



What's Inside

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2021 Turkeys for TREPAC

Invest in Turkeys for TREPAC and help us feed our community

Pages 4 & 5

2021 Step Up For Kids

See pictures from the 2021 Step Up For Kids shoe giveaway

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Congrats GRI Graduates

See who completed their GRI designation in October

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2021 Vendor Fair

Thank you to all the vendors who joined us at the Vendor Fair.

Page 11

Commercial Corner

Find out what's happening in the world of commercial real estate

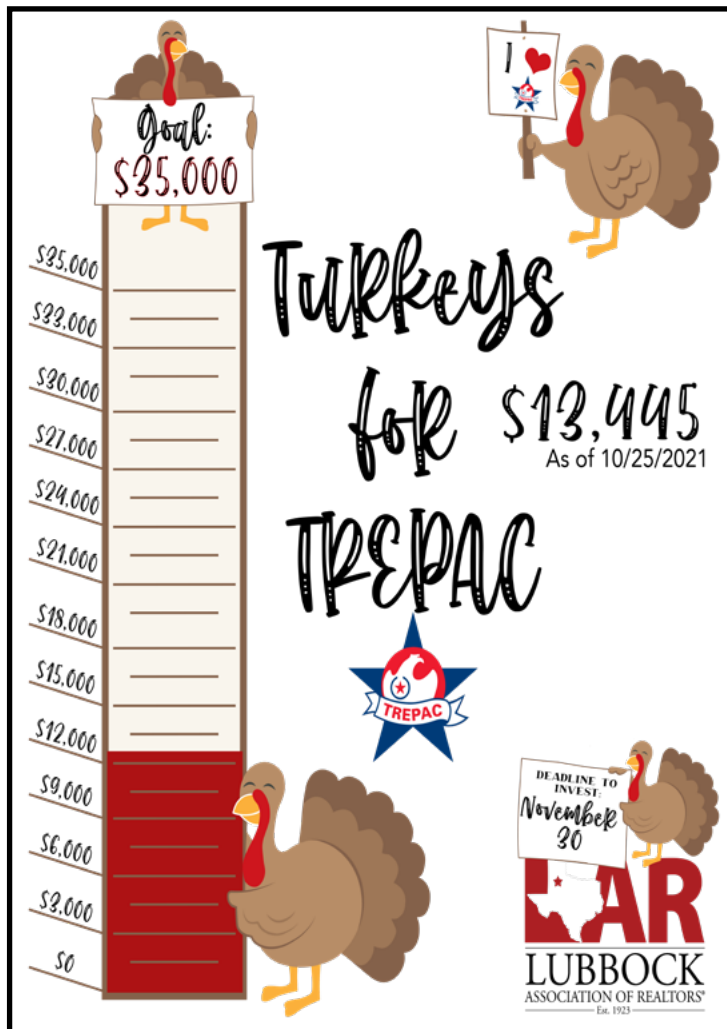
Weekly Real Estate Monitor

Pending Sales in September 2021 Decline 2.3% from Prior Month

NAR Research compiles the latest residential and commercial market data in this weekly real estate monitor, based on what REALTORS® are seeing in their

market, mortgage data, jobless claims, foot traffic, the commercial weekly summary blog, the latest home sales numbers, and more.





Sarah Bolkcom
Donna Sue Clements
Jeffrey Conn
Coby Crump
Rusty DeLoach
Rich Eberhardt
Rochelle Ford
Charlie Garner
Tim Grissom
Tammy Hamersley
Ken Harlan
Amie Henry
Michael Hutton
Vanessa Hyde
Nathan Jordan
Velma Medina
Kelly Miller
Russ Moore
Vickie Noyola Al-Souki

Vanessa Perez
Debora Perez-Ruiz
Krista Reed
Maggie Riley
Kyle Rogers
Lia Saa
Winn Sikes
Teresa Smith
Lesli Spears
Denise Stout
Andrea Sturdivant
Bambi Temple
Lavene Vasquez
Sharla Wells
Donna Westfall
Robert Whitfield
Keeli Wilson
Kristen Wright

INVEST NOW!



