



Need a key box? Don't forget to email Key Services

Although COVID restrictions are becoming less prevalent in our community, the LAR policy for emailing requests for key boxes remains the same.

If you need to check out a key box, please continue to email Key

Services at keys@lubbockrealtors.com before you come to the LAR Office. Please include your name and the address of the property where the box will be.

Please contact Celeste or Tino in Key Services at 806-795-9533 if you have any questions.

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Thank you to all the sponsors for the bowling and casino events!

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Fairhaven Contest

See who participated in the Fairhaven Challenge

THAT'S WHO WE





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**

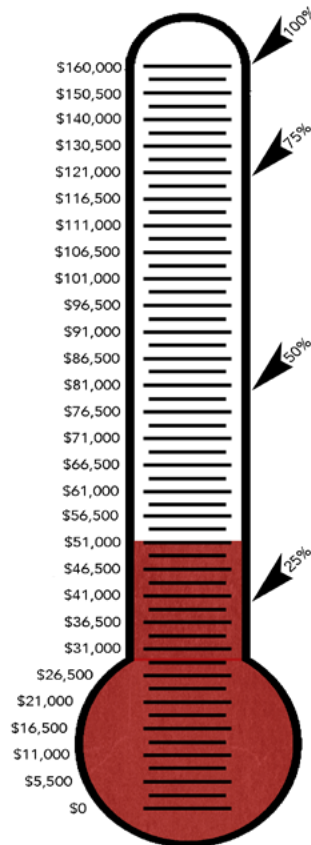
Sterling R

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

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



2021 TREPAC Fundraising Goal



\$51,855

As of 5/11/2021
40% Member Participation

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



For more information about TREPAC visit
www.trepac.com



19TH ANNUAL DOUBLE TEE GOLF TOURNAMENT

& Online Auction

MONDAY, JUNE 14

Hillcrest Country Club
4011 N. Boston

Must register by June 8th!

Sponsorship Opportunities Available!

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.



Click here to register





Call to Action

Texas REALTORS® priority legislation (HB 3367 and SB 1588) on HOA REFORM is advancing and could be heard on the House Floor as soon as this week.

Your state representative needs to hear from you right now ... tell them you support HOA Reform in Texas.

Take Action

Tonya's MLS Tips and Tricks

Learn about the differences between eKey Basic and eKey Professional

Supra has two great products to help REALTORS®. But which eKey is right for your business?

Supra eKey Basic is a good for new agents to get started with. This version has all the basic functions that Supra is known for such as the ability to release the shackle, keep track of your key boxes and view showing details in the eKey app.

Some agents choose to upgrade to eKey Professional for \$10 per month because it has more options than eKey Basic. While many of the features are the same, eKey Professional gives the user access to MLS Information and searches and Supra Home Tour for Buyers Agents.

This allows agents to create data at the door real-time property notes in the eKey app. Agents can also create and save buyer profiles, view Hotsheets with new listings and changes in the MLS in the last three days.

As you can see, both versions of Supra eKey gives agents the information they need at their fingertips.

Have questions about which product is better for your business? Contact LAR's MLS Administrator Tonya Marley at 806-795-9533 for more help.

Supra eKEY Comparison

	eKEY Basic	eKEY Professional
Keybox Functions		
Open keybox, release shackle, and read keybox	✓	✓
Use phone's biometric feature or Apple Watch to open keybox	✓	✓
Send alert notifications from within eKEY app or Apple Watch	✓	✓
Change key PIN using key device	✓	✓
Track keybox inventory and view keybox settings on key device	✓	✓
Customize keybox access hours, agent note, flyer, business card in keybox	✓	✓
Showing Activity		
View showing activity details on SupraWEB	✓	✓
Send showing notifications when keyboxes are opened	✓	✓
Send showing notification when key leaves GPS geo-fence	✓	✓
View showing details in eKEY app	✓	✓
Data at the Door Real-Time Property Notes		
View data at the door real-time property notes	✓	✓
Create data at the door real-time property notes using SupraWEB	✓	✓
Create data at the door real-time property notes in eKEY app		✓
MLS Information and Searches		
View MLS listing information offline within eKEY app		✓
View agent roster information within eKEY app		✓
Create and save buyer profiles and comparative searches in eKEY app		✓
View Hotsheets with new listings and changes to the MLS in last 3 days		✓
View map and directions to listings at the tap of a button		✓
Supra Home Tour for Buyer's Agents		
Create and view list of buyers		✓
Invite home buyers to use Supra Home Tour app for rating homes		✓
Recommend listings for buyers to view and rate in Supra Home Tour app		✓
View and compare buyer home ratings		✓
View buyer feedback on properties and compare by buyer or listing		✓

June

MLS Forum

LAR
LUBBOCK
ASSOCIATES OF REALTORS

Thursday, June 3
9 a.m. to 10:30 a.m.

Local Showings will give a presentation about its showing service product.

