



Have you visited Fairhaven yet?

Complete the course for a chance to win CASH!

Want an extra \$100?
Then you need to visit
Fairhaven.

Fairhaven is a new
fair housing simulation training for
REALTORS® that uses the power of
storytelling to help members identify,
prevent, and address discriminatory
practices in real estate.

Inspired by real stories, this innovative
online experience has agents work against
the clock to sell homes in the fictional
town of Fairhaven, while confronting
discrimination in the homebuying process.
Learners will also walk in the shoes of a
homebuyer facing discrimination. The
training provides customized feedback

that learners can apply to daily business
interactions.

This innovative training platform is
available to all 1.4 million NAR members
at no additional cost. Be an advocate for
fair housing and the future of our industry.
Commit to combating discrimination in
real estate.

Since April is Fair Housing Month, we are
trying to encourage all our members to try
out the simulation for their chance to win
one of 10 \$100 prizes. The NextGen/YPN
Task Force is working to promote Fair
Housing this year.

Simply complete the Fairhaven simulation,
print off the certificate (like President

What's Inside

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2021 REALTOR Day

Don't forget to RSVP to be a part of the
virtual REALTOR Day at the Capitol

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5 Best Apps For REALTORS

Find out which apps can help you do your
job better and easier!

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J.W. Education Foundation

Applications are now being accepted
for the 2021 JWEF Scholarships

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April Membership Meeting

The April meeting is in person!
Register now!

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February 2021 Stats

Find out how the month of Febru-
ary ended up

Teresa Smith did in the picture above) and
send it to media@lubbockrealtors.com.

The deadline to enter to win one of the
prizes is April 30, 2021.



TREPAC Investment Levels

- ★ **RPAC Hall of Fame**
 - \$25,000+ investment throughout a career
 - Lifetime achievement
- ★ **RPAC Major Investor**
 - \$1,000+ annual investment
- ★ **RPAC Platinum R Member**
 - \$10,000 or more invested in one year
 - Sustain status by investing \$5,000 each year thereafter
- ★ **RPAC Golden R Member**
 - \$5,000 or more invested in one year
 - Sustain status by investing \$2,000 each year thereafter
- ★ **RPAC Crystal R Member**
 - \$2,500 or more invested in one year
 - Sustain status by investing \$1,500 each year thereafter
- ★ **RPAC Sterling R Program**
 - \$1,000 annual investment
- ★ **Capitol Club**
 - \$500 - \$999 annual investment
- ★ **Lone Star Statesman**
 - \$250 - \$499 annual investment
- ★ **110 Club Member**
 - \$110 - \$249 annual investment
- ★ **Participation Club Member**
 - \$35 - \$109 annual investment



