

What's Inside

Page 3

2021 Turkeys for TREPAC

It's time once again for Turkeys for TREPAC!

Pages 4 & 5

2021 Vendor Fair

We still have a few booths left for the Vendor Fair on October 21

Page 6

Classes and Events

See all the classes and events happening at LAR

Page 7

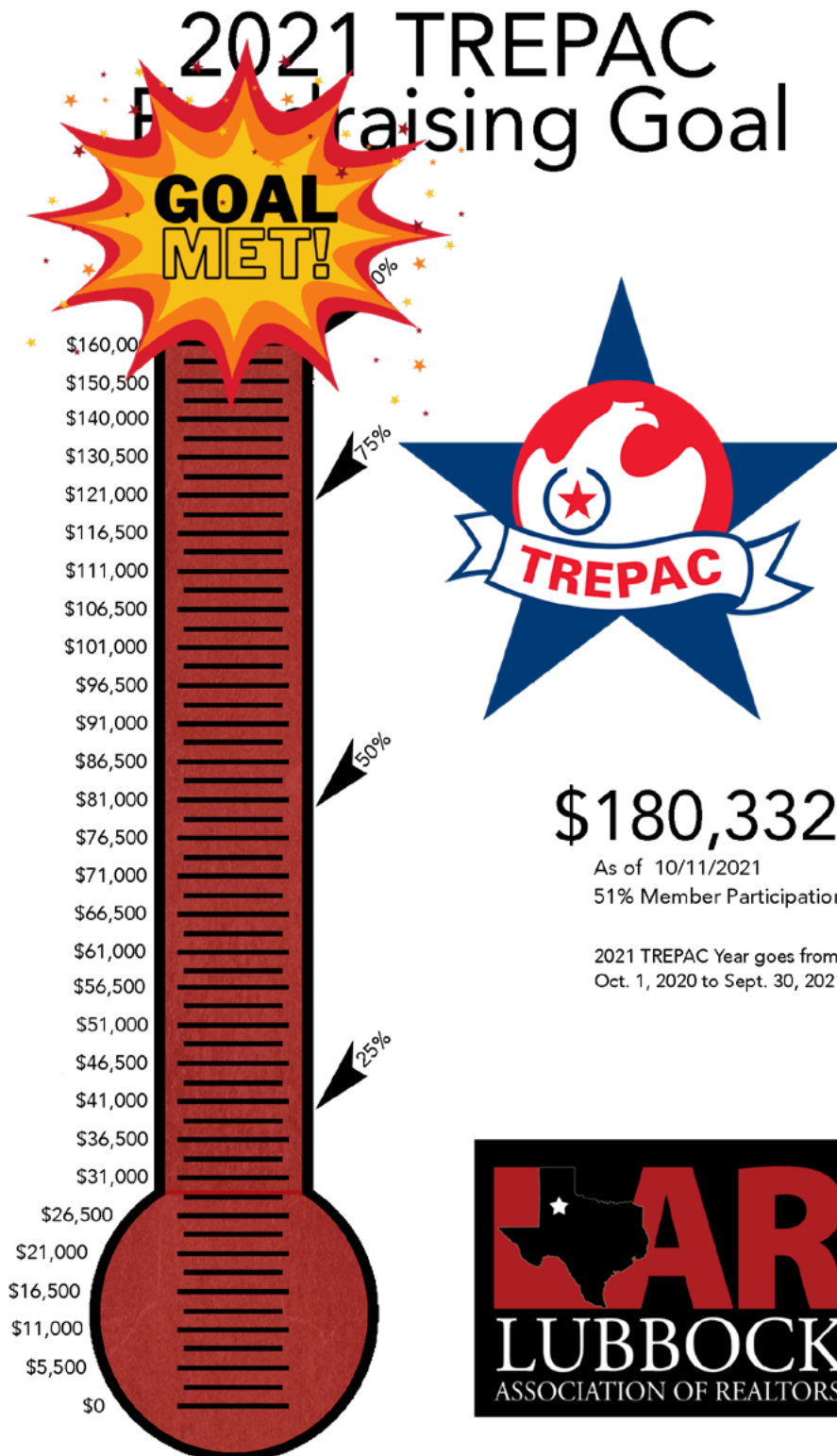
MLS Tidbits


Did you know....