CLICK HERE TO REGISTER 

J U N E

May 1-11 2021 Membership News



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

Miscellaneous Changes

Christina Walker reinstated with Keller Williams Realty
 Jim Davis reinstated with Brown Realty

Thank you to our 2021

PRIME BUSINESS PARTNERS



Classes and Events

Marketing Strategy Planning for Real Estate

Wednesday, May 12
9 a.m. to Noon
Click [HERE](#) to register

The Forms You Need to Know

Wednesday, May 12
Noon to 3 p.m.
Click [HERE](#) to register

Accredited Buyer's Representative Designation Course

Wednesday, May 19 & Thursday, May 20
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

REALTOR® Launch

Thursday, May 20; Friday, May 21; Monday
May 24; & Tuesday May 25
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

You Mean Real Estate Contracts Must be Written?!

Wednesday, May 26
1 p.m. to 4 p.m.
Click [HERE](#) to register

May Membership Luncheon

Thursday, May 20
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

TREC Legal Update 1

Thursday, May 27
8:30 a.m. to 12:30 p.m.
Click [HERE](#) to register

TREC Legal Update 2

Thursday, May 27
1 p.m. to 5 p.m.
Click [HERE](#) to register

Money Matters: Finance and Negotiation

Thursday, June 3
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

June MLS Forum

Thursday, June 3
9 a.m. to 10:30 a.m.
Click [HERE](#) to register

NAR Code of Ethics

Wednesday, June 9
1 p.m. to 4 p.m.
Click [HERE](#) to register

TREPAC Double Tee Golf Tournament and Online Auction

Monday, June 14
7:30 a.m. to 5 p.m.
Click [HERE](#) to register

Seller Representative Specialist Designation

Thursday & Friday, June 17-18
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

June Membership Luncheon

Thursday, June 17
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

June Membership Luncheon

Thursday, June 17
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

TREC Legal Update 1

Monday, June 21
9 a.m. to 1 p.m.
Click [HERE](#) to register

TREC Legal Update 2

Monday, June 28
9 a.m. to 1 p.m.
Click [HERE](#) to register

Real Estate Hot Topics: Don't Get Burned!

Thursday, June 24
Noon to 3 p.m.
Click [HERE](#) to register

TREC Broker Responsibility

Tuesday, June 29
9 a.m. to 4 p.m.
Click [HERE](#) to register





LAR LUBBOCK
ASSOCIATION OF REALTORS

CE CLASS
OF THE
WEEK

REALTOR®
Launch

Thursday, May 20; Friday,
May 21; Monday May 24; &
Tuesday May 25
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

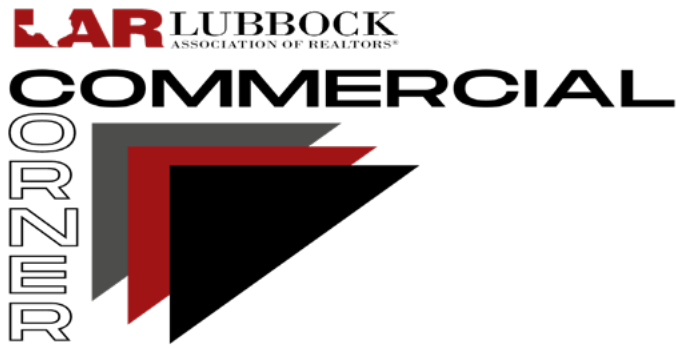
You must attend all four days to
get credit

In this intense class, you will gain insight on how to handle your transactions. This program will include tools such as: prospecting, creating business opportunities, understanding buyer and seller expectations, and your role throughout the real estate transaction.

Insight into other roles by subject matter experts such as Appraisers, Inspectors, Insurance Agents, Lenders, Title Companies, etc. will also be made available throughout the program.

You will have hands-on, interactive experience to help you with your business before you even have business.

Students must attend via Zoom.

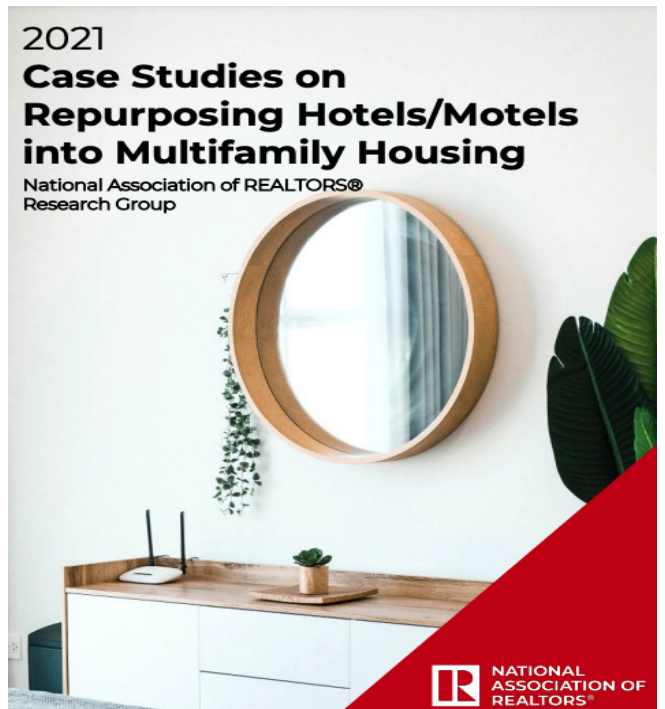


Case Studies on Re-purposing Vacant Hotels/Motels into Multifamily Housing

One obvious adaptive reuse of vacant hotels/motels is for multifamily housing. In 2020, the hotel occupancy rate plunged to 37% as the COVID-19 pandemic severely cut leisure and business travel and events.