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

Tom Couture

Cindi Lea

Christine Covington

Vickie Noyola AL-Souki

Rusty DeLoach

Winn Sikes

Rich Eberhardt

Pam Titzell

Tim Garrett

Dan Williams*

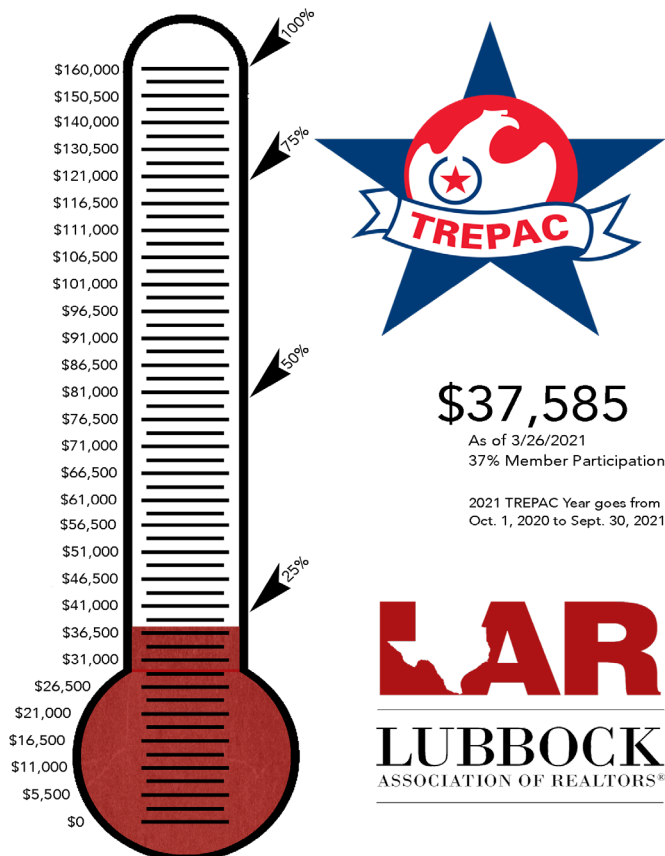
Ken Harlan

Andrea Sturdivant

Amie Henry

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

2021 TREPAC Fundraising Goal



Click here to

INVEST IN TREPAC



LAR TREPAC EVENTS

*Get ready to have some fun and make
your 2021 TREPAC Investment*



RSVP now for virtual REALTOR® Day meetings

REALTOR® Day at the Texas Capitol is a cornerstone event in the association's advocacy efforts.

This event is usually held in person at the Texas Capitol during the legislative session; however, Texas REALTORS® is adapting this year's event by hosting virtual meetings with members of the 87th Texas Legislature in March and April.

The 2021 legislative session looks different than years past, and the need for REALTORS® to advocate for Texas real estate is greater than ever.

How to participate

Visit texasrealestate.com/realtoraday to RSVP for meetings with your state senator and state representative and to add the Opening Session and Closing Session to your calendar.
March 15, 10-11 a.m.: Opening Session
March 15-April 9: Meetings with Texas legislators—Scheduling is based on each legislator's availability.
April 9, 2-3 p.m. Closing Session

When are the meetings?

Texas REALTORS® is scheduling meetings with the offices of all 181 legislators. Meeting times and dates will be based on the legislators' availability.

Who will lead the meetings?

REALTORS® who serve as Key Contacts on the Texas REALTORS® Legislative Contact Teams will lead the discussions with legislators.

Please contact [Jami Sims](#) for questions about scheduling meetings with legislators or [Joanna Ramirez](#) for questions about how REALTORS® can join a Legislative Contact Team.

The 5 Best Real Estate Apps for 2021

One thing that all dedicated real estate agents have in common is that they're always on the move. They're running from office trainings to client meetings to listing presentations to open houses—fielding calls, texts and emails on their smartphone along the way.

Below are the five the best real estate apps on the market. Not all of these are geared purely toward agents, but that doesn't stop them from being excellent tools for the job.

Todoist

This task management app has all the usual features you'd expect: organize tasks and projects; apply labels and filters; and set reminders, priority level and due dates. You can also add other people to projects you create so they can see the details, comment, share files and more. One of Todoist's best features is its integration capabilities with other apps. You can sync your Todoist account with the tools you use every day, such as Gmail, Google Calendar, Chrome, Zapier, Alexa, Slack and more.

Photoshop Express

Photography pros use Adobe Lightroom, but real estate agents don't need all the bells and whistles to make listing or ad photos look great (not to mention learning how to use all the bells and whistles). Photoshop Express is a lighter version that has all the crucial tools you need to make your real estate photos look fantastic—and without the learning curve.

This app allows you to do all the usual quick fixes, like cropping, straightening, rotating and auto-adjustments for contrast and exposure enhancements. You can also dig deeper with filters and color effects that help make your photos look sharp and eye-catching. Best of all, Photoshop Express has tools to create collages and add text, logos, watermarks, borders and more to any image.

Homesnap Pro

For the best real estate app, look no further than Homesnap Pro. Direct integration with more than 200 MLSs across the country means that you can rely on this app to have real-time, comprehensive, agent-only MLS data, including price history, showing instructions, commission splits, property summary, recent sales, comps, school districts and property lines. Homesnap Pro goes further than the MLS and incorporates third-party data to surface listing details that agents otherwise wouldn't have access to, such as historical deed, mortgage, and tax records.

Homesnap Pro has a variety of productivity and engagement tools, all available from the app or on a desktop browser. Agents can also share a branded version of the app with clients to collaborate on their home search and ensure that clients aren't poached by third-party advertisers.

OneDrive

There are numerous providers offering cloud storage, so the question you need to ask when deciding which is right for you is what differentiates each from their competition. Microsoft's OneDrive is an excellent solution for a range of reasons, but its most notable features are included in the paid version: Microsoft 365.

With a personal Microsoft 365 account, you get 1 TB of cloud storage and access to OneDrive, Word, Excel, Powerpoint, Outlook, OneNote and Skype on all your devices. You can easily view and share files, documents, videos, photos, and floor plans from the OneDrive app, including any you upload while you're out and about with a client. OneDrive auto-syncs photos from your phone, so you can quickly upload listing photos to the cloud just by launching the app, and then download them on your desktop to publish on the MLS.

