MLS Only Participants/Subscribers
68 — MLS Only Designated REALTORS®
53 — MLS Only REALTORS®
15 — MLS Only Appraisers

REALTOR® Membership Applications*

Thomas Turman, Keller Williams Realty
Amy Gage, Amy Tapp Realty
Callum Parnell, (transfer from HAR)
Keller Williams Realty
Caroline Dixon, NextHome CORE Realty
Taylor Kolle, Keller Williams Realty
Toni McCarty, (non-MLS) eXp Realty LLC
Angela Winegar, Taylor Reid Realty
Machelle Landrum, Keller Williams Realty
Baylee Owen, Keller Williams Realty
Eli Trejo, Coldwell Banker Trusted Advisors
Evan Reid, Keller Williams Realty
Patricia Toledo, Progressive Properties
Natasha Palmer, Keller Williams Realty
Armand Hernandez, Location Rentals
Tyler Talley, United Country Real Estate - M. Edwards Realty and Land
Matthew Smith, CORE Realty Group TX, LLC
Kim Cleveland, Amy Tapp Realty
Bekah Ayala, Hub City Rentals
Chayton Wagner, Exit Realty of Lubbock

Amy Wimmers, Taylor Reid Realty
Pearson, Macey Exit Realty of Lubbock
Clifton Beck, Century 21 John Walton, REALTORS
Mandy Kaufman, Coldwell Banker Trusted Advisors
Kelsey Palacios, Amy Tapp Realty
Jessi Ramos, Halley Road Real Estate
Jesse Guerra, Century 21 John Walton, REALTORS
Tony Huang, (non-MLS) Egenbacher Real Estate
Mary Lackey, Century 21 John Walton, REALTORS
Kaden Hadawi, Tech Terrace Real Estate
Daniel Hernandez, (non-MLS) Minnix Property Management
Ashley Trevino, Cameron Real Estate

Designated REALTORS®

Dees, Holly - Designated REALTOR
Holly Dees & Associates
Olson, Mark - Principle Appraiser Akrivis Real Estate Valuation Services
Nance, Sean - Designated REALTOR
Canzell Realty

Transfers

Jay Galea, eXp Realty, LLC, to Exit Realty of Lubbock
Amanda Hernandez, Progressive Properties to Keller Williams Realty
Crystal Kennell, Exit Realty of Lubbock to Keller Williams Realty
Jason Kennell, Exit Realty of Lubbock to Keller Williams Realty
Pilar Iglesias, eXp Realty to Fathom Realty
Laura Butcher, Mr. Realty Solutions, LLC, to eXp Realty LLC
Kerri Schoonvelt, Keller Williams Realty, to Madewell Real Estate Company
Alayna Abbe, Keller Williams Realty, to Madewell Real Estate Company
Andrea Bodine, Keller Williams Realty, to Madewell Real Estate Company
David Harrison, Exit Realty of Lubbock, to Aycok Realty Group, LLC
Kendra Harris, Exit Realty of Lubbock, to Aycok Realty Group, LLC
Jason Riebe, eXp Realty LLC, to Progressive Properties
Christina Walker, Keller Williams Realty, to

eXp Realty LLC
Elizabeth Welch, Berkshire Hathaway Homes Services Premier Properties, to Keller Williams Realty
Nicole Redman, The WestMark Companies, to Williams & Company Real Estate
Alyssa Britt, Location Rentals, to Progressive Properties
Yvonne Hernandez, eXp Realty LLC, to Mr. Realty Solutions
Cassie Bermea, Keller Williams Realty, to Canzell Realty
Shelby Peebles, Keller Williams Realty, to Madewell Real Estate Company
Micko Daniels, Exit Realty of Lubbock, to Our Texas Real Estate Group

Cancellations

David Deason, Keller Williams Realty
Rocky Boggan, Exit Realty of Lubbock
Jack French, TechTown Realty
Terry Scott, Exit Realty of Lubbock
Braxton Whittle, Coldwell Banker Trusted Advisors
Amber Brown, Amy Tapp Realty
Karolyn Davis-Gass, Location Rentals
Nina Paradoski, The WestMark Companies
Aleene Embry, Amy Tapp Realty
Mandy Kaufman, Coldwell Banker Trusted Advisors
Steve Almond, Berkshire Hathaway Home Services Premier Properties
Kendell Burton, Exit Realty of Lubbock
Angie Haney, Chaney Realty
Reed Harrington, Exit Realty of Lubbock