Page 10

Commercial Corner

Read the Weekly Commercial Report





2021 TREPAC Major Investors

PLATINUM R

★ ————— ★

Jef Conn*

GOLDEN R

★ ————— ★

Cade Fowler*
Tony Lloyd*
Lisa Pearce**

CRYSTAL R

★ ————— ★

Donna Sue Clements**
Vanessa Dirks**
Rich Eberhardt**
Amie Henry
Vanessa Hyde
Michael Martinez
Kirk Schneider
Teresa Smith**

STERLING R

★ ————— ★

Wally Al-Souki Joe Bellar Leigh Anne Brozo Tyler Chaney Tom Couture Coby Crump Sherri Cypert Bryce Daniel Joy Daniel Rusty DeLoach Clay Enger Linda Ferguson Kim Flenniken Tim Garrett Tim Grissom	Tammy Hamersley Ken Harlan Michael Hutton Cheryl Isaacs Nathan Jordan Mark McMillan Lori Manning Joe Murfee Mark Nanny Tara Newton Colby Norris Vickie Noyola Al-Souki Jason Ratliff Ginger Robertson Lia Saa	Crystal Sanchez Winn Sikes*** Steve Shanklin Denise Stout Jeremy Steen Andrea Sturdivant Amy Tapp Renee Taylor Pam Titzell Wayne Walton Sharla Wells Dan Williams* Keeli Wilson Chanda White
--	---	---

CORPORATE MAJOR INVESTORS

★ ————— ★

Alliance Credit Union
 Benchmark Mortgage
 City Bank Mortgage
 Fairway Independent Mortgage
 Hub City Title
 LBK Roofing
 Lubbock National Bank
 Peoples Bank
 PrimeWest Mortgage
 Spirit Mortgage
 Texas Tech Federal Credit Union

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

TREPAC

Participation Levels

RPAC Hall of Fame

RPAC Hall of Fame is awarded to members who have invested \$25,000 or more throughout their career as a REALTOR®. This is a lifetime award achievement.

RPAC Major Investor Program

RPAC's Major Investor program consists of an elite and passionate group of REALTOR® investors who give a minimum annual investment of \$1,000 or more.

RPAC Platinum R Member

A Texas REALTOR® investing \$10,000 or more in one year will be recognized as a Platinum R major investor. Individual members can then sustain their Platinum R status with an annual investment of \$5,000.

RPAC Golden R Member

A Texas REALTOR® investing \$5,000 in one year will be recognized as a Golden R major investor. Members can then sustain their Golden R status with an annual investment of \$2,000.

RPAC Crystal R Member

A Texas REALTOR® investing \$2,500 in one year will be recognized as a Crystal R major investor. Members can then sustain their Crystal R status with an annual investment of \$1,500.

RPAC Sterling R Program

A Texas REALTOR® investing \$1,000 in one year will be recognized as a Sterling R major investor.

Capitol Club

A Texas REALTOR® investing \$500 to \$999 in one year becomes a Capitol Club member.

Lone Star Statesman

A Texas REALTOR® investing \$250 to \$499 in one year becomes a Lone Star Statesman.

110 Club Member

A Texas REALTOR® investing \$110 to \$249 in one year becomes a 110 Club Member.

Participation Club Member

Any Texas REALTOR® investing \$35 to \$109 is considered a member of TREPAC.

LAR LUBBOCK
ASSOCIATION OF REALTORS®

❖ 2021 ❖
TURKEYS FOR TREPAC

\$35



\$110



\$50



\$250



Help us feed hungry people from all over the Lubbock area this holiday season. **100 percent** of the money raised during Turkeys for TREPAC will be used to purchase turkeys that will be donated to the South Plains Food Bank.