1Password

1Password

Life would be easy if we could just use the same password for every program, but then life wouldn't be very secure. With so many passwords to juggle, it's a wonder how anyone remembers them all. Worse, if you're saving them to a note on your phone, it's probably not secure. A password manager is not just a great tool for work, it's a great tool for your personal life as well.

Think of 1Password like a single sign on (SSO) program. Once you input all login information for the programs you use, you just need to remember the password for your 1Password account. Inside the app, you simply tap the account you want to log into and 1Password will launch the program instantly (whether it's an app or website) and auto-fill your login details. 1Password is able to store logins, lockbox combinations, credit cards, addresses, notes, bank accounts, driver's licenses, passports, and more.



April's forum will be held on Thursday, April 1 at 9 a.m.

The showing company Tourzazz will be our presenter. The forum will be held at Alliance Credit Union 6219 TX-327 Spur on the 2nd Floor

LAR
LUBBOCK
ASSOCIATION OF REALTORS®

March 18-26 2021 Membership Changes



REALTOR® Membership Applications*

Charlotte Boyett, Exit Realty of Lubbock

Seth Martin, Better Homes and Gardens Blu Realty

Elizabeth Welch, Amy Tapp Realty

Mark Benavidez, eXp Realty LLC

Zane Graham, Better Homes and Gardens Blu Realty

Paige Chavez, Better Homes and Gardens Blu Realty
 Roxanne Vanderbilt, Aycock Realty Group
 Brandon Napper, Exit Realty of Lubbock
 Jace Soloye, eXp Realty LLC
 Amber Kirk, NextHome CORE Realty
 Kole Soto, Keller Williams Realty
 Candice Isaac, Exit Realty of Lubbock
 Kelsey Watts, Keller Williams Realty
 Matt Vance, Amy Tapp Realty

Cancellations

Brenda Hawkins, Sawyer Real Estate
 Carol Lindsey-Mize, Sawyer Real Estate
 Rhett Green, M. Edwards, REALTORS
 Caitlin Cox, Keller Williams Realty
 Lexi Berryhill, Keller Williams Realty

Adam Finck, Keller Williams Realty
 Sam Stokes, Keller Williams Realty
 Jarrod Frankum, HouseChaser
 Kendyl Pirkey, Brick & Loft Realty
 Shree Kuhlers, Amy Tapp Realty
 Rachel Roberts, Realty One
 Kara Miller, Fathom Realty
 Megan Cannon, White Ash Realty

Miscellaneous Changes

Lisa Alexander, Lisa Alexander, REALTORS reinstated
 Angela Bachman reinstated with Realty One
 Kelly Harp, Coldwell Banker Trusted Advisors, name change to Kelly Miller

Thank you to our 2021

PRIME BUSINESS PARTNERS



City Bank
MORTGAGE



2021 Scholarship applications now being accepted


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, South Plains College, and local trade schools. Scholarships are awarded at the discretion of the Trustees of the foundation. Applicants must be recommended by a REALTOR® member of the LAR.

Applications are now being taken online and must be submitted absolutely no later than April 28, 2021. Click [HERE](#) for the application.

Through the generosity of the Lubbock Association of REALTORS® (LAR) and its members, we are proud to offer scholarships in memory of John S. Walton.

Mr. Walton helped create the Education Foundation in 1981 while serving as President of LAR. The Foundation was renamed in his honor in 2016. Mr. Walton was a pillar of LAR and the Lubbock community, humbly serving throughout his life.

He also served as President of the Texas Association of REALTORS® in 1999 and was appointed to the Texas Real Estate




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**



Commission by Governor Rick Perry from 2001 to 2007. In 2004, Governor Perry appointed him as Chairman of the Commission.

At the discretion of the John S Walton Educational Foundation, one thousand-dollar (\$1,000) scholarships will be awarded to chosen applicants and paid directly to the school of higher education in which they will attend.

Applications **MUST** include all the required documentation and be submitted online by April 28, 2021.



JOHN WALTON
EDUCATIONAL
FOUNDATION

[CLICK HERE](#)

**TO
DONATE**



2021
SCHOLARSHIP
APPLICATION



The CE Shop

SPRING IS THE TIME TO CHANGE IT UP

SAVE 25%

on all our online real estate education

promo code **MAR25**

Classes and Events

The One to Four Contract

Monday, April 5

10 a.m. to Noon

Click [HERE](#) to register

Negotiate Like a Pro

Monday, April 5

1 p.m. to 3 p.m.

