



## What's Inside

### Page 2 & 3

#### Double Tee Golf Tourney

The TREPAC Double Tee Golf Tourney and on line auction is coming up!

### Page 5

#### Membership News

We're sharing membership news for the first few weeks in May

### Page 6

#### United Way Campaign Donations

Our 2021 United Way Campaign has started! Donate now!

### Pages 7

#### UW Kick Off and May Luncheon

Thank you to everyone who came to the May Luncheon!

### Page 9

#### Fairhaven Contest Winners

See who won the 2021 Fairhaven Challenge!

### Page 9

#### Jef Conn Campaign Announcement

Jef Conn is running for TR Secretary-Treasurer 2023. Good luck!

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



For more information about TREPAC visit  
[www.trepac.com](http://www.trepac.com)



# 19TH ANNUAL DOUBLE TEE GOLF 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!**

**Must register by June 8th!**





June

MLS Forum

LAR

LEUBOCK

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

JUNE



“

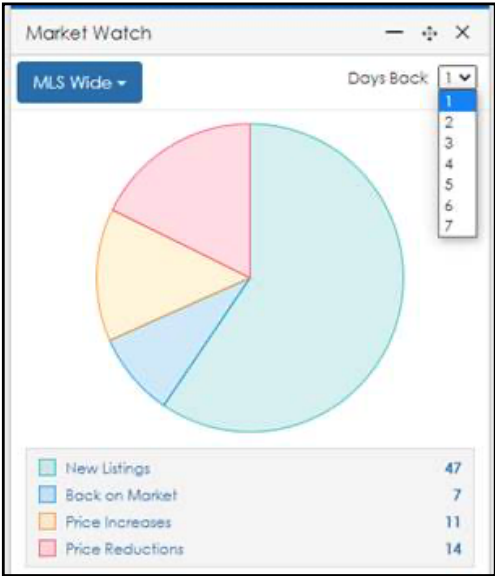
THE SECRET OF GETTING AHEAD IS GETTING STARTED.”

ELBERT HUBBARD

# Tonya's MLS Tips and Tricks

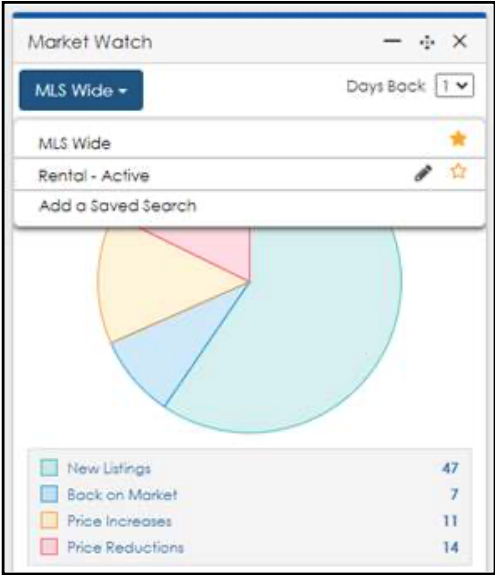
Learn more about Rapattoni's new Market Watch feature

A new feature in the MLS was recently rolled out that will gives users more information on the current real estate market. Rapattoni has renamed the 24 Hour Market Watch to Market Watch. You now have the opportunity choose how many days back it shows (up to seven days.) You can also create custom searches and save them in your Market Watch, which makes finding the information you routinely need easier than ever.



The new Market Watch feature allows you to go back as far as seven days to access information in the MLS

You can now create and save searches for easy access to the information you need most.





# May 12-21, 2021 Membership News



## REALTOR® Membership Applications\*

Xiaomei 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

## Designated REALTORS®

Sturdivant, Andrea - Designated REALTOR  
 L3 Brokers

## 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

## 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

## Miscellaneous Changes

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

*Thank you to our 2021*

## PRIME BUSINESS PARTNERS



# Donate for a chance to Win

to the Lubbock Area United Way      fabulous prizes!



**JOIN UNITED WAY IN INSPIRING NEW STORIES EVERY DAY**

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*



# May Membership Luncheon and United Way Campaign Kick Off



THANK YOU  
*for sponsoring!*



LUBBOCK  
NATIONAL  
BANK

Member FDIC Equal Housing Lender



## Classes and Events

### You Mean Real Estate Contracts Must be Written?!

Wednesday, May 26  
1 p.m. to 4 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