Even as the demand for lodging recovers once normalcy returns, stiff competition from short-term rental providers will continue to challenge the viability of the lodging industry. On the other hand, there is an acute under supply of housing.

Recognizing that the conversion of vacant hotels/motels is a win-win solution to address the underutilization of hotels/motels and help alleviate the housing shortage, the Commercial Real Estate Research Advisory Board under 2021 Chair Dawn Aspaas and Vice-Chair Beth Cristina recommended that a research be undertaken on the conversion of vacant hotels/motels into multifamily housing to draw some insights and best practices. This report is the result.



LAR LUBBOCK
ASSOCIATION OF REALTORS

MAY MEMBERSHIP LUNCHEON AND UNITED WAY CAMPAIGN KICK-OFF

THURSDAY, MAY 20 | 11:30 A.M.
BUDDY HOLLY HALL
1300 MAC DAVIS LN, LUBBOCK, TX 79401

75 YEARS
GIVING PEOPLE HOPE
United Way
Lubbock Area United Way

THE BUDDY HOLLY HALL
OF PERFORMING ARTS AND SCIENCES

R.S.V.P. Now!
THE LAST DAY TO REGISTER FOR THE MAY MEETING IS MAY 13
R.S.V.P HERE

Key Box Etiquette Reminders

Here is a quick reminder about the rules regarding key boxes, keys and access to properties. Agents should NEVER hand the keys to the next agent showing the property. With multiple showings on properties, there could be overlap and find one agent leaving the property just as another shows up.

Although it's tempting to hand the keys to the next agent instead of returning the keys to the key box. Don't do it! There are several reasons why we ask agents not to hand keys off:

- It can be dangerous - Anyone could come up to the house and say they are an agent. Handing them the keys could put you in physical

danger. Even if you know the person, return the keys to the key box.

- Listing agents like to keep track of who enters the property - Listing agents have a responsibility to their clients to know every agent that accesses the property. If you hand off the keys, the listing agent can't differentiate between you and another agent.
- It can be a liability - If you hand off the keys to another agent and damage is done to the house, you could be liable.
- Listing agents can keep track of showings - If agents don't use the key boxes, it's harder to keep track of appointments for the property.

Each agent is required to access the

keys for the property by using the key box. No exceptions. DO NOT hand the keys off to the next agent when showing a house.

No one wants to assume ill intent, but it can happen. Please help your fellow buyer's agents understand the importance of returning the keys to the key container in the key box EACH TIME.

Agents should never remove keys from the key container without the listing agent's permission. Even after a properties sells, keys should remain in the key box until the listing agent hands them over. This reduces confusion and concern over missing keys and who took them.

Thank you

TREPAC BOWLING AND CASINO DE MAYO SPONSORS!



THANK
you!

for hosting TREPAC Casino de Mayo
at your training facility





Celebrating Fair Housing Month with Fairhaven

April was Fair Housing Month and NextGen has taken on the task of promoting Fair Housing throughout 2021.

What better way to get involved with Fair Housing Month than to visit Fairhaven?

Fairhaven is a fair housing simulator that puts participants through several real world situations where they have to apply what they know about fair housing. Every LAR member who completed the simulation were entered into a drawing for one of 10 \$100 cash prizes.

The following LAR Members participated in the contest:

- Jeremy Reed
- Mary Ann Grafft
- Ken Harlan
- Abby Louder
- Michael Samuels
- Wayne Walton
- Chris Brooks
- Mary McGuire
- Lisa Pearce
- Jason Kennell
- John Bost
- Debby Tullis
- Vanessa Dirks
- Deborah Perez-Ruiz
- Hillary Lemon
- Peaches Hurtado
- Melinda Whitfill
- Amie Henry
- Donna Sue Clements
- Bambi Temple
- Zane Graham
- Karen Miller
- Kevin Miller
- Andrea Sturdivant
- Jon Sasse
- David Kern
- Allison Hoffman
- Teresa Smith
- Amber Sanders
- Crystal Sanchez
- Jef Conn
- Marci Munoz
- Pam Titzell

The NextGen Task Force and LAR Leadership wish to thank everyone who took the time to participate in Fair Housing Month by completing the Fairhaven Challenge.

The winners will be announced on Friday, May 14.

\$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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Thank you to our 2021
**PLATINUM BUSINESS
PARTNER**



Spirit
MORTGAGE

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.