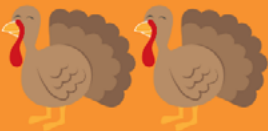
\$35



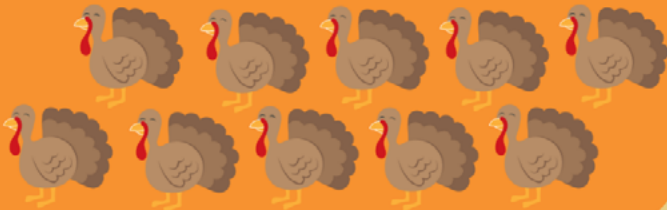
\$110



\$50



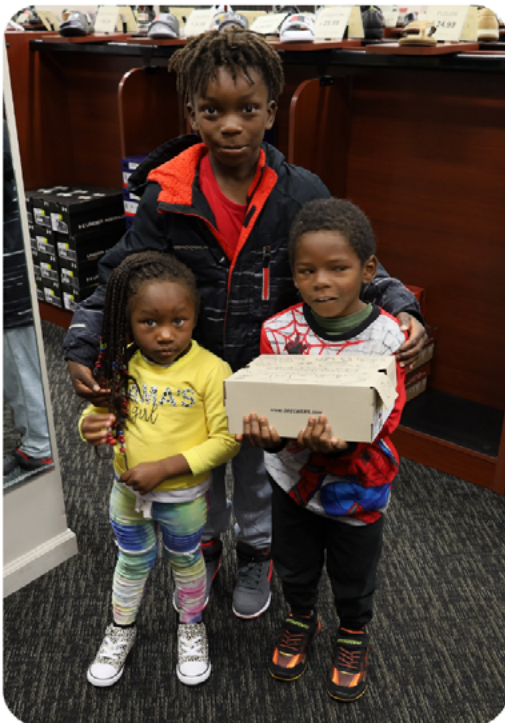
\$250



LUBBOCK REALTORS®

STEP UP FOR KIDS

2021





THANK
you!

SHOE DEPT.
ENCORE



ALLIANCE
CREDIT UNION

**AND TO ALL
OUR
VOLUNTEERS!**



Classes and Events

You Mean Real Estate Contracts Have to be Written?!

Tuesday, November 9

1:30 a.m. to 4:30 p.m.

Click [HERE](#) to register

TREC Legal Update 1

Wednesday, November 10

8:30 a.m. to 12:30 p.m.

Click [HERE](#) to register

TREC Legal Update 2

Wednesday, November 10

1 p.m. to 5 p.m.

Click [HERE](#) to register

ABR Elective: New Home Construction and Buyer Representations Professionals, Product, and Process

Wednesday, November 17

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

Click [HERE](#) to register

November Luncheon

Thursday, November 18

11 a.m. to 1 p.m.

Click [HERE](#) to register

NAR Code of Ethics

Thursday, November 18

1 p.m. to 5 p.m.

Click [HERE](#) to register



You Mean Real Estate Contracts Must Be Written?!

Tuesday, November 9

1:30 p.m. to 4:30 p.m.

Click [HERE](#) to register

3 CE hrs (This course is a qualifying contracts class for licensees in their second renewal on.)

Location: LAR Meeting Center,
6514 70th Street

Course Objectives:

*To educate licensees on the correct completion of the TREC One to Four Family Residential Contract (Resale) and TREC Third Party Finance Addendum. Instruction will be geared to help new agents just entering the real estate industry to not only be able to complete the contract, but understand what it says and be able to explain it to their clients.

*To keep experienced agents up to date to changes as well as reinforcing their skills in contract preparation.



MLS Tidbits

NOVEMBER

Look for the MLS Tidbits banner in the MLS for help with the following topics:

- Using a Selling Co-Agent
- On Market Date Revision
- Using a Non-MLS Agent
- Correcting selling information mistakes



Did you know LAR has an

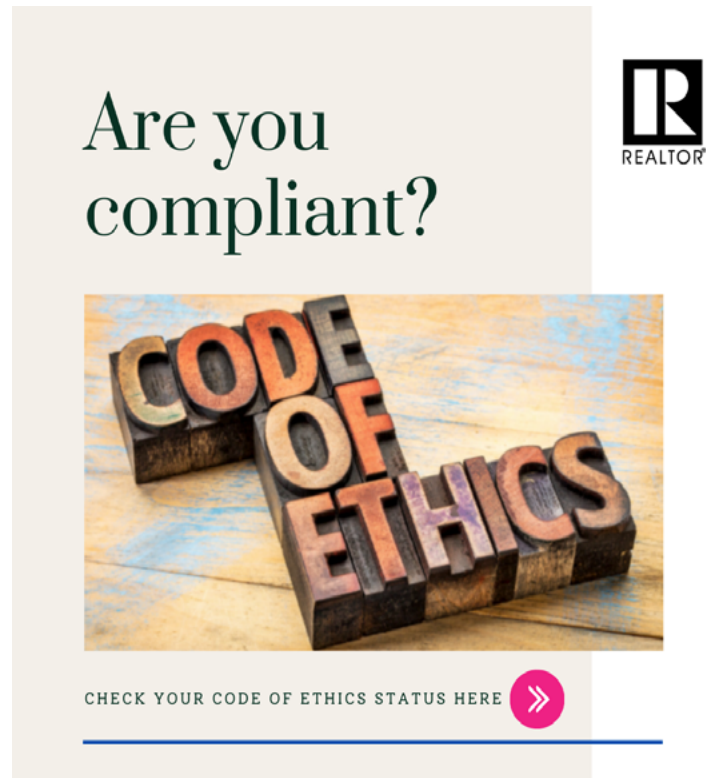


MLS



Tips and Tricks

YouTube playlist?