CALL LAR TO MAKE YOUR INVESTMENT TODAY



2021 VENDOR FAIR

OCTOBER 21, 2020 | 11 A.M. TO 1 P.M.
FRAZIER ALUMNI PAVILION
2680 DRIVE OF CHAMPIONS

Proceeds will go to the Lubbock Area United Way

Service Provider Categories

(One registered business per booth/table. Limit 5 vendors per category)

- BUILDERS
- CONSTRUCTION/REMODELING
- CLEANING AND CARPETS/FLOORING
- ELECTRICAL/PLUMBING HVAC
- HANDYMAN/PAINTERS
- HOME INSPECTION SERVICES
- INSURANCE
- PROMOTIONAL SERVICES
- HOME WARRANTY
- LAWN SERVICES/SPRINKLERS/LANDSCAPING
- MOVING AND STORAGE
- PEST CONTROL
- ROOFERS
- STAGING/HOME DECOR/INTERIOR DESIGN
- TAX AND ACCOUNTING/REAL ESTATE LAW
- OTHER

Registration Deadline is October 14 at 5 p.m.
Booths are assigned on a first-paid, first pick basis



\$100 Active LAR Affiliate Members
\$200 Non-Members
\$250 Booth with dedicated monitor*
\$25 screen advertising

Vendors need to provide a door prize item valued at \$50 or more to give away to LAR REALTOR® member attendees

*There are 11 spots with tvs available

CATEGORY: _____
COMPANY NAME: _____
CONTACT NAME: _____
PHONE/FAX: _____
EMAIL: _____
WEBSITE: _____
BOOTH PRIZE: _____
TABLE # CHOICE: _____

SEND PAYMENT TO:

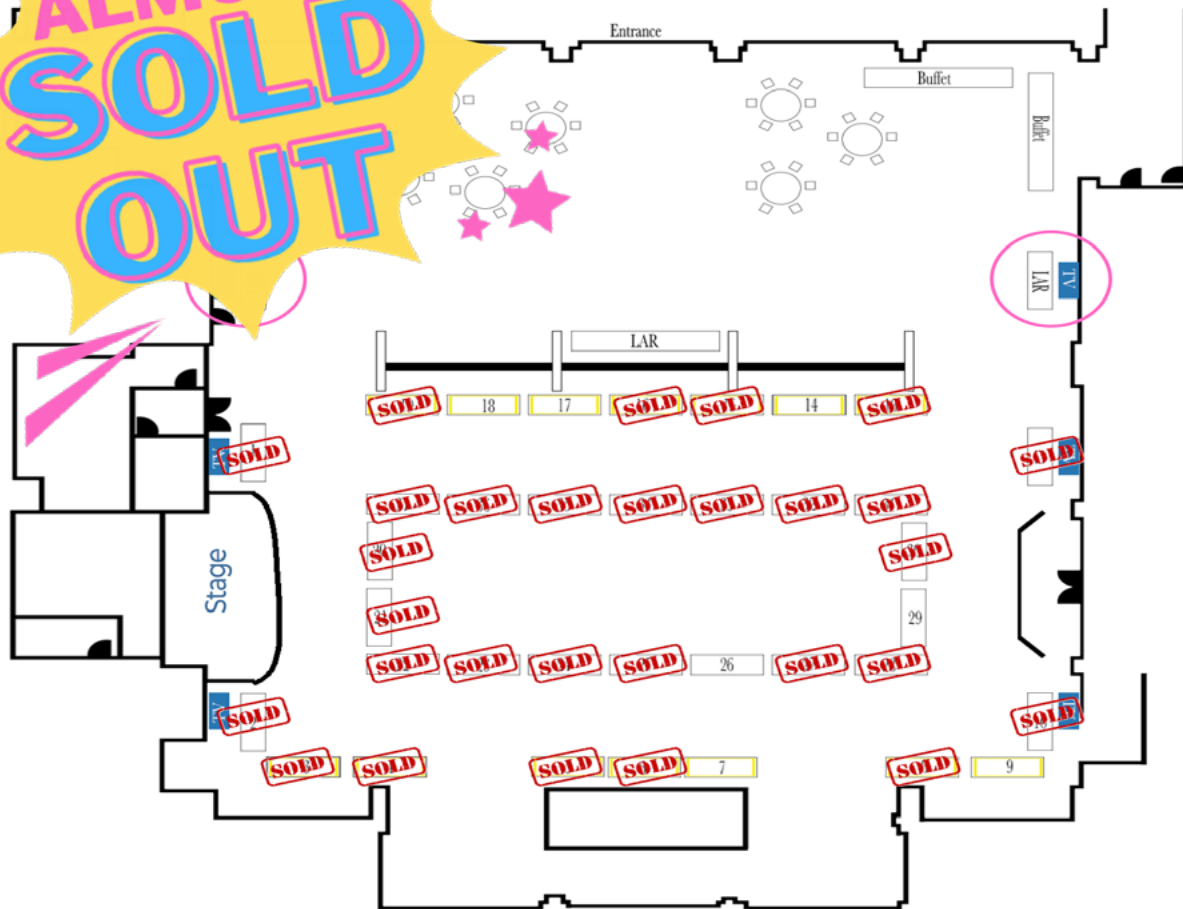
Lubbock Association of REALTORS®
attn: Brenda Fisher
6510 70th Street
Lubbock, TX 79424
media@lubbockrealtors.com
Phone: 806-795-9533 | Fax: 806-791-6429