Miscellaneous Changes

Michelle Duran reinstated with Amy Tapp Realty
Mark Irwin reinstated with Exit Realty of Lubbock
Bryan Bjerke opened second MLS office - CORE Realty Group TX, LLC
Jeremy Dennis, The Sellers Realty, change to MLS member
Adam Finck reinstated with Keller Williams Realty
Madilyn Edwards name changed to Madilyn Smart
Mandy Kaufman reinstated with The WestMark Companies

Thank you to our 2021
**PRIME BUSINESS
PARTNERS**



Tonya's MLS Tips and Tricks

Rapattoni Issues and Fixes

Below are some of the most recent fixes to reported issues in the MLS. Please let Tonya know if something isn't working as intended.

- The Flood Zone layer in the Interactive Map has been fixed. The areas NOT in a flood zone do not have a color. The areas in a flood zone do have a color.
- The Subdivision layer in the Interactive Map has been fixed. For a few weeks most of this layer was missing. It is now back and in the Regional Boundaries section.
- The Speed Search is now working properly. Previously it would only allow MLS# or address searches.
- Square footage issues are now fixed. Previously the Sqft Source for Above Ground Sqft was not auto populating from Tax Data, Lot Size for Land listings did not display the correct number of acres, and there were multiple issues for Above Ground Sqft for Residential listings dating back to September 1, 2020.
- The Concession field for Rental listings is no longer required. The Concession field for all other property types is required and working as intended.
- Search Results Sort Order was not being retained after running a search, viewing a Listing Detail page, and clicking the "Back to List" link to return to the Search Results page. This issue has been fixed and the Sort Order is now retained as intended in this scenario.

Nominations open for 2022 LAR Officers and Directors

Nominations are being taken for the 2022-2024 Lubbock Association of REALTORS® Officers and Directors. The deadline to submit nominations is July 21.

Qualifications for Officers and Directors:

President Elect (Will automatically ascend to President in 2023)

- REALTOR® Member in good standing
- Holds a valid, active Texas real estate broker or salesman license
- Served at least one term as an

elected Director

Secretary/Treasurer

- REALTOR® Member in good standing
- Holds a valid, active Texas real estate broker or salesman license
- Served at least one term as an elected Director
- Served at least one term as a Member of the Finance Committee

Director

- REALTOR® Member in good standing
- Holds a valid, active Texas

real estate broker or salesman license

- REALTOR® Member of the Lubbock Association of REALTORS® at two years immediately prior to election and served as a member of a standing committee or task force

Email the individuals name and the position you are nominating them for to Cade Fowler at cadefowler@lubbockrealtors.com by July 21, 2021.

Classes and Events

Using Facebook in Real Estate

Monday, July 12
10 a.m. to Noon
Click [HERE](#) to register

July Membership Luncheon

Thursday, July 15
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

What's Fair in Fair Housing

Wednesday, July 21
2 p.m. to 4 p.m.
Click [HERE](#) to register

Agency and Your Fiduciary Duty

Tuesday, July 27
9 a.m. to 11 a.m.
Click [HERE](#) to register

New Member Orientation

Wednesday, August 11
8:30 a.m. to 1 p.m.
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

GRI Marketing - Business Skills

October 11-14, 2021
8:30 a.m. to 5 p.m.
Click [HERE](#) to register



GRI Marketing Business Skills

4 Day Course
October 11-14, 2021

Click [HERE](#) to register

You must attend all four days to receive credit.

