



2021 Texas REALTORS® Leadership Program Applications now being accepted

Applications for the 2021 Texas REALTORS® Leadership Program are now being accepted. LAR is partnering with the Amarillo Association of REALTORS® to offer this exciting program to REALTOR® members who want to learn more about leadership skills and what it means to be a leader in the real estate industry.

Only 10 REALTOR® members from LAR will be chosen for this year's TRLP and they must commit to attending the following sessions:

- April 26 - 27 — Retreat in Amarillo
- May 19 — Personal Sustainability in Amarillo
- June 4 — Spokesperson Training in Amarillo
- July 9 — Your Role as a Leader in Lubbock

- August 13 — The Business of Associations in Lubbock
- September 3 — Inclusive Decision Making in Lubbock
- October (tbd) — Graduation (location to be determined)
- October 13 — Law, Legislature, and Texas REALTORS® in Austin (this could be a virtual meeting)

REALTOR® members who are chosen will be notified no later than March 26, 2021. Tuition for the 2021 TRLP is \$250 for LAR Members and \$400 for non-members and is due by April 9, 2021.

Applications can be downloaded [HERE](#) and completed applications should be submitted to Cade Fowler at cadefowler@lubbock-realtors.com.

Applications must be submitted no later than March 19, 2021.

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What is TREPAC?

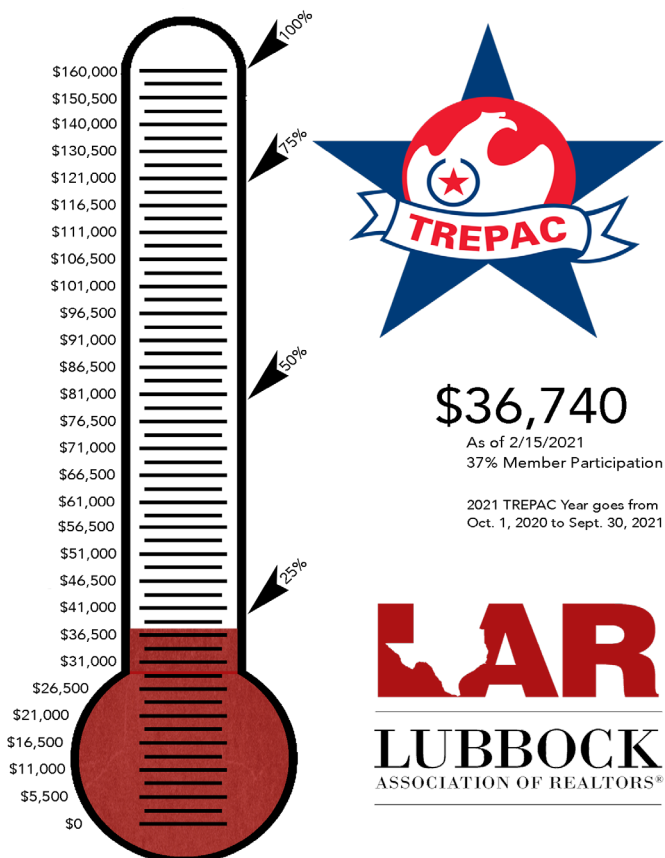
TREPAC is ESSENTIAL!

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

| | |
|---------------------|------------------------|
| 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

Click here to

INVEST IN
TREPAC

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



Tonya's MLS Tips and Tricks

Learn more about Title Toolbox by Benutech

Title Toolbox by Benutech allows you to pull full profile and net sheet reports in just two simple steps - first, enter the address and second,

choose if you want a Net Sheet or a Full Profile Report.

If you choose Net Sheet you can enter your client's name in the Prepared For box and download a pdf. There is a satellite view and a street view of the listing followed by four tabs – Seller, Net To Sell, Refinance,

and Buyer. In each tab there are different sections with some information filled out. All information can be customized and downloaded as a PDF.

If you choose the Full Profile Report gives a professional looking report containing owner information, property characteristics, recent sale & loan information, assessment & tax information, an aerial map, mortgage information, resale information, current mortgage information including an estimated amortization

schedule, neighborhood comps with map and details, an area sales analysis, and a next sellers map and list of the area. This report is already in pdf form so you can save or print it.

Title Toolbox is located in the SSO Links module of the homepage in Rapattoni. It does require a one time registration where you select Benutech as the provider (it is the only one in the list). There is no charge.