Make checks payable to LAR

Please call Brenda at 806-795-9533 to
pay by credit card

**REMEMBER: BOOTH SPACES ARE ASSIGNED
ON A FIRST PAID, FIRST PICK BASIS**

**ALMOST
SOLD
OUT**



2021 VENDOR FAIR LAYOUT FRAZIER ALUMNI PAVILION

\$100 Active LAR Affiliate Members
\$200 Non-Members
\$250 Booth with dedicated monitor*
\$25 screen advertising**

*There are 11 spots with tvs available

** Advertising will be done on the TVs marked with pink

-  Standard Booths
-  TV Booth **SOLD OUT** mounted TV
-  Booths with electricity and/or TV (there are 7 TVs available at first paid, first reserved)

Don't forget to

**REGISTER FOR
THE VENDOR FAIR**

The event is FREE but we
need a headcount for lunch

Click
here to
register
now

Classes and Events

LAR Vendor Fair

Thursday, October 21
11:30 to 1
More info to follow

Understanding and Explaining Agency to your Clients

Friday, October 22
9 a.m. to Noon
Click [HERE](#) to register

New Member Orientation

Wednesday, October 27
8:30 a.m. to 1 p.m.
Click [HERE](#) to register

NAR Code of Ethics

Thursday, October 28
1 p.m. to 4 p.m.
Click [HERE](#) to register

Pricing Strategies: Mastering the CMA

Monday, November 1
8:30 a.m. to 5 p.m.
Click [HERE](#) to register

You Mean Real Estate Contracts Have to be Written?!

Tuesday, November 9
11:30 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

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

DID YOU KNOW...

You should read the comments in the listing and in ShowingTime before contacting the agent with questions?

You need to change your password on June 1st and December 1st?

You can access your own listings through the Speed Search bar at the top right of the page?

MLS#'s always start with the current year?

LEARN MORE



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



September Membership Stats



LAR Membership count as of September 30, 2021

There was a 9.25 percent increase from September 2020

1,606 — Total LAR Members
1,364 — REALTORS®
170 — Designated REALTORS®
43 — Appraisers
29 — REALTOR® Emeritus

MLS Only Participants/Subscribers
76 — MLS Only Designated REALTORS®
58 — MLS Only REALTORS®
15 — MLS Only Appraisers

REALTOR® Membership Applications*

Pierce Lancaster, United Country Real Estate - M. Edwards Realty and Land
Caitlyn Patterson, 806Sales.com
Lynzi Hiler, South Plains Homes
Jarred McNeill, Progressive Properties
Kale Johnson, Century 21 John Walton, REALTORS®
Kali Taylor, CORE Realty Group TX, LLC
Johnny Grindstaff, Amy Tapp Realty
Anna Cannon, Tech Terrace Real Estate
Holly Bierd, Amy Tapp Realty
David Townsend, The WestMark Companies
Mary Hooton, Keller Williams Realty
Michelle Lopez, West Sage, REALTORS®
Nate Spencer, Location Rentals
Courtney Killian, Taylor Reid Realty
Erica Pena, Better Homes and Gardens Blu Realty
Jordan Oursbourn, Century 21 John Walton, REALTORS®

