



# NEWSLETTER

Issue 3 | Vol 7 | July 2022

July 11, 2022

# 2022 Double T Golf Tourney

O

ur annual TREPAC Double T Golf Tourney and auction is in the books and we are grateful for everyone who can out to play and our

sponsors.

The event was held on Monday, June 13 at the Hillcrest Country Club. Despite the balmy West Texas breezes, we had 46 teams take to the links to support TREPAC.

"This is always a popular event on our calendar and this year was no exception," said 2022 TREPAC Chair Donna Sue Clements. "The proceeds from this event go to protect private property rights in Texas. Thank you to everyone who participated. And a special thanks to our Affiliate Business Partners. Without your support, this event wouldn't have been as successful or fun."

The tournament and on line auction brought in more than \$58,000 toward our 2022 TREPAC goal.

We want to thank all our event and tee box sponsors:

- 806 Sales
- A Step Above Home Inspections

- ABC Bank Home Loans
- Accurate Inspections
- Alliance Credit Union
- Andrus Brothers Roofing
- Benchmark Mortgage
- Berkshire Hathaway Homeservices Premier Properties
- Bledsoe Insurance Agency
- Blue River Property Management
- · Cardinal Financial
- Carlile Home Inspections
- City Bank Mortgage
- Collision King
- Cox Real Estate Inspection
- Doug Davis Inspector Services
- Earl's Home Warranty
- Earl's Plumbing, Heating, And A/C
- Fairway Independent Mortgage
- Fidelity National Home Warranty
- First American Home Buyers Protection Corp.
- · Golf USA
- · Grimes Insurance
- Guns Up Dirt Works
- Happy State Bank
- Hometrust Mortgage
- · Hub City Rentals
- Hub City Title
- Inspectech Home Inspections
- Joe Bellar Real Estate Inspections
- Joy Title
- Lubbock Abstract & Title
- · Lubbock National Bank

- · Lubbock Steamer
- · Lyons Realty
- Madewell Real Estate Company
- Murfee & Sons, Inc.
- NextHome CORE Realty
- Peoples Bank
- · Plains Roofing
- PrimeWest Mortgage
- Prosperity Bank
- RE/MAX Lubbock
- Scarborough Specialties
- Service Title Co.
- South Plains College
- Southwest Bank Home Loan Center
- SWAT Pest Control
- Texas Tech Credit Union
- True Title Partners
- West Sage, REALTORS®
- West Texas, REALTORS\*
- Western Title Company
- The WestMark Companies

You can see pictures from the event on pages 6-7.

The next event on the TREPAC calendar is the 4th Annual TREPAC Sporting Clay Shoot on August 26 at the Lubbock Shooting Complex.

Register for that event **HERE**.

# /hat's Inside

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#### **CE Shop Offer**

Do you need CE credit? Check out the <u>CE Shop</u> to find the classes you need from the comfort of your home or office.

#### Page 5

### 2023 Leadership

We are currently accepting applications for 2023 Leadership positions. Click HERE to apply now.

#### Pages 6-7

### 2022 Double T Gol

We're sharing pictures from this year's Double T Golf Tourney. You can see the full album on our Facebook page HERE.

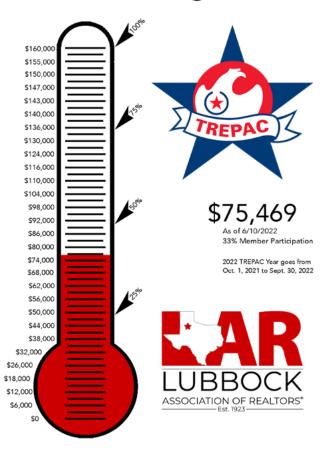
#### Pages 8-9

### May Membership

See who joined, who transferred and who left LAR during May 2022



# 2022 TREPAC Fundraising Goal







\$100 PER SHOOTER

\$5 MULLIGANS

\$25 CART RENTAL

\$20 LONGBIRD SHOOT

\$20 PERFECT SHOT STATION

\$20 SHOTGUN RENTAL

PRIZES FOR HIGHEST OVER ALL, FIRST PLACE TEAM, SECOND PLACE TEAM AND THIRD PLACE TEAM

Deadline to register: August 23

Register now at https://bit.ly/2022-Clay-Shoot

### Classes and Events

#### **Handling Multiple Offers**

Wednesday, July 20 1 p.m. to 3 p.m.

