











NEWSLETTER

Issue 4 | Vol 3 | March 2023

March 2023

March President's Message

appy March Lubbock
REALTORS*! It seems
like just yesterday that I
was sworn in as your 2023
President and now we're three
months in already! Time

flies when you're doing the work you love. When I think of March, of course I think of St. Patrick's Day and am reminded of an Irish blessing that seems appropriate for real estate professionals:

"May your troubles be less, and your blessings be more. And nothing but happiness, comes through your door."

My goal this year is to help our REALTOR® Members demonstrate their REALTOR® value to the consumer, other REALTORS® and other tradespeople we work with. One way to build your professionalism is with the tools provided by the Lubbock Association of REALTORS® and the National Association of REALTORS®.

One of those tools is Trend Vision. This program works through our MLS and shows what the current trends are and how the amount of inventory has changed over a period of time. This is a tool that every REALTOR* should be using daily, but at the very least weekly, to stay on top of the current market conditions in Lubbock. So, when you're out in the community and someone asks about our Lubbock market,

you can give them an accurate picture of the real estate statistics in our area.

Another tool we recommend is REALTOR® Property Resource or RPR. This is a great source for comparables and information about properties, owners and the neighborhoods. It gives you a quick snapshot of the property, which helps when you need to find information quickly. This is a tremendous resource, so take advantage of it!

And finally, boost your professionalism by earning the C2EX designation. This designation touches on the best practices from the national, state and local association levels. As REALTORS*, we hold ourselves to a higher standard and adhere strictly to the Code of Ethics. As an added bonus, earning your C2EX fulfills the NAR ethics requirement and helps you learn more about our profession.

As service professionals, we should be constantly looking for ways to improve our professionalism, be a better advocate for our clients and provide the best service to consumers. BY incorporating Trend Vision into your daily routine, becoming more proficient in RPR and earning your C2EX designation this year are just three of the benefits available to you as a member of LAR, TR and NAR. These benefits will help demonstrate your REALTOR® value. There are so many benefits available to us as



REALTORS*, it's like finding the pot of gold at the end of the rainbow!

If you have any questions about these resources, please contact LAR at 806-795-9533.



What's Inside

Pages 2-3
2023 TREPAC
Information

Learn more about TREPAC and see who is a Major Investor this year Pages 4-5

February Membership Stats

See who joined, who transferred and who left LAR during February 2023 Pages 6-7

2023 Major Investor

The 2023 Major Investor Dinner was a huge success. See pictures from the event.

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GRI Graduates

See who earned their GRI designation this month. Thank you to all our sponsors for the event.



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.







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February Membership Stats



LAR Membership count as of February 1, 2023. There was a 1.4 percent increase from February 2022.

1,654 - Total LAR Members 1,399 - REALTORS®

182 - Designated REALTORS®

46 - Appraisers

27 - REALTOR® Emeritus

MLS Only Participants/Subscribers

96 - MLS Only Designated REALTORS®

87 - MLS Only REALTORS®

21 - MLS Only Appraisers

REALTOR® Membership Applications*

Halev Kizer, Keller Williams Realty David Olivas, Keller Williams Realty Megan McCracken, Taylor Reid Realty Jeremy Neill, Keller Williams Realty Joshua Snellgrove, Keller Williams Realty Alicia Terry, Texas Ally Real Estate Group Gabby Enchinton, JPAR Lubbock Marie Cardenas, Citywide Realty Team

Tucker Smothermon, Keller Williams Realty

Dustin Stuart, Location Rentals Russel Bass, Keller Williams Realty Courtney P. Jordan, Keller Williams Realty Angelica Barajas, JPAR Lubbock Trey Mitchell, Citywide Realty Team Elite Tiffany Sexton, Our Texas Real Estate Group

Mickey Rogers, Keller Williams Realty Lamar Johnson, Jessica Albares Realty Diego Albares, Jessica Albares Realty Terrence Pratt, Taylor Reid Realty Madyson Lester, Coldwell Banker Trusted Advisors

Spencer Stanush, Egenbacher Real Estate David McCay, Reside Real Estate Co. Susan "Shelly" Jones, West Sage, REALTORS