Click [HERE](#) to register

New Member Orientation

Wednesday, April 7

8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 1 - Commercial Focus

Wednesday, April 7

8:30 a.m. to 1 p.m.

Click [HERE](#) to register

TREC Legal Update 2 - Commercial Focus

Wednesday, April 7

1 p.m. to 5 p.m.

Click [HERE](#) to register

The Aspiring Home Buyer

Tuesday, April 13

9 a.m. to 1 p.m.

Click [HERE](#) to register

How Flood Map Changes Impact Insurance

Thursday, April 15

Noon to 2 p.m.

Click [HERE](#) to register

RENE: Real Estate Negotia- tion Expert (2 days)

Monday, April 19 and Tuesday, April 20

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

Click [HERE](#) to register

At Home with Diversity

Monday, April 26

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

Click [HERE](#) to register

Avoiding Common Contract Mistakes

Thursday, April 29

1 p.m. to 3 p.m.

Click [HERE](#) to register

REALTOR® Night at the Range

Thursday, April 29

6 p.m. to 8 p.m.

Click [HERE](#) to register

Getting Started with RPR

Wednesday, May 12

9 a.m. to 10 a.m.

Click [HERE](#) to register

Accredited Buyer's Representa- tive Designation Course

Wednesday, May 19 & Thursday, May 20

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

Click [HERE](#) to register



Accredited Buyer's Representative Designation

Wednesday May 19 & Thursday May 20

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

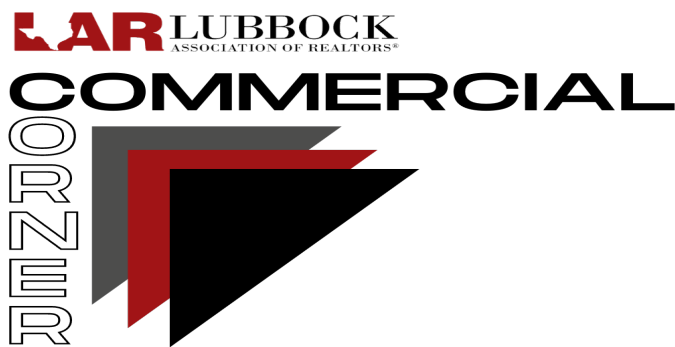
Peoples Bank - 5820 82nd Street

Click [HERE](#) to register

This course serves as the core of the Accredited Buyer's Representative (ABR®) designation program. It is the benchmark of excellence in buyer representation.

The goal of this course is to set the foundation of training, skills, and resources to help real estate professionals succeed in the marketplace as buyer's representatives.

This course is a fundamental resource for understanding the duties that REALTORS® owe to clients, customers, the public, and fellow REALTORS® as outlined in the NAR Code of Ethics and Standards of Practice. In each course module you will examine a different topic; together they create a comprehensive guide to help you become an effective, efficient and profitable buyer's representative.



C5 Summit: Big-League Access in the Big Apple

The C5 Summit is the premier US-based commercial real estate event launching in the Fall of 2021, in the heart of the city, at the center of the industry – New York.

Come for three days of networking, learning, and deal-making September 27-29, 2021.

Registration opens March 30, 2021

Who should attend?

Commercial industry influencers and industry partners including commercial brokers, state and local associations, economic development organizations, government officials, NAR Global members, along with domestic and international investors.

Why attend?

- Network at the three-day expo featuring NAR's Startup Alley
- Learn about the best markets to invest in and valuable incentives across the United States
- Showcase your properties and investment opportunities
- Engage industry experts
- Get deals done on-site to expand your portfolio and boost your bottom line



Registration and Rates

Registration for conference and hotel opens on March 30, 2021.

Early Bird Rate: Register by June 30, 2021 to receive the \$995 Early Bird rate. Rate will increase to \$1295 for standard registration July 1, 2021.

Location:
New York Marriott Marquis in Times Square
1535 Broadway, New York City
Hotel Room Rates: Start at \$389/night

**COMMERCIAL
REAL ESTATE**



REALTOR®

MLS Rules and Regulations Reminder

Just a reminder about what the LAR MLS Rules and Regulations say about reporting a listing under contract.

Section 2.5a Reporting Under Contract status to the service:

Listings that are under contract shall be reported by the listing broker as under contract within twenty-four(24) hours. Listings with Options are considered under contract and shall be reported as such. Private Remarks is the proper place for details.