Click **HERE** to register

#### Do you Know Your 1-4 Addendums?

Friday, July 22 9 a.m. to Noon

Click **HERE** to register

#### Contracts Must be Written?

Wednesday, August 10 1:30 p.m. to 4:30 p.m. Click HERE to register

#### TREC Legal Update 1

Thursday, August 11 8:30 a.m. to 12:30 p.m. Click <u>HERE</u> to register

#### TREC Legal Update 2

Thursday, August 11 1 p.m. to 5 p.m.
Click HERE to register

#### **New Member Orientation**

Tuesday, August 23 8:30 a.m. to 1 p.m. Click <u>HERE</u> to register

### DON'T MISS OUT ON

### The Best Real Estate Education

We're offering amazing savings on our award-winning real estate education.

This discount is available site-wide one day only on **July 13th**! Don't miss out on your chance to save big on all Pre-Licensing, Exam Prep, Post-Licensing, and Continuing Education.

#### **BUY NOW AT**

#### LubbockRealtors.TheCEShop.com

TOES

Valid 07/13 until 11:59 PM CT on all real estate products. Prices, promotions, and products are subject to change without notice. Discount also applies to OH package features, Exam Prep Edge, and Post-Licensing only.





Apply for a 2023 Leadership Position today.

Deadline to apply is July 25



https://bit.ly/2023-Leadership





## June Membership Stats



LAR Membership count as of June 30,

There was a 7.26 percent increase from June 2021

1,685 — Total LAR Members

1,438 — REALTORS®

176 — Designated REALTORS®

44 — Appraisers

27 — REALTOR® Emeritus

#### MLS Only Participants/Subscribers

92 — MLS Only Designated REALTORS®

88 — MLS Only REALTORS®

22 — MLS Only Appraisers

#### **REALTOR® Membership** Applications\*

Richelle Wilson, Berkshire Hathaway Home Services Premiere Properties Marsha Baxter, Exit Realty of Lubbock Noelle LaGrone, RE/MAX Lubbock Angela Olson, Keller Williams Realty Kambra Heffington, Clift Land Brokers Jessica Gilbert, Chaney Realty Juan Guitron, Exit Realty of Lubbock Beaux Bennett, Keller Williams Realty Becca Hamlin, Keller Williams Realty Mark Mattison, The WestMark Companies Blaire Neatherlin, Amy Tapp Realty Scott Trautman, Cross Roads Real Estate

Michael Maldonado, Keller Williams Realty Carol Wilkes, Kearney & Associates, REALTORS®

Christian Cooks Reeves, L3 Brokers Jade Honeycutt, Halley Road Real Estate Paige Loomis, Aycock Realty Group, LLC Brittany McGough, Exit Realty of Lubbock Adam Ramirez, Coldwell Banker Trusted Advisors

Mary Mann, Amy Tapp Realty Matthew Lovas, The WestMark Companies Carley Anderson, Location Rentals Daniel Chastain, Coldwell Banker Trusted

Alex Gonzalez, Keller Williams Realty Michaela Johnson, Location Rentals Oscarr Douglas, Progressive Properties Tomas Rodriguez, The Grant Agency Freddie Marmolejo, 1st Brokerage Lindsay Thompson, Better Homes and Gardens Blu Realty Christina Walker, Keller Williams Realty