Danie Sartini, Exit Realty of Lubbock Braxton Graham, Exit Realty of Lubbock

Designated REALTORS®

Ruben Trujillo, Jr., Ruben Trujillo, Jr. Brian Sikes, Lubbock Appraisals & Robert Hook, BlueLine Appraisals

New Affiliates

Heather Cooper, Joy Title Abbi Brickey, PrimeLending, A PlainsCapital Company Conrad Galindo, Concierge Title of Texas Ashley Laycock, Revolution Mortgage

Transfers

Jessica Albares, eXp Realty LLC, to Jessica Alabares Realty Team, Inc.

Andrew Albares, Our Texas Real Estate Group, to Jessica Albares Realty Team, Inc. Stephanie Allison, NextHome CORE Realty, to LubbockHomes.info

Allie Etier, CORE Realty Group TX, LLC, to Better Homes and Gardens Blu Realty Jaicee Sutton, Keller Williams Realty, to Wise Cardinal Realty, LLC

Shea Kerr, Amy Tapp Realty, to Taylor Reid

Jaron Halsell, Brick & Loft Realty, to Bray Real Estate Group

Camren Clement, Keller Williams Realty, to Reside Real Estate Co.

Elizabeth Welch, Keller Williams Realty, to Reside Real Estate Co.

Steven Suniga, Cameron Real Estate, to Reside Real Estate Co.

Olivia Grasse, Keller Williams Realty, to Reside Real Estate Co.

Zane Ancell, Integrity Real Estate Group, to Milestone Realty Group

Kiersan Bednarz, Integrity Real Estate Group, to Milestone Realty Group Alyssa Britt, Integrity Real Estate Group, to

Milestone Realty Group Mariah Clark, Integrity Real Estate Group, to Milestone Realty Group

Ashton Coleman, Integrity Real Estate Group, to Milestone Realty Group Trey Culver, Integrity Real Estate Group, to

Milestone Realty Group Luke Cunningham, Integrity Real Estate Group, to Milestone Realty Group Matthew Dabila, Integrity Real Estate

Group, to Milestone Realty Group Abigail De La Rosa, Integrity Real Estate Group, to Milestone Realty Group Daniel Emre, Integrity Real Estate Group, to Milestone Realty Group

Denita Garrett, Integrity Real Estate Group, to Milestone Realty Group

David Kopec, Integrity Real Estate Group, to Milestone Realty Group

Micki Pridmore, Integrity Real Estate Group, to Milestone Realty Group Tanner Dean, Integrity Real Estate Group, to Ruben Trujillo, Jr.

Mary Mann, Amy Tapp Realty, to Brick & Loft Realty

Irma Carrasco, IPAR Lubbock, to Lyons

Irma Carrasco, Lyons Realty, to JPAR Lubbock Josh Sanders, Keller Williams Realty, to Exit

Realty of Lubbock Virginia Rogers, Chaney Realty, to Fathom

Heather Petree, eXp Realty LLC, to Bray Real Estate Group

Renee Brown, Lubbock Appraisals & Inspections, to Linker, REALTORS® Ronnie Brown, Lubbock Appraisals & Inspections, to Linker, REALTORS® Anne Clanton, Madewell Real Estate Company, to Reside Real Estate Co. Felicia Estrada, eXp Realty LLC, to Jessica Albares Realty

Jordan DeBolt, Aycock Realty Group, LLC, to RE/MAX Lubbock

Miscellaneous Changes

Julia Macias reinstated with Better Homes and Gardens Blu Realty

Jennifer Herrera reinstated with Realty One Dea Young-Smith reinstated with Rose Real