For Your Information - Key Services

Learn more about SupraWeb and how it can help your business.

SupraWeb is the agent website that allows you to manage your key box inventory, view and email activity reports, set up showing notifications, change your PIN code, get an authorization code, allow non Supra member access, and several other features.

To get to SupraWeb just go to www.suprakey.com, click on SupraWeb Login for Real Estate Agents and enter your SupraWeb user ID and password. If you do not have a login for SupraWeb, click the Register button to set one up.

From the Home Page you can see the showing activity for the last six months. Please remember SupraWeb is not connected to ShowingTime in any way. The "showing activity" in SupraWeb only indicates who accessed the key container and provides a time/date stamp.

Also on the Home Page is a list of Quick Links. Please do not use the Update Code – it only lasts for 24 hours before you need a new one, and you are only allowed four before it stops giving them to you. Instead,

use the Authorization Code. You can also call Key Service to get an Authorization Code during normal business hours. Typically, you do not need a new Authorization Code unless you get a new phone or leave the greater Caprock area.

In the menu bar are links to Listings, Reports and Settings. Under Listings you can see a variety of information about each listing you have a key box on, including the key box number, the address and/or MLS#, and different actions you can take for that key box.

Actions include seeing the showing activity, email showing agents, and grant non Supra member access. You can also see information on each key box you have in your inventory, assign the box to a listing, remove key boxes from your inventory and several other things.

Under Reports you can create up to three reports:

- Showing report for your listings
- Key activity report for showings you have performed
- Who you have granted non member

access to. (This will not be available if you have never granted non member access. See next week's article about non member access and how you can use it for vendors.)

Under Settings you can personalize email notifications, turn on the ability to grant non member access, and control your privacy settings.

SupraWeb is an important tool for you as an agent because it provides important information like reports and the ability to obtain an authorization code when LAR is closed.



Don't Forget to use ShowingTime

Be sure to use ShowingTime for all listing appointments!

When inventory is low, many agents are tempted to show up at a listing without using ShowingTime. Using ShowingTime for all residential, rental and multifamily listings is required. The listing agent will set up the listing schedule and indicate when the property can be showed and how to access the property. Many listings are available for last minute showings, but you must check ShowingTime to be sure.

It is a violation of the MLS Rules and Regulations to not use ShowingTime.

Agents who do not using ShowingTime may intrude on another agents showing, arrive at a time that is not designated for showings or enter the property incorrectly. It's not uncommon for clients to see a property they'd also like to look at. Your first step is to either use the ShowingTime app to schedule an appointment or call the ShowingTime Appointment Center at 855-920-6780.

When in doubt, be sure to check ShowingTime! Please contact Tonya Marley at 806-794-9533 or by [email](#) if you have any questions.



\$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**



February 2021 Membership Stats

REALTOR® Membership Applications*

LAR membership counts as of 02/28/21

1498 - Total LAR Members
 161 - Designated REALTORS®
 1266 - REALTORS®
 41 - Appraisers
 30 - REALTOR® Emeritus

MLS only participants/subscribers
 56 - MLS only Designated REALTORS®
 40 - MLS only REALTORS®
 15 - MLS only appraisers

Alex Grassano, Keller Williams Realty
 Genie Cisneros, Century 21 John Walton, REALTORS
 Nolan Timmons, Century 21 John Walton, REALTORS
 Ashton Coleman, Keller Williams Realty
 Rhonda Williams, Amy Tapp Realty
 Taylor Stephens, Keller Williams Realty
 Courtney Cluley, Keller Williams Realty
 Hailey Tapp, Amy Tapp Realty
 J'Lynn Mounce, Amy Tapp Realty
 Deonna Hutton, Century 21 John Walton, REALTORS
 Michael Samuels, RE/MAX Lubbock
 Billy McClery, Keller Williams Realty
 Jon Sasse, eXp Realty LLC
 Amanda Martin, Amy Tapp Realty
 Amy Etchison, Amy Tapp Realty
 Keenon Ward, Starz Realty, LLC
 Laura Vuillemot, (non-MLS) Minnix Property Management
 Jenna Fader, Amy Tapp Realty
 Joshua McCullough, Keller Williams Realty
 Bobby Urrutia, Keller Williams Realty
 Levi Savage, Exit Realty of Lubbock
 Tess Woodwick, The WestMark Companies
 Rusty Crowe, Keller Williams Realty
 Zachary Tollett, Keller Williams Realty