Jared Farrow, Exit Realty of Lubbock
Valerie A. Grant, Amy Tapp Realty
Heather Wolfe, Madewell Real Estate Company
Kenda Martinez, Real Broker, LLC

Designated REALTORS®

Turney, Lindsey - Designated REALTOR®
Magnolia Road Realty
Haylee Potter - Designated REALTOR®
Red Dirt Realty & Land

New Affiliates

McDougal, Harla - Representative
Cardinal Financial (August)
Jacob Faske - Representative NEXA
Mortgage, LLC

Transfers

Ellie Daneshfar, Taylor Reid Realty, to Keller Williams Realty
Brandon Napper, Exit Realty of Lubbock, to Aycok Realty Group, LLC
Charlotte Boyett, Exit Realty of Lubbock, to Aycok Realty Group, LLC
Angela Bachmann, Realty One, to Aycok Realty Group, LLC
Austin Brown, eXp Realty LLC, to Real Broker, LLC
Jennifer Loper, Kearney & Associates, REALTORS®, to RE/MAX Lubbock
Stacy Chance, Realty One, to Aycok Realty Group

Cancellations

Alicia Green, Location Rentals
Trevor Paradoski, Williams & Company Real Estate
Damian Zuniga, Aycok Realty Group, LLC - deceased
Sharalee Eckert, Century 21 John Walton, REALTORS®
Mari Eggert, Brick & Loft Realty
Nikki Kreger, Coldwell Banker Trusted Advisors
Audriana Edwards, Lyons Realty
Megan Pilgrim, McDougal, REALTORS®
Kimber Moore, RE/MAX Lubbock
Peggy Hensley, Hensley Appraisal Service
Javier Rodela, Keller Williams Realty
Danny Lee, Keller Williams Realty

Agata Thompson, Keller Williams Realty
Taylor Reeves, Amy Tapp Realty
Hailey Box, Exit Realty of Lubbock
Joe Torres, Exit Realty of Lubbock
Donna Dubose, Donna Dubose, REALTORS®