Cancellations

Barrett Bass, Progressive Properties Patricia Toledo, Progressive Properties Lainie Stallings, JPAR Lubbock Mark Benavidez, Progressive Properties Makala Pinkston, New Home Brokers Chris Davis, Keller Williams Realty Amy Messer, All Real Estate, LLC Jesse Guerra, JPAR Lubbock Zach Conder, Real Broker, LLC Hannah Froeschl, Location Rentals Mariah Clark, Milestone Realty Group William Smith, eXp Realty LLC Jennifer Herrera, Realty One Sammi Kannegieter, Wise Cardinal Realty Craig Cummings, MV Realty of Texas Tatiana Rivers, Keller Williams Realty Mike Jones, Linker, REALTORS® Sydnee Frizzell, Red Dirt Realty & Land Jodan Truelove, Exit Realty of Lubbock Esteven Fabila, Exit Realty of Lubbock Paul Schaub, Open Door Realty Frank Sikes, Lubbock Appraisals & Inspections - deceased Laura Zayas Fernandez, eXp Realty LLC Kayla Neuhaus, Paxton Real Estate

Koby Drury, TechTown Realty Payson Smith, eXp Realty LLC Kelsey Palacios, Amy Tapp Realty Lisa Feldman, Aycock Realty Group, LLC Christine Stuart, Berkshire Hathaway HomeServices Premier Properties Danny Bohnstehn, Berkshire Hathaway HomeServices Premier Properties Amy Cook, Exit Realty of Lubbock Kathy Brown, Real Broker, LLC Holly Robbins, Amy Tapp Realty

MLS Only LaNell Whitaker, Street Real Estate, cancelled Shawna Abernathy, Red Apple, REALTORS Emmy Mitchell, Keller Williams Realty Amarillo, cancelled Lesli Reimers, Investment Realty Crystal Gonzalez, Fathom Realty Vickie Reecer, Amy Hughes, REALTOR Todd Oakum, REALHome Services and Solutions, cancelled Dana Rowell, REALHome Services and Solutions, cancelled Savannah Stoker, Ekdahl-Nelson Real Estate, cancelled Brian Tormoehlen, Bray Real Estate Group

Csilla Lyerly, Real Broker, LLC, cancelled



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2023 Major Investor Dinner





Classes and Events

TREC Broker Responsibility

Tuesday, March 21 9 a.m. to 4 p.m. Click <u>HERE</u> to register

REALTOR® Day at the Capitol

Wednesday, March 22 Get more information HERE

TREC Legal Update 1 & 2

March 29 8:30 a.m. to 12:30 p.m. and 1 p.m. to 5 p.m. Click HERE to register

March Luncheon

Thursday, March 30 11:30 a.m. to 1 p.m. Click <u>HERE</u> to register

New Member Orientation

Tuesday, April 4 8:30 a.m. to 1 p.m. Click <u>HERE</u> to register

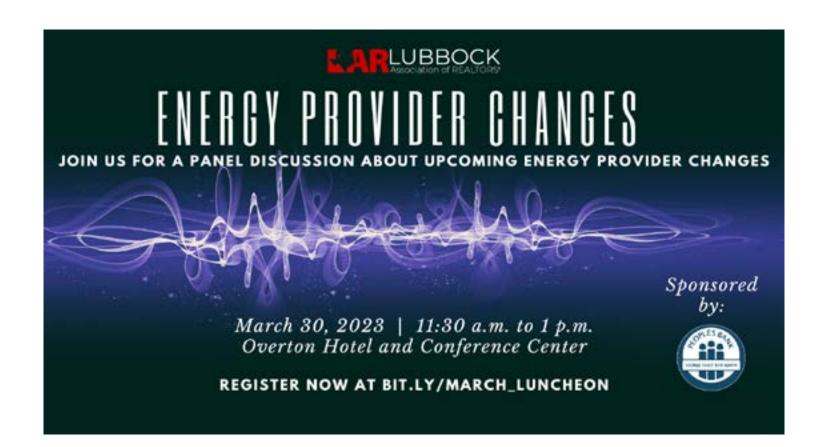
The Forms You Need to Know

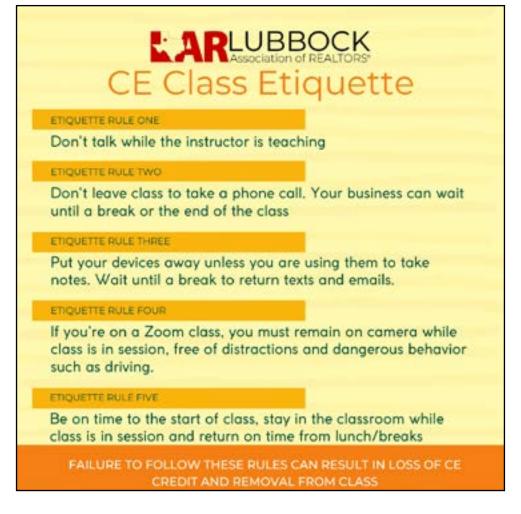
Thursday, April 13 1:30 p.m. to 4:30 p.m. Click <u>HERE</u> to register

