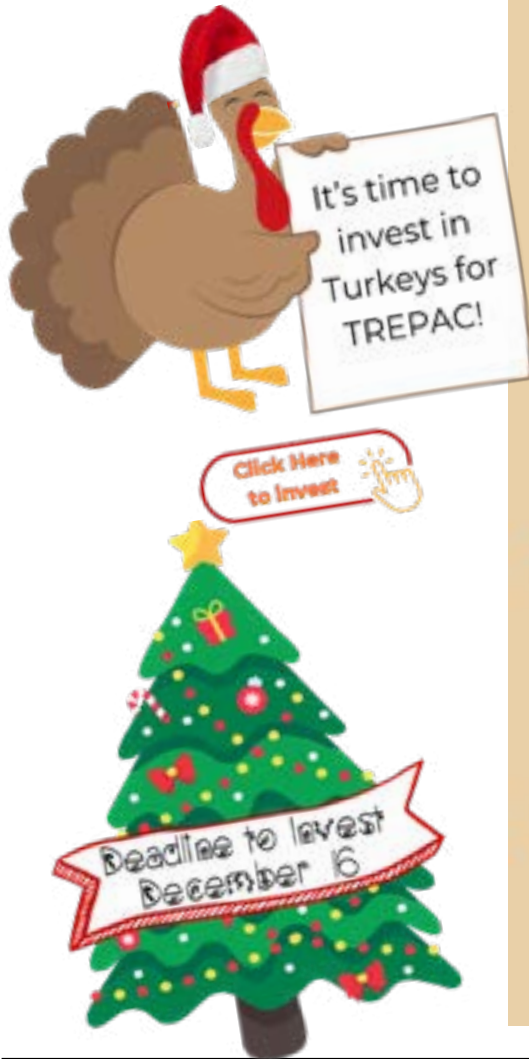


NEWSLETTER

Issue 7 | Vol 4 | December 2023

December 2023



LAR LUBBOCK
Association of REALTORS®

2023
TURKEYS FOR TREPAC

\$35

\$110

\$50

\$250

What's Inside

Page 2

December President's Message

2023 LAR President Donna Sue Clements shares her thoughts for during the final month of her presidency.

Page 3

2023 Turkeys for TREPAC update

We are more than 2/3 of the way to our goal this year! Please invest and help us feed families here in Lubbock.

Pages 6-7

November Membership Stats

See who joined, who transferred and who left LAR during November 2023

Page 9

2024 Committee Sign Ups

Ready to volunteer and join an LAR committee? Now is the perfect time!

December President's Message

It's hard to believe that 2023 is nearly over and along with that, my term as your Lubbock Association of REALTORS® President. The past year was the year to demonstrate our REALTOR® value and there are so many ways we've done that in 2023.

We started the year off strong with a great Clue-themed installation. It was the perfect way for us to gather to celebrate our association, our new directors and our new leadership. Our association has seen steady growth in 2023. Here in Lubbock, we are seeing people want to join our Association because they see a Realtor career to set their own business model and a way to be a part of something really special.

One of the memories I will cherish in 2023 is our trip to Washington in May for the Mid-Year Legislative Meetings. We had the opportunity to spend time with Jody Arrington's staff during our trip. These are the people who have his ear and we were able to share things we deal with in West Texas and on the South Plains.

Although his staff understands the political process, they don't know the details of how Texas does business. By the end of that meeting, I know that Jody's staff had a better idea of how property taxes are calculated and what they can do in Washington, DC that will have a positive impact on West Texas. It's like Congressman Arrington always says, we are the food, fiber and fuel for America!

Who can forget the great Rap Out of 2023? With great communication and creativity, we not only got through a difficult time regarding our MLS and managements systems, but we continued to thrive. Our members rallied together to serve the real estate needs of the South Plains

with the resolve not to let the cyber criminals dictate how we do business in West Texas. This year we were able to make some improvements to our buildings with the addition of our LAR signage and a rework of our landscaping. These new projects celebrate our Association and our REALTOR® trademark. If you haven't been by the LAR office lately, I encourage you to do so and check out our beautiful facilities.

One of my duties as president has been to facilitate the Strategic Plan for 2023-2026. I've been working with the upcoming leadership to make sure there is a seamless transition as we move from 2023 to 2024. We have set our goals; our committees are ready to go and 2024 is right around the corner. I would encourage our Real Producers reading this to get involved and consider joining a committee. We