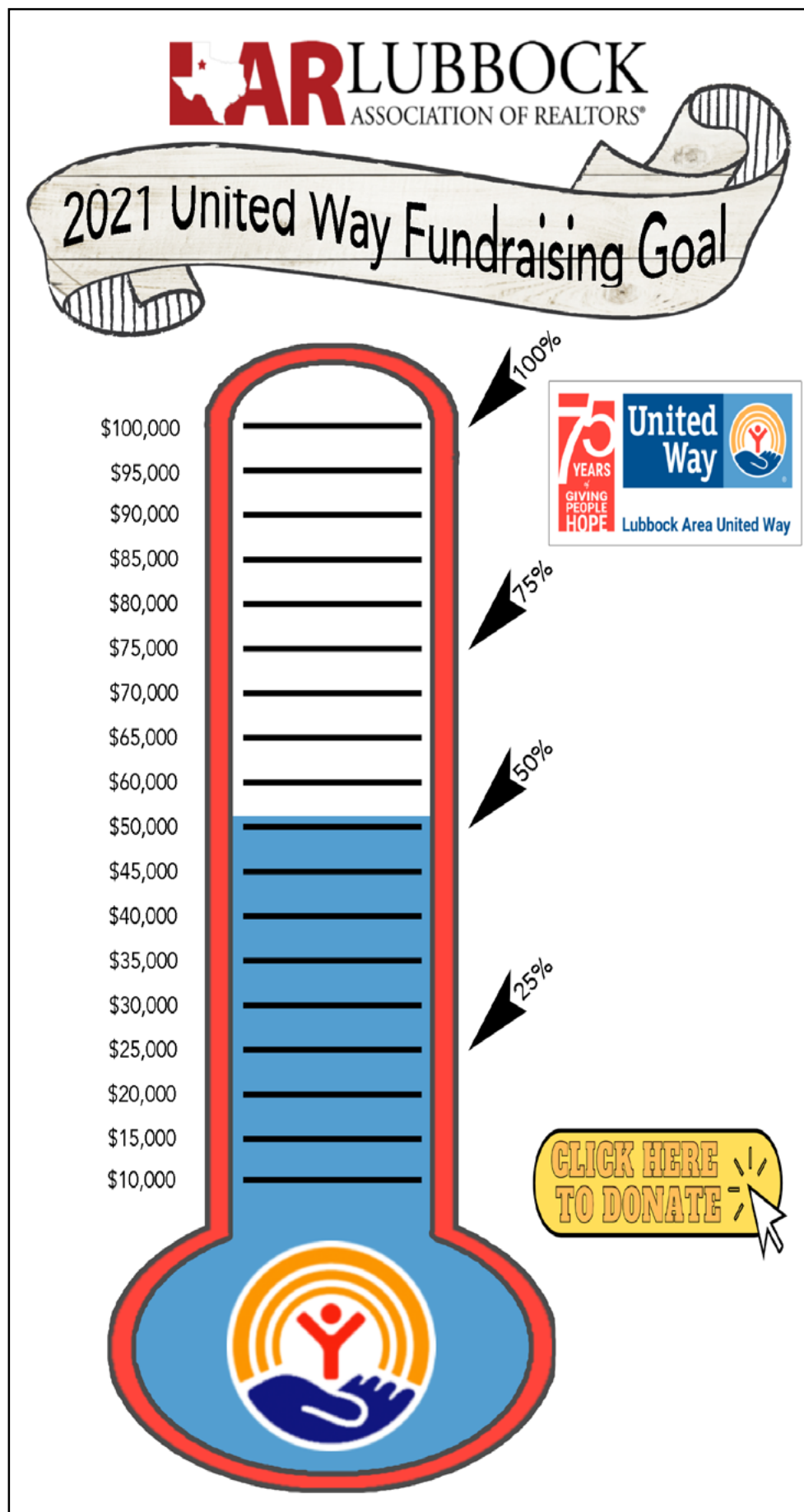
Miscellaneous Changes

Lauryn Truesdell reinstated with Keller Williams Realty
Marcus Tamplen, Minnix Property Management, change to non-MLS member
Katie Billingsley reinstated with Our Texas Real Estate Group
Shree Kuhlers reinstated with Amy Tapp Realty
Trevor Paradoski reinstated with Amy Tapp Realty
Carpet Tech change of representative to Maci Patterson
Kendall Freeman, Amy Tapp Realty, name change to Kendall Dollins



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





United Way Campaign

We need your help!

We have raised more than 50 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

United Way
75 YEARS of GIVING PEOPLE HOPE
Lubbock Area United Way



The poster features a background image of a crowd of people celebrating with confetti. The LAR Lubbock logo is at the top center. Below it, the text 'Night at' is followed by a large, stylized 'MAIN EVENT' in a black box with colorful borders. Underneath, it says 'to benefit the' followed by the United Way logo. On the left, a yellow circle contains the event details. On the right, a blue and pink wave graphic contains the donation percentage and details.

LAR LUBBOCK
ASSOCIATION OF REALTORS®

Night at

MAIN EVENT

to benefit the

United Way

**SUNDAY
OCTOBER 24
5 P.M. TO 9 P.M.
MAIN EVENT
6010 MARSHA
SHARP FREEWAY**

Main Event will donate

20%

from the receipts LAR
collects that night to
donate to the United Way.



The poster has a teal background with a large orange sun graphic on the left. Inside the sun is the text 'CELEBRATING YOU &', '2021 REALTORS® Conference & Expo', 'RISE & SHINE', 'Nov. 12-15, 2021 San Diego', and 'EVERYTHING YOU DO'. On the right, a smiling woman with grey hair is shown from the chest up, wearing a blue blazer. Behind her are several vertical bars of varying heights in shades of orange and red.