1031 Like-Kind Exchange

Wednesday, April 26 12 p.m. to 1 p.m. Click <u>HERE</u> to register

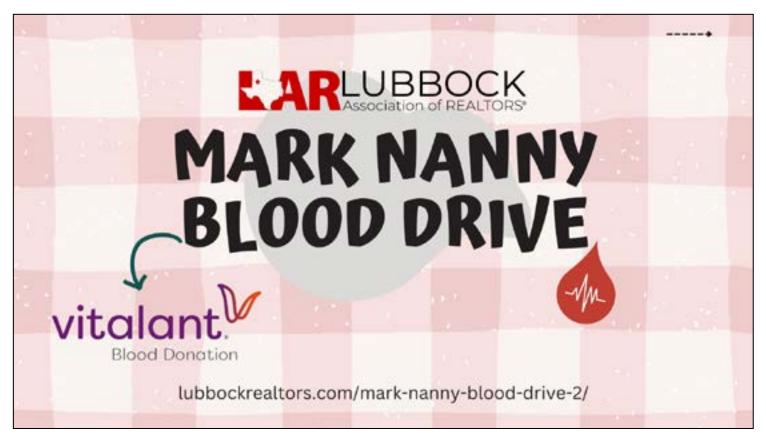




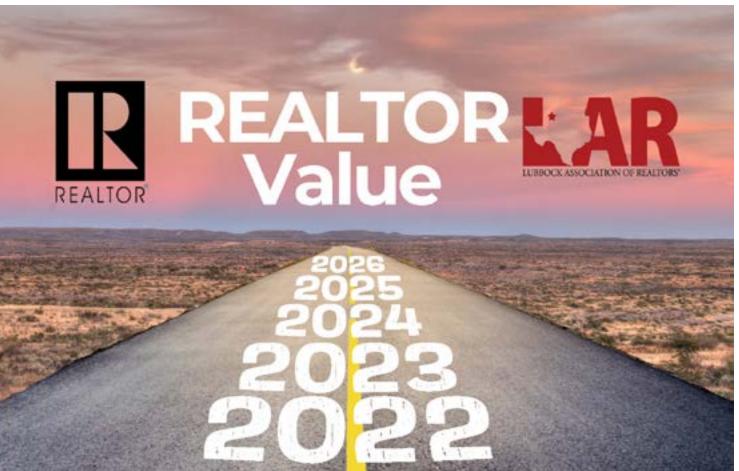


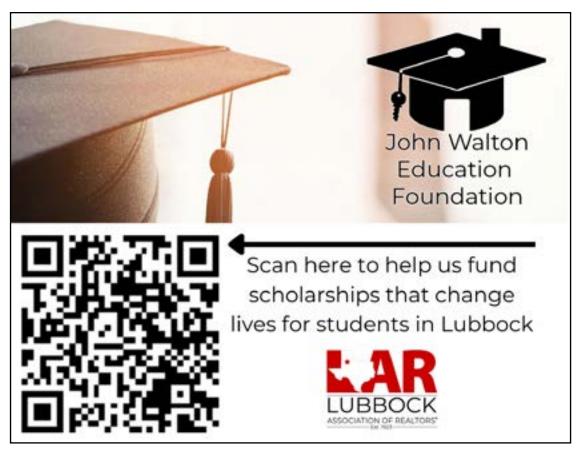
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TREPAC DISCLAIMER: Contributions are not deductible for federal income tax purposes. Contributions to the Texas Association of REALTORS* Political Action Committee (TREPAC) and the Texas Association of REALTORS* Federal Political Action Committee (TAR 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.