Brandon Madrigal, Keller Williams Realty Gwen Wallich, Keller Williams Realty Margaret Gaydon, Steadfast Realty, LLC Madi Biddison, Keller Williams Realty Bryan Rose, Progressive Properties

#### **Designated REALTORS®**

George Clift, Clift Land Brokers Marty Cleckler, COVERE Global, LLC Shari Quan-Rios, Fathom Realty

#### **Transfers** Tina McCreight, Fathom Realty, to Nathan

Iordan Real Estate Michelle Lopez, West Sage, REALTORS, to The WestMark Companies Paula Youngblood, Kearney & Associates, REALTORS, to Aycock Realty Group, LLC Amy Osborne, Amy Tapp Realty, to Steadfast Realty, LLC Jason Gonzales, Keller Williams Realty, to JPAR Lubbock Beth Brinson, The WestMark Companies, to Aycock Realty Group, LLC Kyla Sell, Keller Williams Realty, Kim & Company, REALTORS Reagan Bruce, The WestMark Companies, to COVERE Global, LLC Leslie Kinman, Keller Williams Realty, to Aycock Realty Group, LLC Michael Vega, Expand Realty, to Texas Standard Realty, LLC Natasha Palmer, Keller Williams Realty, to Steadfast Realty, LLC

Dane Hensley, Expand Realty, to Texas

Andrew Rangel, Expand Realty, to Real

Kendra McCrary, Steadfast Realty, LLC, to

Standard Realty, LLC

Broker, LLC

Keller Williams Realty Gwen Wallich, Keller WilliamsRealty, to Aycock Realty Group, LLC Leslie Kleman, Keller Williams Realty, to eXp Realty LLC Danny Bohnstehn, Exit Realty of Lubbock, to Berkshire Hathaway Home Services Premier Properties Fathom Realty change of Designated REALTOR - 8 agents Carrie Ford, Keller Williams Realty, to Madewell Real Estate Company

#### Miscellaneous Changes

Michael Martinez reinstated with JPAR Lubbock

Isaac Logan reinstated with JPAR Lubbock Serena Ditto reinstated with JPAR Lubbock Blaire Neatherlin, Amy Tapp Realty, name changed to Blaire Van Riper Alan Dyess reinstated with Big State Real Estate

#### Cancellations

Brandon Brown, Exit Realty of Lubbock Jacob Spivey, Amy Tapp Realty Alan Dyess, Eve Darling Realty Rod Wilson, Eve Darling Realty Eve Darling, Eve Darling Realty Zachariah Estrada, Coldwell Banker Trusted Advisors Suzanne Ward, Amy Tapp Realty Gage Bane, Raider Realty Jarrod Earl, Berkshire Hathaway Home Services Premier Properties Amber Cosby, Keller Williams Realty Aaron Hollars, Keller Williams Realty Leslie Shows, Exit Realty of Lubbock Michael Cleghorn, Exit Realty of Lubbock Tim Paden, Tim Paden Real Estate Rachel Jarnigan, Exit Realty of Lubbock J.R. Russell, Fathom Realty Josiah Kopacz, Keller Williams Realty Crystal Kennell, Keller Williams Realty Mindy Douglas, Amy Tapp Realty Ashli Perez, Exit Realty of Lubbock Kolt Brock, Amy Tapp Realty Annette Garcia, Keller Williams Realty

#### MLS Only

Chato Castillo, Pioneer 1 Realty, Inc., Canceled Al Rincon, Keller Williams Advantage, canceled Michael Zachary, The Realty Shop Red Bell Real Estate, LLC name changed to homegenius Real Estate, LLC Benjamin Ruiz, eXp Realty LLC, canceled Angielina Arriola, JPAR Lubbock Cyndy Walter, Billington Real Estate Michael Lamon, New Western Acquisitions Clay Lake, Keeping It Realty Giovanni Padilla, Keeping It Realty

Justin Holcomb, eXp Realty LLC, canceled Chris Marmolejo, 1st Brokerage Csilla Lyerly, Real Broker Tonya Severson, RockOne Realty, LLC, canceled

# Thank you to our 2022

# PRIME BUSINESS PARTNERS























# Key Services Updates and Reminders

Key Service is currently conducting key box inventory audits. We have done extensive research on emails and key box activity before assessing fines. If you feel you have received a fine in error, please submit proof to Key Service at keys@ lubbockrealtors.com.