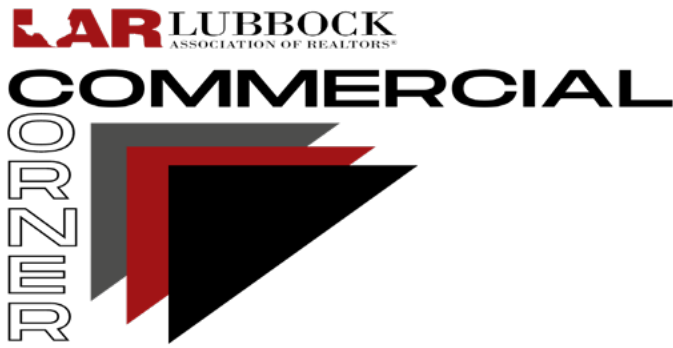
CELEBRATING YOU &

2021 REALTORS®
Conference & Expo

RISE & SHINE

Nov. 12-15, 2021
San Diego

EVERYTHING YOU DO



Commercial Weekly: Industrial Sector Fundamentals Remain the Strongest

Elevated demand for industrial space continues as consumer spending habits trending toward the convenience of online shopping persist.

Given the current state of e-commerce and last-mile demand, industrial remains the market with the strongest fundamentals.

From 2020 Q2 through September 28, 2021, more than 518 million square feet of industrial space has been absorbed by the market (positive net absorption), according to CoStar® market data. Of the 518 million square feet, the majority, 94% or 486 million square feet, is comprised of logistic space.

The industrial vacancy rate has decreased to 4.6% (5.3% in Q1 2020) as downward pressure is largely due to more demand for quality industrial space than supply can manage, which is a result of the acceleration of e-commerce.

As of September 28, 2021, Rochester, NY; Florence-Muscle Shoals, AL; San Jose, CA; Rochester, MN; San Francisco, CA; Jackson, MS; Providence, RI; Hanford-Corcoran, CA; and Mansfield, OH have seen the largest declines in occupancy over a 12-month period.

Of particular note, of the top 10 markets with the largest deficit in net absorption over the past 12-month period, 30% are in

the West and in California in particular. According to CoStar® market data, 86 of the 390 markets covered have released industrial space back to the market (negative net absorption) and of those markets that have returned industrial space to the market, 4 have lost over 1 million square feet in industrial occupancy on a net basis over the past 12 months ending September 21.

Both gateway cities and secondary markets are experiencing rising occupancy, with the largest increases occurring in Dallas-Forth Worth, TX; Chicago, IL; Inland Empire, CA; Atlanta, GA; Houston, TX; Phoenix, AZ; Columbus, OH; Los Angeles, CA; Memphis, TN; and Indianapolis, IN, each of which absorbed at least 10 million square feet of industrial space.

The continued tight market conditions and increased demand for industrial space brought with it an increase in rental growth as the year-over-year average asking rent has increased to 6.9%, which is up from 4.6% in Q2 2020 and Q1 2021 and 5.6% from Q2 2021. Logistics rents rose 7.9% as of September 28, up from 6.6% in Q2 2021 and up from 5.0% in Q2 2020. Flex space and specialized industrial space were up by 4.7% and 5.8% respectively.

According to CoStar® data, the industrial

rents are up on a year-over-year basis across all 390 markets covered with the highest rent increases in Northern New Jersey (13.0%), Miami (12.7%), Philadelphia (12.0%), Inland Empire (11.4%), Phoenix (11.2%), Salt Lake City (10.9%), Columbus (10.7%), Atlanta (10.3%), Chambersburg-Waynesboro (9.8%), and Orlando (9.8%).

Solid demand for industrial space will continue. Net absorption for industrial space has already surpassed 339 million square feet in 2021 thus far, with expectations to finish the year on a high note.

With new supply coming to market, the overall vacancy rate will face some upward pressure as quality space will provide more options for occupiers to consider, while asking rents will continue their upward trend as positive year-over-year growth continues for the remainder of 2021 and beyond.

Written by: Brandon Hardin
Research Economist at the National Association of REALTORS®.

\$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**



Lubbock Association of REALTORS® Staff

Cade Fowler

Association Executive

cadebower@lubbockrealtors.com

Holly McBroom

Administrative Assistant

members@lubbockrealtors.com

Tonya Marley

MLS Administrator

mls@lubbockrealtors.com

Brenda Fisher

Communications Director

media@lubbockrealtors.com

Tino Vela

Key Services Administrator

keys@lubbockrealtors.com

Celeste Haley

Key Services Administrator

keys@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.



Lubbock Association of
REALTORS®
6510 70th Street
Lubbock, TX 79424
P: 806-795-9533
F: 806-791-6429
www.lubbockrealtors.com