



NEWSLETTER

Issue 2 | Vol 21 | June 2021

June 3, 2021



Work begins on LAR Training Center

he work has begun on the new LAR Training Center and it is estimated to take four months to complete. The Training Center is located directly across the parking lot from the LAR Office at 6514 70th Street.

Crews have been working on the renovation of the building for the past several weeks and are making steady progress. The front door has been removed and several loads of dirt have been brought in already.

Once completed, the Training Facility will feature three spacious rooms that can be combined to make one large room, a kitchenette and capacity for up to 150 people.

Hasco Commercial Construction is handling the renovation.

What's Inside

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May Membership Stats

See all the changes in LAR Membership during May.

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Homesnap Pro and Pro-

Learn more about Homesnap Pro and Homesnap Pro+

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News from ShowingTime

Learn more about how to manage overlapping listing appointments

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2021 United Way Campaigr

We had a strong start to the 2021 campaign! Help us hit our goal.

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Commercial Corner

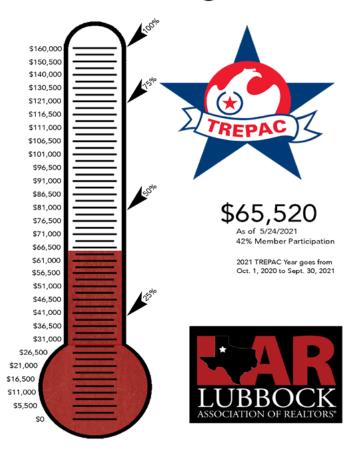
The May 2021 Commercial Insights report is now available





***** **INVEST IN** TREPAC *****

2021 TREPAC Fundraising Goal







RLUBBOCK

19TH ANNUA DOUBLE TEE **TOURNAMENT**

& Online Auction

MONDAY, JUNE 14

Hillcrest Country Club 4011 N. Boston

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.

Sponsorship Opportunities Available!

PROCEEDS BENEFIT AREA

Must register by June 8th!

May Membership Stats



LAR Membership count as of May 31, 2021

1,546 — Total LAR Members

1,302 — REALTORS®

172 — Designated REALTORS®

43 — Appraisers

29 — REALTOR® Emeritus

MLS Only Participants/Subscribers

65 — MLS Only Designated REALTORS®

50 — MLS Only REALTORS®

15 — MLS Only Appraisers

REALTOR® Membership Applications*

Jacqueline Fowler, Keller Williams Realty Rachel Castillo, West Sage, REALTORS Benny Gutierrez, eXp Realty LLC Jacob Goodner, West Sage, REALTORS Michalea Perez, Keller Williams Realty Tiray Simpson, Keller Williams Realty Mandry Cox, All Real Estate, LLC Ivana Hoh, Keller Williams Realty Xiamei Shu, All Real Estate, LLC Alicia Green, Location Rentals Stacie Patterson, Exit Realty of Lubbock Matt Jerome, Keller Williams Realty David Kopec, Progressive Properties Adriana Urquidi, eXp Realty LLC Meredith Wideman, W. REALTORS Uche Peter-Arorji, West Sage, REALTORS Pilar Iglesias, eXp Realty LLC Dan Joost, Progressive Properties J.E. Stone, Exit Realty of Lubbock Tanner Denney, Better Homes and Gardens Blu Realty

Ciara Frost, Keller Williams Realty Marisa Carrasco, Madewell Real Estate Company

Danny Bohnstehn, Exit Realty of Lubbock Kyndall Lemaire, Halley Road Real Estate

Designated REALTORS®

Andrea Sturdivant, Designated REALTOR L3 Brokers

Russel McGuire, Designated REALTOR Exit Realty of Lubbock

New Affiliates

Annabelle Guerrero - Representative AHG Roofing and Remodeling Remy Reeder - Representative Hub City Inspection Jared Watkins - Representative GreenWorks Inspections & Engineering

Transfers

Mark McMillan, Coldwell Banker Trusted Advisors, to NextHome CORE Realty Anne Clanton, Keller Williams Realty, to Madewell Real Estate Company Kaitlyn Thompson, Keller Williams Realty, to Madewell Real Estate Company Joe Webb, Tech Terrace Real Estate, to Locate Lubbock Real Estate, LLC Liz Merimon, Exit Realty of Lubbock, to Minnix Property Management Nena Patterson, Keller Williams Realty, to Madewell Real Estate Company Sarah Beard, Realty One, to Nest Finders Exit Realty of Lubbock change of Designated REALTOR - 136 transfers

Steve Owens, Progressive Properties, to Keller Williams Realty Cassie Bermea, RE/MAX Lubbock, to Keller Williams Realty Dan Schwertner, Keller Williams Realty, to Exit Realty of Lubbock Luke Cunningham, Wright Realty and Design, to Century 21 John Walton, REALTORS Ashley Weber, Progressive Properties, to Keller Williams Realty Courtney Bartosh, Keller Williams Realty, to Taylor Reid Realty Fil Martinez, RE/MAX Lubbock, to Brick & Loft Realty Cameron Winegar, Amy Tapp Realty, to Taylor Reid Realty Blake Bartosh, Keller Williams Realty, to Taylor Reid Realty Ellie Daneshfar, Keller Williams Realty, to Taylor Reid Realty