*Subject to successfully completing Association Orientation

Transfers

Ashley Weber, Integrity Real Estate Partners, to Progressive Properties
 Amanda Hernandez, Integrity Real Estate Partners, to Progressive Properties
 Lowel Caddel, West Sage, REALTORS
 Makala Pinkston, RE/MAX Lubbock, to



New Home Brokers
 Aubrey Hines, Exit Realty of Lubbock, to Keller Williams Realty
 Rhonda Hines, Exit Realty of Lubbock, to Keller Williams Realty
 Arlen Whitlow, Berkshire Hathaway Home Services Premier Properties, to Texas Home and Land Connection
 Sharalee Eckert, The Grant Agency, to Century 21 John Walton, REALTORS
 Aaron McFadden, Berkshire Hathaway Home Services Premier Properties, to Texas Home and Land Connection
 Christina Walker, Keller Williams Realty, to eXp Realty, LLC
 Josiah Kopacz, Westar Residential Realty, to Keller Williams Realty
 Allison Hoffman, Berkshire Hathaway Homes Services Premier Properties, to West Sage, REALTORS
 Elizabeth Bennett, Exit Realty of Lubbock, to Location Rentals
 Alyssa Williams, Wright Realty and Design, to Progressive Properties
 Austin Williams, Wright Realty and Design, to Progressive Properties
 Daniel Emre, Wright Realty and Design, to Progressive Properties
 Shandi Jackson, McDougal, REALTORS, to Location Rentals
 Johnny Stringer, McDougal, REALTORS, to Johnny Stringer, REALTORS

Cancellations

Crystal Stroud, Exit Realty of Lubbock
 Noah Baker, Better Homes and Gardens Blu Realty

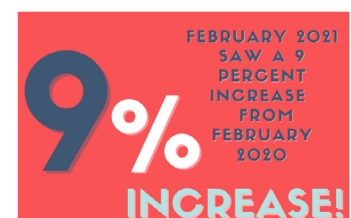
Aaron Osborn, Virron Group, REALTORS
 Lily Ayala Gonzales, Keller Williams Realty
 Rocky Lucas, Farrar & Assoc. Real Estate
 Daily 80 Real Estate Coordinating Services, Stephanie Grantham
 David Griggs, Griggs & Assoc.
 Lisa Alexander, Lisa Alexander, REALTORS - license inactive
 Daniel Strickland, American Homestead Real Estate
 Julie Templeton, Superior
 J. Larry Smith, Century 21 John Walton, REALTORS
 Steve Parker, Exit Realty of Lubbock
 Jason McDonald, Progressive Properties
 Karl Morris, REMCO

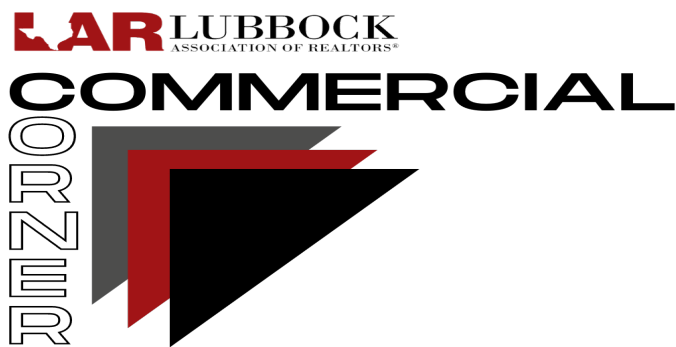
Miscellaneous Changes

Kendra Davis, Keller Williams Realty, name change to Kendra McCrary
 David Baldner, Keller Williams Realty, change from non-MLS member to MLS member

Designated REALTORS®

Russell, Stacie - Designated REALTOR
 Starz Realty, LLC
 Altinisik, Yakup - Designated REALTOR
 Goldenlight Realty