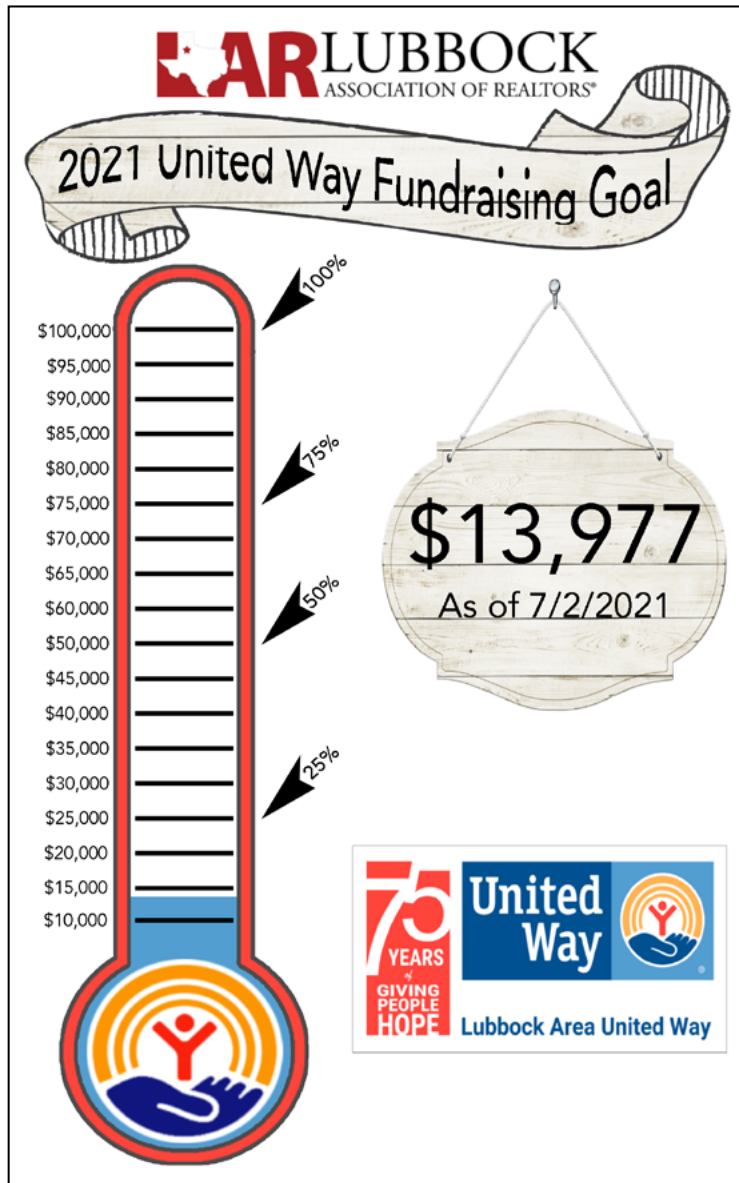
30 hours SAE credit, 10 hours CE credit

Earn the GRI Designation!

In today's competitive business environment, it often takes more than just motivation and initiative to succeed. Earning the Graduate REALTOR Institute (GRI) designation is a way to stand out to prospective home buyers and sellers as a REALTOR who has gained in-depth knowledge on technical subjects as well as the fundamentals of real estate.

For more information about earning the GRI designation or to access a TAR discount coupon (available to TAR members within two years of joining) click [HERE](#).





Congratulations to LAR's MLS Administrator Tonya Marley for earning her CMLX1 Executive Designation from CMLS, the Council of MLS. This designation recognizes Tonya's continued and ongoing training, mastering the core knowledge and skills associated with MLS and means she is in compliance with competency standards identified by professional peers.

Way to go Tonya!

JOIN UNITED WAY IN INSPIRING NEW STORIES EVERY DAY

Support more than 110,000 lives impacted annually by United Way and its Community Partners.

LAR LUBBOCK
ASSOCIATION OF REALTORS®

75 YEARS
GIVING PEOPLE HOPE

United Way
Lubbock Area United Way

Step 1: Open the camera app on your smartphone
Step 2: Face the camera towards the QR code
Step 3: Tap on the link
Step 4: Complete the form
Step 5: Make your gift

Give Now

Donate Win
to the Lubbock Area United Way for a chance to win fabulous prizes!

\$25 = 1 entry
\$115 = 6 entries

iPad
3 - \$500 cash prizes
3 - \$250 cash prizes

75 YEARS
GIVING PEOPLE HOPE

United Way
Lubbock Area United Way

Key Service Keybox Reminders

Did you know the last two pages of the MLS Rules & Regulations are for Key Service? This is where you will find information about:

- who can use the eKey app,
- who can check out a keybox,
- how to check out keyboxes,
- how much the deposit is, and six rules and procedures

If you have ever checked out a keybox you are probably aware of most of these rules already.

A summary of the six rules are below. Click [HERE](#) for the exact wording.

- Transferring keyboxes, and how deposits are handled
- Consequences
- The Extended Lease policy
- Why to return unused keyboxes

- Unrecoverable keyboxes
- Consequences for repeated keybox violations

Agents who joined the MLS on or after December 1, 2020 have an increased deposit for the first two years of membership, which is \$90 per box. For those who joined before December 1, 2020, keybox deposits remain at \$15 per box. After two years, agents may request to have the deposit drop to \$15 per box by emailing Key Service.