Miscellaneous Changes

Andrew Keaton, Keller Williams Realty, to

Madewell Real Estate Company

Christina Walker reinstated with Keller Williams Realty

Jim Davis reinstated with Brown Realty Shelli Echevarria, Keller Williams Realty, change from non-MLS to MLS member



M. Edwards, REALTORS name changed to United Country Real Estate - M. Edwards Realty and Land

Lubbock Lots and Land name change to L3 **Brokers**

Chase Head reinstated with West Sage, REALTORS

Andrea Sturdivant opened second MLS office, Locate Lubbock Real Estate, LLC Lance Marker reinstated with Heritage Real Estate Group

Jerrah Hamm reinstated with Heritage Real **Estate Group**

Summer Vardeman, Exit Realty of Lubbock, name change to Summer Caffey

James Peel reinstated with West Sage, **REALTORS**

Cathy Trevino, Side, Inc., set up branch office Nest Finders

George Shivers, Keller Williams Realty, change to non-MLS member Brian Nguyen, Keller Williams Realty, change to non-MLS member

Cancellations

Joe Hall, NextHome CORE Realty Ginger Barrett, Exit Realty of Lubbock Denise Mahurin, eXp Realty, LLC James Peel, West Sage, REALTORS

Mark Irwin, Exit Realty of Lubbock Kim Shafer, Exit Realty of Lubbock Michelle Duran, Coldwell Banker Trusted Advisors

Tommy Stallings, Coldwell Banker Trusted Advisors

Kathryn Colleran, Coldwell Banker Trusted Advisors

Zelda Cuevas, Anderson, REALTORS Anthony Rodriguez, Minnix Property Management

Kelly Tosi, Keller Williams Realty Jana Bessent, Keller Williams Realty Tera Tyner, LubbockHomes.info Destanie Gregory, Exit Realty of Lubbock

Thank you to our 2021

PRIME BUSINESS PARTNERS

















Tonya's MLS Tips and Tricks

How to claim your Homesnap Pro profile and get the most out of Homesnap

omesnap has some great features but are you taking advantage of all of them? Did you know you can get information about any home, whether its on the market or not, just by taking a picture of it? And soon you'll have the ability to see any attached documents on a property within the Homesnap app.

You can also brand yourself as your client's REALTOR® on the consumer version by sending them a simple link. That means when your clients receive information from Homesnap, it has your name and branding on it.

xxIf you haven't claimed your Homesnap Pro account, you need to. Not only are you missing out on a great tool to use in your business, there is a ton of great information on the Homesnap blog.

Although there is only one Homesnap app, there are three versions - a consumer version called Homesnap and for agents

Lubbock Agents
Love Homesnap Pro!

Homesnap allows
me to get
detailed info on
the go so I can
provide the best
service to my
clients!

homesnap Pro

there is the Homesnap Pro and the Homesnap Pro+ versions.

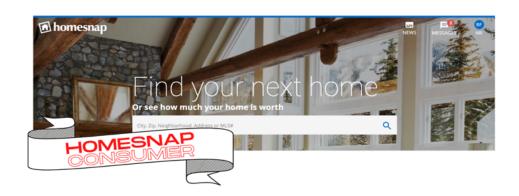
Homesnap is free for consumers to use. Homesnap Pro is free for agents. The Pro+ version does have a fee to use it. You can find out more about it by visiting homesnap.com. Once you login, click on Pro+ Upgrade to learn more about Homesnap Pro+.

New agents can claim their Homesnap Pro profile a couple different ways. Homesnap will send you an email with a link to claim your profile a couple of weeks after you join LAR. You can also visit the Homesnap app and claim your profile manually. Please make sure you're claiming your Homesnap Proprofile and not a consumer profile.

If you have already downloaded the app and do not see the Pro Agent button at the bottom right of the screen contact MLS Administrator Tonya Marley at 806-795-9533 for help.







News from ShowingTime

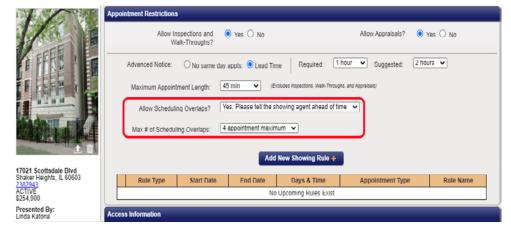
New Listing Configuration Setting: Set A Maximum Allowance of Overlapping Appointments

Do you allow overlapping appointments on your listings? If so, ShowingTime's new setting will allow you to control how many overlapping appointments can occur on the same listing during the same time slot to help you better manage the number of people at a property during a given time.

Agents and offices can set a maximum number of overlapping appointments in their profiles as a default for all new listings.