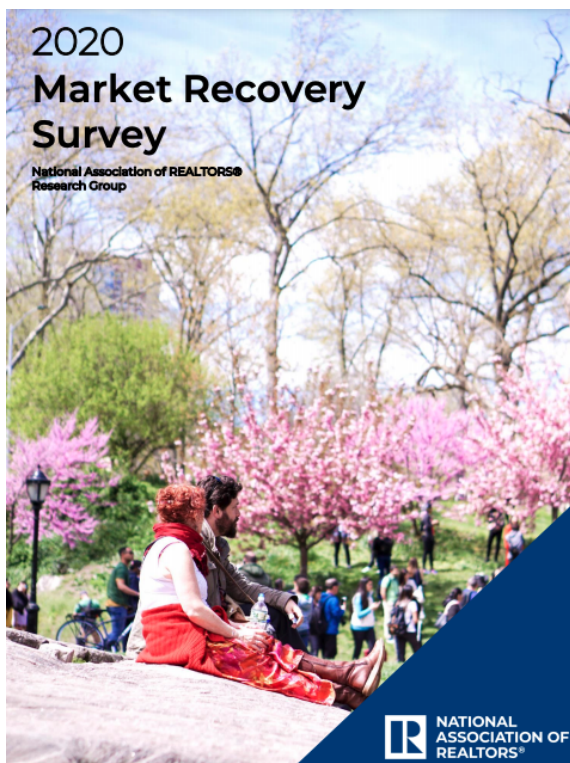
Market Recovery Survey

The coronavirus has affected markets across the nation, but members are in the process of regaining their footing.

Nine in 10 members are at some point in the recovery process in their market; they pivoted quickly with business practices and technology, and they expect use of technology to continue to increase moving forward.

This report provides a snapshot of the recovery process for both residential and commercial markets.

Download the report [HERE](#).



NAR holding Real Estate Forecast Summit: Commercial Update

On March 10, 2021, NAR will hold its virtual Real Estate Forecast Summit: Commercial Update event, which will provide an outlook on the changing commercial real estate market.

A recording of the event will be made available to REALTORS® as a value-added resource to be used in discussing and strategizing about the market with clients. Registered attendees will receive an email with a link to the recording as soon as it is available. The recording will also be posted on nar.realtor and on NAR's Research social media account pages.

Presentation slides from the forecast summit will also be available after the event.

Commercial Discussion Topics:

- 2021 and beyond commercial real estate market expectations
- Challenges and risks facing the commercial market
- Opportunities for growth for commercial real estate
- Unique changes in the commercial real estate market space

Texas REALTORS® Disaster Relief Fund Open for Members Displaced by Winter Weather

The Texas REALTORS® Disaster Relief Fund is now accepting applications from members of Texas REALTORS® who incurred displacement costs due to winter weather beginning February 14, 2021.

- Applicants who meet the following requirements are eligible for up to \$500 in assistance:
- You must be a member of Texas REALTORS®.
- Your primary residence must have been uninhabitable due to Winter Storm Uri.
- You must have incurred displacement costs and have receipts of those costs.
- Your displacement costs must have been incurred in Texas.



» [Apply Here](#)



Texas Judge Strikes Down CDC Eviction Moratorium

We recently received this information from the National Association of Property Managers about the CDC Eviction Moratorium.

A judge in Texas has struck down the CDC Eviction Moratorium (see below for the opinion). The judge ruled that the moratorium is unconstitutional and the CDC is ordered to not apply or enforce the order moving forward.

As you know, NARPM has participated in 3 cases challenging the CDC eviction moratorium. While this was not one of those cases, we will nonetheless keep a close eye on it. We expect CDC to appeal, and we will be sharing more information as we get it.

[Read the Opinion](#)



Classes and Events

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

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

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

Thursday, March 18 &
Friday, March 19
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

How Not to Accidentally Practice Law in Commercial Real Estate

Monday, March 22
10 a.m. to Noon
Click [HERE](#) to register

March Membership Meeting

Thursday, March 25
Noon to 1 p.m.
Click [HERE](#) to register

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



LAR LUBBOCK
ASSOCIATION OF REALTORS

CE CLASS OF THE WEEK

Negotiate Like a Pro

Monday, April 5
1 p.m. to 3 p.m.
Click [HERE](#) to register

This session will examine the “what,” “how,” and “why” of negotiating with clients, peers, and competitors. Many people and many circumstances are predictable when you focus on the 3 P’s of Negotiating - Prepare, Plan, and Perform. Course will focus on what psychologists teach and Master Agents do every transaction to make negotiating easy.



The CE Shop

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on all our online real estate education

promo code **MAR25**



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

IT'S PEOPLE

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.

THAT'S WHO WE



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Lubbock, TX 79424
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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.