[Click here to check it out](#)



Are you compliant?



[CHECK YOUR CODE OF ETHICS STATUS HERE](#) »

October 1-26 Membership Changes



REALTOR® Membership Applications*

Minerva DeLeon, Exit Realty of Lubbock
 Kaylee Buck, Madewell Real Estate Company
 John Strader, John Exit Realty of Lubbock
 Natalie Peebles, Halley Road Real Estate
 Kimberly Roberson, Bray Real Estate Group
 Annie Esman, Texas Ranches for Sale
 Gage Bane, Raider Realty
 Kaysha Steele, Exit Realty of Lubbock
 Jena Reeves, McDougal, REALTORS®
 Lainie Stallings, Century 21 John Walton, REALTORS®
 Jonathan Adkins, Madewell Real Estate Company
 Daniel Hay, West Sage, REALTORS®
 Laura Zayas Fernandez, eXp Realty LLC

Daniel Steen, McDougal, REALTORS®
 Victoria Lipps, (non-MLS) The WestMark Companies
 Nathan Rogers, Better Homes and Gardens Blu Realty
 Alejandro Nevarez, Keller Williams Realty
 Micah Lykins, Keller Williams Realty
 Jason Gonzales, Keller Williams Realty
 Aaron Hollars, Keller Williams Realty
 Candace Hiler, South Plains Homes
 Victoria Gotovac, Keller Williams Realty
 Soledad Placencia, eXp Realty LLC

Designated REALTORS®

Ken Hoerster, Texas Ranches for Sale
 John Hogan, Keller Williams Realty El Paso
 Tony King, eXp Realty LLC
 Jim Archer, Steadfast Realty

New Affiliates

Jay Gibson, Representative D.R. Horton

Transfers

Joanie Coles, McDougal, REALTORS®, to Aycok Realty Group, LLC
 Sue Keveryn, McDougal, REALTORS®, to Aycok Realty Group, LLC
 Tori Ericson, Keller Williams Realty, to Dannheim Realty
 Amy Poole, Andi Dunlap Realty, to

NextHome CORE Realty
 Beth Collier, Magnolia Road Realty, to Magnolia Road Realty Brownfield
 Logan Tekell, Better Homes and Gardens Blu Realty, to All Real Estate, LLC

Cancellations

Osmar Diaz, United Country Real Estate - M. Edwards Realty & Land
 Paige Chavez, Better Homes and Gardens Blu Realty
 Zack Campbell, RE/MAX Lubbock
 Cavette Clements, The WestMark Companies
 Canton Long, Location Rentals
 Heather Knowlton, Andi Dunlap Realty
 Jack French, TechTown Realty
 Rick Tankersley, eXp Realty LLC
 John Greene, Steadfast Realty

Miscellaneous Changes

Sydni Bednarz, Sterling Creek Properties, change to MLS member
 Lindsey Turney open second office, Magnolia Road Realty Brownfield
 Lubbock National Bank Mortgage change of contact to Kacy Putman
 Jef Conn, Coldwell Banker Trusted Advisors, change to MLS member