Rule F states if an agent is fined three times in a calendar year, the same rule that applies to agents who joined on or after December 1, 2020, will apply.

All MLS members have the option to pay \$90 to have an extended lease keybox, without incurring a fine. Extended lease boxes allow agents to keep specially marked boxes indefinitely.

They do not need to be returned or transferred. If the extended lease box stops working, it can be exchanged for a different extended lease box. If there is a keybox exchange, it can be exchanged just like any other box.

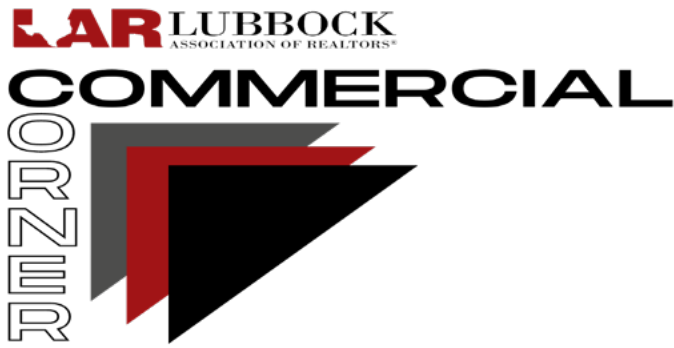
It is important to remember that paying the higher deposit rate is a deposit, not an extended lease. When paying the higher deposit rate, you still need to return or transfer the box in writing within 10 business days after the listing goes off market.

Finally, if you need to check out a keybox, please remember to email Key Service at keys@lubbockrealtors.com

If you have any questions about Key Service, including the above rules, please contact Key Service at 806-795-9533 or at keys@lubbockrealtors.com.



JEF CONN
 CANDIDATE FOR TEXAS REALTORS®
 SECRETARY/TREASURER 2023
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JCONN@CBCLUBBOCK.COM
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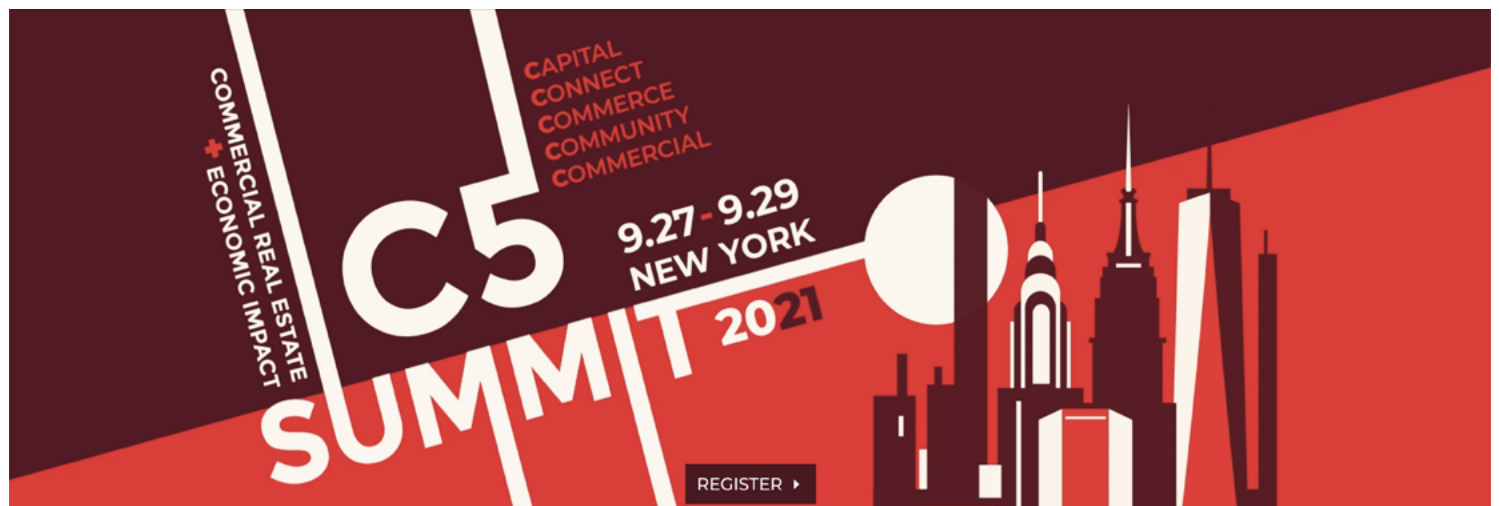
June 2021 Commercial Market Insights