Section 9.1a Database Violations: Late reporting of "Under Contract" status –Participant or Subscriber must report status of Under Contract within twenty-four (24) hours after all signatures are obtained. Listings are considered Under Contract within the option period and shall be reported as such.

You can find the MLS Rules and Regulations in the LAR MLS under "Links," "Links & Documents."

MLS members can anonymously report MLS violations by clicking on the "Report Violation" link found above the picture in the listing.

If you have questions about any MLS Rules and Regulations, please contact Tonya Marley at 806-795-9533 or by email at mls@lubbockrealtors.com



APRIL MEMBERSHIP MEETING

LIVE AND IN PERSON AT THE OVERTON HOTEL!
Learn more about 1031 Exchanges with Carl Pikus





**THURSDAY,
APRIL 22
11:30 A.M. TO 1 P.M.
TICKETS: \$8**



Register now at www.lubbockrealtors.com
on the LAR Calendar



Thank you to our 2021

PLATINUM BUSINESS PARTNER



Spirit

MORTGAGE

Market Selector

Local Association
Lubbock Association of REALTORS®

Market Type
Metropolitan Statistical Area

Market Name
Lubbock

Frequency
Monthly

Date
February 2021

Property Type
All (SF, Condo, Townhouse)

Construction Type
All (Existing & New)

February 2021 Market Statistics - Lubbock MSA

Median Price

\$200,000

▲ 8.1% YoY

Closed Sales

343

▲ 23.8% YoY

Active Listings

415

▼ -45.4% YoY

Months Inventory

1.0

▼ -1.0 YoY

PRICE DISTRIBUTION

< \$100k	8.8%
\$100-199k	40.3%
\$200-299k	31.8%
\$300-399k	12.1%
\$400-499k	3.6%
\$500-749k	1.8%
\$750-999k	1.2%
\$1M +	0.3%

HOME VALUATION STATS

Median Price/Sq Ft

\$109.29

▲ 11.3% YoY

Median Home Size

1,847 sq ft

Median Year Built

2002

Close/Original List

97.8%

TRANSACTION TIME STATS

Days on Market

36

12 days less than February 2020

Days to Close

32

1 day more than February 2020

Total Days

68

11 days less than February 2020

GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE

CLOSED SALES AND ACTIVE LISTINGS

TEXAS REALTORS®

TEXAS A&M UNIVERSITY Texas Real Estate Research Center

© 2021 Texas REALTORS® - Data used in this report come from the Texas REALTORS® Data Reference Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Analysis provided through a research agreement with the Real Estate Center at Texas A&M University.

Click here to download the February 2021 Housing Stats PDF

THE RANGE

REALTOR® NIGHT

at The Range

Thursday, April 29 | 6 p.m. to 8 p.m.

Lubbock Association of REALTORS®

NextGen

young professionals network

www.yprnrealtor.com

\$25 buckets of beer and balls

Bring the family!

LAR

LUBBOCK ASSOCIATION OF REALTORS®

Est. 1923

Reminder

Nothing in nature blooms all year. Be patient with yourself.

Okay!



PUMP UP THE VOLUME.



Ready to rock? C2EX can help you take it to the next level.
Amp up your career at C2EX.realtor



Contract changes and striking through a commission

Attention Buyers Agents:
 You cannot STRIKE THROUGH and CHANGE THE COMMISSION amount that is being offered on the contract.

The commission is negotiable, but that is a CONVERSATION that MUST be had with the LISTING BROKER.

Lubbock Association of REALTORS® Staff

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THE KEY TO ENDING DISCRIMINATION IN REAL ESTATE ISN'T THIS AD.



REALTORS® are members of the National Association of REALTORS®

If recent events have taught us anything, it's this: we have more work to do. Racism is real, tragically so. Discrimination, in all its forms, still casts a long shadow in this country, and too many are being denied the opportunities that all Americans deserve. Our commitment to the diverse communities we serve starts with a Code of Ethics. Our code sets a higher standard for fairness in housing than any federal law, it's backed by a culture of member accountability, and it extends to our work on Capitol Hill, where we continue to advocate for meaningful change.

At the National Association of REALTORS® we believe that fairness is worth fighting for, and we won't stop until the fight is won. Because that's who we are.

If you experience or witness discrimination in real estate, we urge you to report it.

Visit hud.gov/fairhousing to file a complaint with the Department of Housing and Urban Development.



Lubbock Association of REALTORS®
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 Lubbock, TX 79424
 P: 806-795-9533
 F: 806-791-6429
www.lubbockrealtors.com

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.