#### **Important Reminders:**

• If you have someone requesting a box on your behalf; a Keybox Authorization Form must be submitted with your authorized signature. The form can be found on the website at <a href="https://lubbockrealtors.com/office-">https://lubbockrealtors.com/office-</a>

#### staff-authorization-form/

- To a request a keybox, you must email keys@lubbockrealtors.com, or use the form on the website at <a href="https://lubbockrealtors.com/request-a-key-box/">https://lubbockrealtors.com/request-a-key-box/</a>
- Key boxes must be returned to the LAR or transferred to a new listing within 10 business days of the current listing's closing, expiration, or termination date, otherwise, a fine equal to the current market value (\$90) of the key box will be assessed to the agent.
- To transfer a keybox, please submit an email to keys@

<u>lubbockrealtors.com</u> with the key box number and the new address it will be transferred to.

- All new MLS Members must pay a deposit \$90.00 per box. After two years of membership, you can email Key Service and request that the deposit amount be reduced to \$15.00 per box.
- Key Service can only accept Cash OR Check payments.
- You can get up to 3 free copies of keys for each new listing for free. Additional copies are \$1 each.







# Sen. Charles Perry featured at Commercial Luncheon



From left: Senator Charles Perry, LAR 2022 President Rich Eberhardt, 2022 LAR President-Elect Donna Sue Clements, State Representative Elect for House District 84 Carl Tepper, LAR Commercial Committee Chair Colby Norris, LAR Association Executive Cade Fowler.

Senator Charles Perry stopped by the Commercial Services Luncheon on Thursday, June 30. The luncheon was sponsored by Prosperity Bank. Senator Perry spoke to commercial REALTOR® members for nearly an hour. Also at the luncheon was State Representative Elect for House District 84 Carl Tepper.



Prosperity Bank sponsored the June Commercial Luncheon. Brett Hoffman and Brandon Kidd took a few minutes to speak about some trends they have been seeing lately in commercial lending.



# THAT'S WHO WE





Scan this QR code to make your 2022 United Way donation now.





Lubbock Area United Way

### New Texas REALTORS® Member Benefit - Wise Agent

he newest Texas
REALTORS® member
benefit, Wise Agent,
combines contact
management, transaction
management, lead automation, and
essential marketing tools into one place.
You also get seamless integrations with
Gmail, Google Calendar, Facebook,
Twitter, DocuSign, Evernote, Constant
Contact, MailChimp and many more
services.

Work smarter, not harder with features that help you:

 Convert more leads. Wise Agent's lead-management system includes email, video, and text with



automated follow-up.

- Organize your contacts. Wise Agent's easy-to-use contact manager stores and tracks all contact information with automated social media enhancements and timestamped notes.
- Stay on top of transactions. Wise Agent's checklists guide you through each transaction and record every

- important detail. You get unlimited document storage, commission reports, and shareable progress reporting.
- Market your business. Wise Agent includes a powerful suite of marketing tools, such as drip campaigns, custom property fliers, digital ads, postcards, and branded newsletters.

With Wise Agent, you receive 24/7 support, unlimited free training, and complimentary one-on-one sessions for every account—no setup fees or contracts. Sign up today to take advantage of this benefit.





Scan here to help us fund scholarships that change lives for students in Lubbock



#### **Lubbock Association** of REALTORS® Staff

#### Cade Fowler

#### Holly McBroom

#### Tonya Marley

MLS Administrator mls@lubbockrealtors.com

#### Brenda Fisher

#### Tino Vela

#### Christine Michaels



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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.