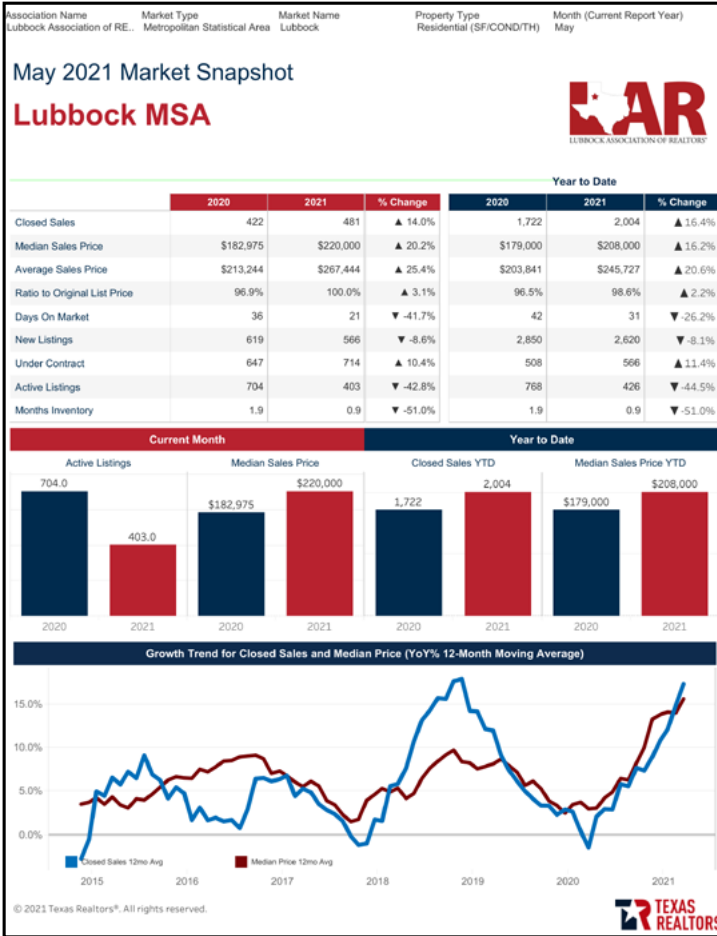
Commercial real estate continues to rebound after a tough 2020

The commercial real estate market continues to climb out from the economic fallout of the COVID-19 pandemic. Commercial real estate acquisitions during January through May 2021 rose 1% compared to one year ago as investors acquired multifamily properties, hotels, and seniors housing.

NAR Research anticipates that commercial transactions will continue to improve in 2021 and even more strongly in 2022, with the population practically vaccinated

by the end of summer 2021, as more businesses increase their operating capacity, travel resumes, more workers start heading back to the office, and consumers spend some of their savings on leisure and recreation and personal services.