Options include 2-10 appointment maximum as well as no overlap limit. This number can also be adjusted at a per-listing level, which will override the default setting, as long as the listing is set to allow overlapping appointments.

Once the maximum number of overlapping appointments have been



scheduled for a time slot, that time will show as blocked/unavailable on the scheduling calendar. However, the listing agent still has the option of scheduling on behalf of another agent in that time slot.

Also, if enabled by the listing agent, buyer's agents will see a pop-up letting them know that other showings are scheduled at the same time they are requesting and can either choose a different time or

continue scheduling.

This gives buyer's agents a heads up so they know what to expect at the showing and can inform their clients.

For more information and step-by-step instructions on setting overlapping appointment maximums, click HERE.







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





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



Register for the TREPAC Virtual 5k

REPAC is holding its 2nd Annual Run, Walk, Ride to the Finish Line event and the LAR has created a team!

Sign up for our team, the "Lubbock-or-Leave-It Lopers" here.

Your registration goes towards your 2021 TREPAC investment (and our total) and you get a t-shirt.

We're challenging Amarillo to have the most people sign up. You can also register your significant other and children that are 18+!



Classes and Events

Money Matters: Finance and Negotiation

Thursday, June 3 8:30 a.m. to 5 p.m Click <u>HERE</u> to register

June MLS Forum

Thursday, June 3 9 a.m. to 10:30 a.m. Click <u>HERE</u> to register

NAR Code of Ethics

Wednesday, June 9 1 p.m. to 4 p.m. Click <u>HERE</u> to register

TREPAC Double Tee Golf Tournament and Online Auction

Monday, June 14 7:30 a.m. to 5 p.m. Click <u>HERE</u> to register

Seller Representative Specialist Designation

Thursday & Friday, June 17-18 8:30 a.m. to 5 p.m. Click <u>HERE</u> to register

June Membership Luncheon

Thursday, June 17 11:30 a.m. to 1 p.m. Click <u>HERE</u> to register

TREC Legal Update 1

Monday, June 21 9 a.m. to 1 p.m. Click <u>HERE</u> to register

TREC Legal Update 2

Monday, June 28 9 a.m. to 1 p.m. Click <u>HERE</u> to register

Real Estate Hot Topics: Don't Get Burned!

Thursday, June 24 Noon to 3 p.m. Click <u>HERE</u> to register

TREC Broker Responsibility

Tuesday, June 29 9 a.m. to 4 p.m. Click <u>HERE</u> to register

The Forms You Need to Know

Thursday, July 1 1 p.m. to 4 p.m. Click <u>HERE</u> to register

Defining Your Unique Value Proposition

Friday, July 9 10 a.m. to Noon Click <u>HERE</u> to register

Using Facebook in Real Estate

Monday, July 12 10 a.m. to Noon Click <u>HERE</u> to register





Real Estate Hot Topics: Don't get Burned!

Thursday, June 24 Noon to 3 p.m.

Click **HUNE** to register

This session examines current hot issues based upon changes in guidelines, policies, and procedures from TREC, TAR, state, and/or or federal sources.

Potential topics include RESPA changes and how they affect current transactions; changes in licensing laws, including adult education; how to properly price their listings, negotiate price reductions, and effectively close reluctant buyers.

Knowing how to handle these issues will help agents raise the bar in terms of customer service, agent reviews, conflict resolution, and risk management.

Celebrating Timeless Moments National Homeownership Month





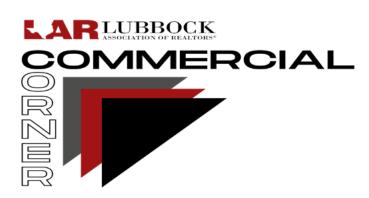




#OwnersandNeighbors

ALLIANCE







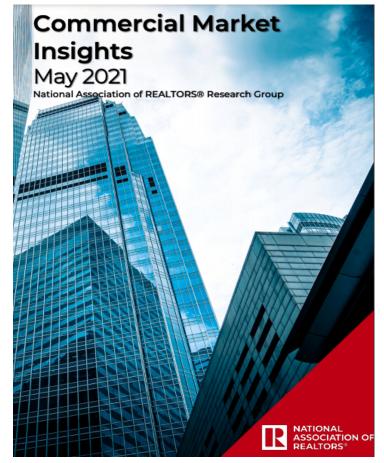
May 2021 Commercial Market Insights

ear-to-date through April 2021, commercial transactions were 10% below the level one year ago. Commercial real estate prices continue to firm up, but valuations were still broadly down by 5% in April compared to January 2020.

Secondary/tertiary cities and the suburban areas are still outperforming the primary cities. On a year-over-year basis, apartment rents and office rents are still below pre-pandemic levels in San Francisco, Seattle, New York, and Washington DC . However, apartment rents are rising in 95% of metro areas given the tight supply of housing, owned and rented.

E-commerce and the accelerated use of technology during this working-from-home period has been the growth driver for industrial properties and non-core assets like data centers.









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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Celebrating 40 Years of Scholarships

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