GRADUATE,
 REALTOR®
 INSTITUTE

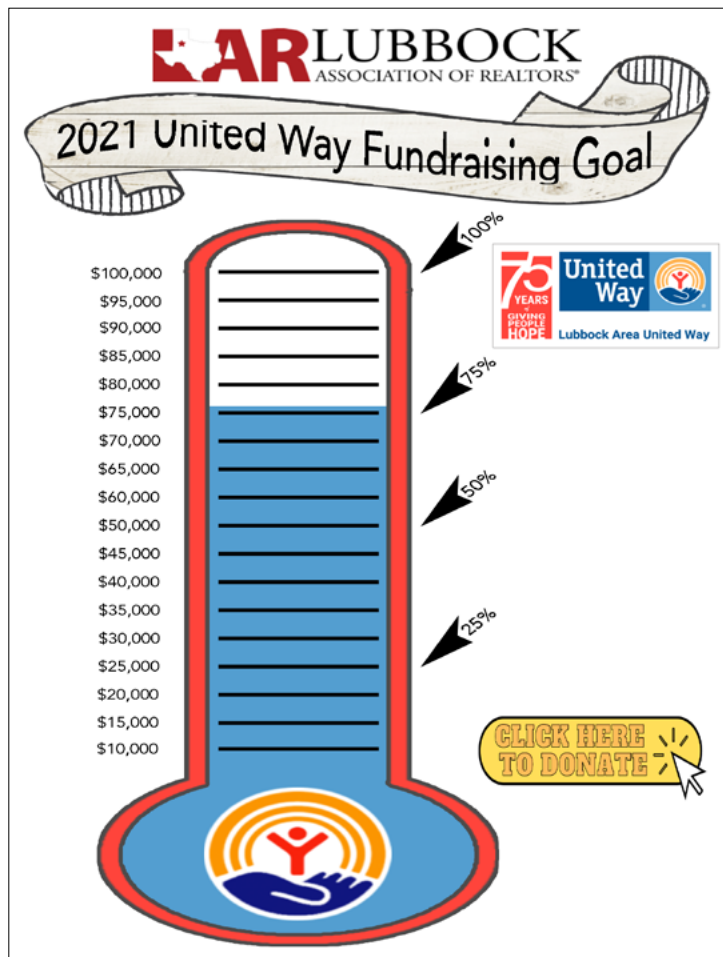
Congratulations

**CINDY BEST
 DAL BURROUS
 DONNA MEISE
 SHARLA ROSENTERER
 SANDRA SAUCEDA
 TRACY THOMASON
 CHRISTYE WELD**

for earning your GRI Designation

Thank you to our 2021
**PRIME BUSINESS
PARTNERS**





United Way Campaign

We need your help!

We have raised more than 75 percent of our \$100,000 goal and we need your help to make it to 100 percent!

Click Here to Donate to the United Way

LAR LUBBOCK
ASSOCIATION OF REALTORS®

GET YOUR "I AM A LUBBOCK REALTOR" T-SHIRT FOR ONLY \$25
(\$20 donation to the Lubbock Area United Way and \$5 to cover the cost of the t-shirt)

75 YEARS
GIVING PEOPLE HOPE
United Way
Lubbock Area United Way

Contact Brenda Fisher at
media@lubbockrealtors.com to order one

75 YEARS
GIVING PEOPLE HOPE
United Way
Lubbock Area United Way



Thank you 2021 VENDOR FAIR VENDORS!



A STEP ABOVE INSPECTIONS, INC.
FOR ALL YOUR INSPECTION NEEDS





Commercial Weekly: Apartment Demand and Rents Likely to Remain Robust in 2022

Apartment demand will likely remain robust and rent growth remain elevated in 2022, given the current rates of absorption, rising mortgage rates in 2022, and the lower level of construction activity relative to current demand.

Demand for multifamily apartments remains strong as of the fourth quarter (as of October 19), with a net increase of 1.06 million apartment units occupied since 2020 Q2. The multifamily vacancy rate has fallen to 4.6% (6.6% in 2020 Q2) and the multifamily median asking rent is up 11.4% year-over-year (1.6% in 2020 Q2).

Texas has the top two markets with the largest number of apartment units absorbed, which are Dallas (47,182) and Houston (37,117), each of which absorbed an amount that was about 6% of the stock of apartment units. In addition to these two markets, the next top markets that round out the top 10 were New York (34,619); Los Angeles (30,879); Washington, DC (22,436); Atlanta (22,272); Chicago (20,810); Austin (20,443); Seattle (18,481); and Phoenix (16,054). Net absorption in the past 12 months is now positive in the metro areas that saw heavy losses in occupancy in 2020, namely New York, San Francisco, San Jose, and Seattle.

As a percent of the current stock of apartment units, the largest increases in metro areas that had at least 5,000 positive net absorption were Orlando, Florida (8%

of stock); Austin, Texas (8% of stock); Miami (7%); and Charleston (9%).

Double-digit rent growth in a third of metros

Rents are rising at a double-digit pace in 127 out of 390 metro areas across “major” (population over 1 million), “large” (population over 500,000 to 1 million), “medium” (population over 250,000 to 500,000), and “small” markets (population less than 250,000).

Across these markets, Florida metro areas lead the pack with the highest rent growth of over 20% (Palm Beach, Orlando, Tampa, Jacksonville, Sarasota, Port St. Lucie, Fort Myers, Naples, and Punta Gorda).

Apartment market rents likely to rise at strong pace in 2022

The demand for apartment units will remain strong in 2022, as higher mortgage rates will ease the demand for owner-occupied homes and increase the demand for rentals. On the other hand, the number of units currently under construction will add to supply. Currently, there are about

650,000 units under construction, about 75,000 fewer than prior to the pandemic. This level of construction is lower than the current 12-month net absorption of 741,361, which means that vacancy rates will continue to remain tight and rent growth for multifamily units could continue to hover at about 10% in 2022.

However, the tightness of the rental market will vary by metro area. For example, there are clearly some metro areas where there is significant under-construction that is going on relative to the current stock, such as Nashville, Tennessee (14%); Huntsville, Alabama (16%); Santa Fe, Mexico (28%); The Villages, Florida (32%); Punta Gorda, Florida (21%); and New Bern, North Carolina (14%). These markets are more likely to see rent growth easing in 2022 or 2023.



\$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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