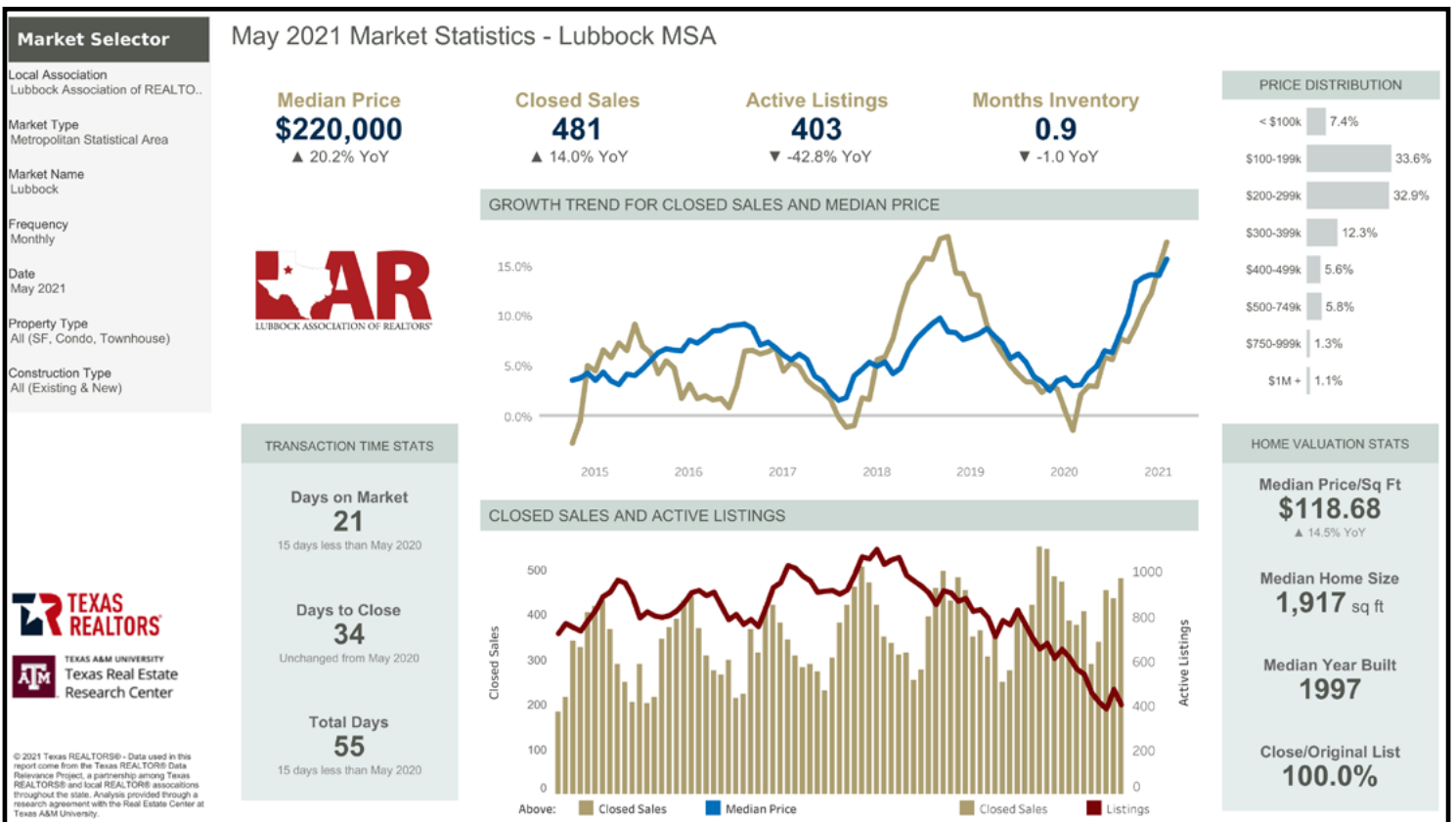


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NATIONAL ASSOCIATION OF REALTORS®



\$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**



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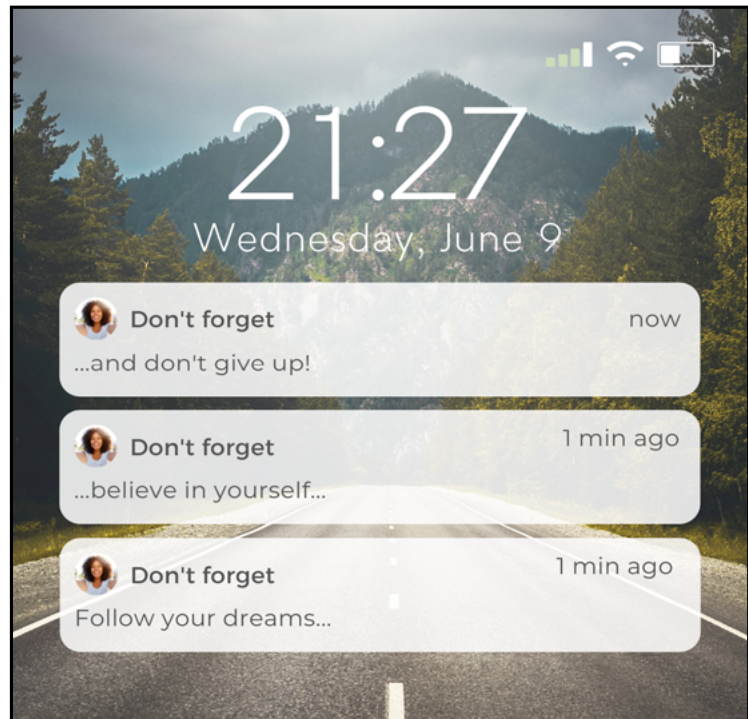
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TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS® Political Action Committee (TREPAC) and the Texas Association of REALTORS® Federal Political Action Committee (TAR 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.



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