### New Member Orientation

Wednesday, June 2  
8:30 a.m. to Noon  
Overton Hotel

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

### 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!

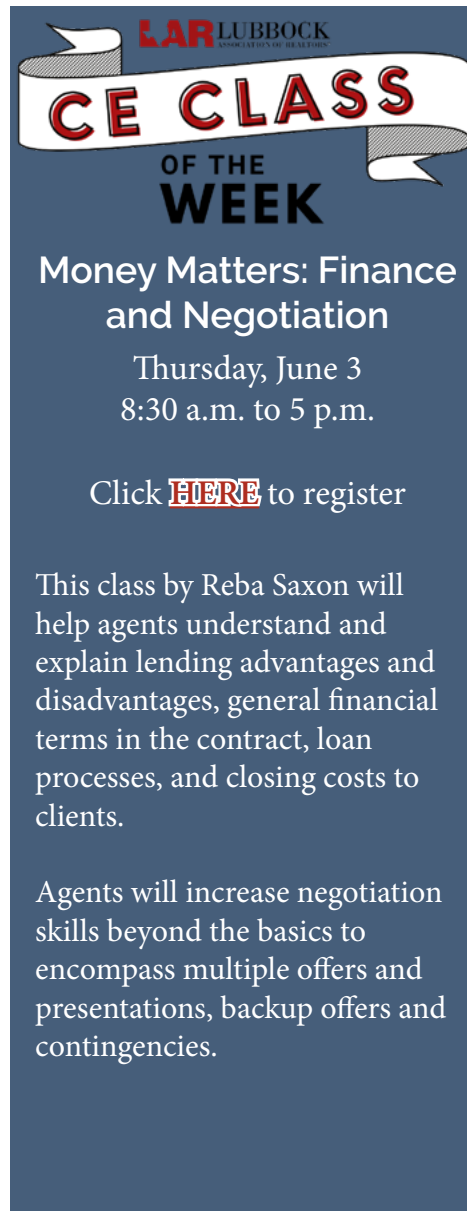
Thursday, June 24  
Noon to 3 p.m.

Click [HERE](#) to register

### TREC Broker Responsibility

Tuesday, June 29  
9 a.m. to 4 p.m.

Click [HERE](#) to register



**LAR LUBBOCK**  
REAL ESTATE EDUCATION

## CE CLASS OF THE WEEK

### Money Matters: Finance and Negotiation

Thursday, June 3  
8:30 a.m. to 5 p.m.

Click [HERE](#) to register

This class by Reba Saxon will help agents understand and explain lending advantages and disadvantages, general financial terms in the contract, loan processes, and closing costs to clients.

Agents will increase negotiation skills beyond the basics to encompass multiple offers and presentations, backup offers and contingencies.



**The CE Shop**

Save **25%** on  
all CE courses through  
the month of May

promo code  
**MAY25**

*Congratulations to the Fairhaven Contest*  
***Winners!***



Vanessa Dirks  
Zane Graham  
Jef Conn  
Karen Miller  
Abby Louder

Debby Tullis  
Ken Harlan  
David Kern  
Jon Sasse  
Chris Brooks



**JEF CONN**

CANDIDATE FOR TEXAS REALTORS®  
SECRETARY/TREASURER 2023

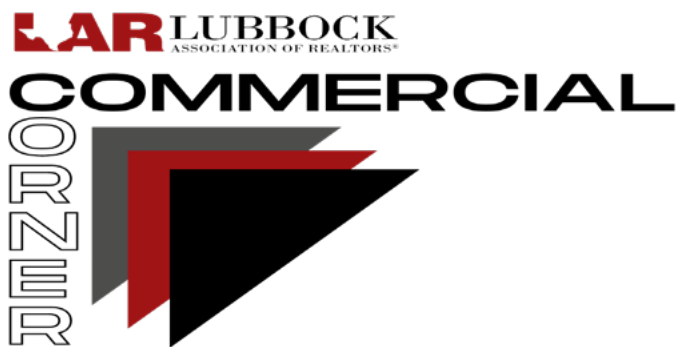
806.787.4779

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## April 2021 Commercial Market Insights

**T**he commercial real estate market is recovering, although commercial real estate transactions and the underlying market fundamentals are still weak compared to pre-pandemic conditions.

In the first quarter of 2021, commercial transactions were 28% below the level one year ago. Commercial real estate prices continue to firm up, but valuations were broadly down by 6% from one year ago.

In the first quarter, the dollar volume of acquisitions of \$2.5 million or over fell in the office (-36%), retail (-42%), industrial (-41%), and multifamily (-12%) property markets. However, hotel acquisitions rose 13%. Investors could be acquiring some hotels to be converted into other uses, such as multifamily housing. NAR's recently published report Case Studies on Repurposing Vacant Hotels/Motels into Multifamily Housing documents such conversions, based on information gathered from NAR commercial members and secondary research.

NAR Research anticipates that commercial transactions

will pick up in the second half of 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, workers start heading back to the office, and consumers spend some of their savings on leisure and recreation and personal services.





**\$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**



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**MORTGAGE**

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