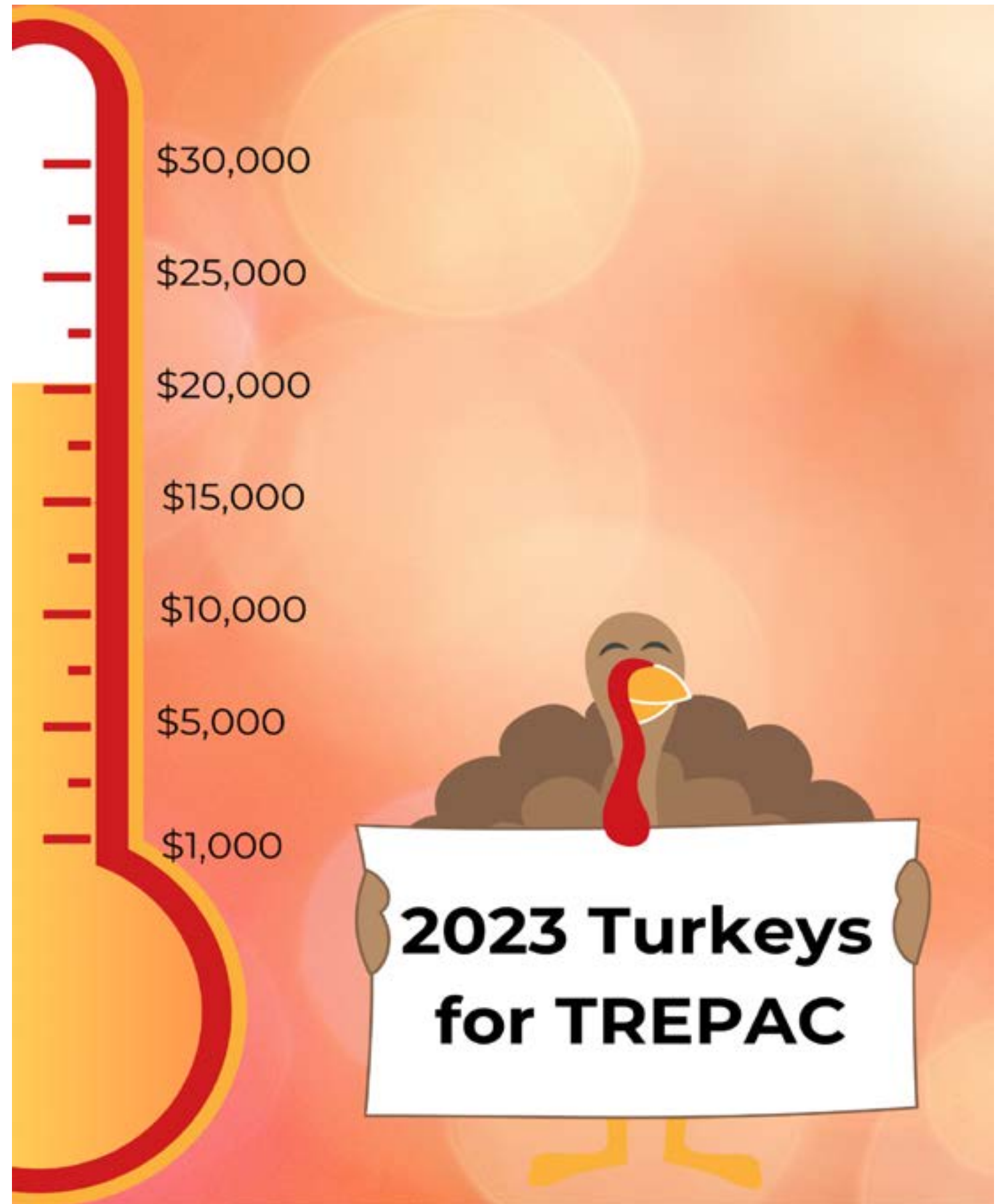


would love to have you.

Finally, I would be remiss if I didn't mention our amazing TREPAC year. We not only met our goal, but we smashed it and set a new high watermark! Our members invested \$197,412! It's been an amazing year, and we are off to a great start with our 2024 TREPAC investment year with our Turkeys for TREPAC.

Thank you for your support and encouragement during 2023! It has been my honor to serve YOU as your LAR President! May your business be prosperous and blessed in 2024 and beyond!

*Best,
DS*





2024 TREPAC

Major Investors

#PURPLESOLUTION

PLATINUM R		
Jef Conn*		
GOLDEN R		CRYSTAL R
Donna Sue Clements**	Rich Eberhardt**	Joe Bellar
Cade Fowler*	Tony Lloyd*	Coby Crump
Lisa Pearce*	Teresa Smith**	Vanessa Dirks*
		Amle Henry
		Vanesa Hyde**
		Lia Irvin**
		Kirk Schneider
		Andrea Sturdivant**
		Lisa Victor
STERLING R		
Oscar Armendariz	Ken Harlan	Randy Runquist
Jim Archer	Jacky Howard	Crystal Sanchez**
Chris Brooks**	Michael Hutton	Winn Sikes***
Tyler Chaney	Cheryl Isaacs	Lesli Spears
Ed Clements	Nathan Jordan	Jeremy Steen**
Amy Cox	Ashley Laycock	Renee Taylor
Tom Couture	Charity Leeson	Bambi Temple
Rusty DeLoach	Hillary Martin	Tracy Thomason
Lauren Egert	Mary McGuire	Pam Titzell
Linda Ferguson	Bobby McQueen	Scott Toman
Kim Flenniken	Joe L. Murfee, III	Sharla Wells
Jay Galea	Tara Newton	Chanda White
Tim Garrett	Colby Norris**	Dan Williams
Tim Grissom	Vickie Noyola Al-Souki	Shelley Woodbridge
Tammy Hamersley	Kyle Rogers**	

CORPORATE MAJOR INVESTORS

ABC Bank Mortgage	Earl's Home Warranty	South Plains Electric Co-op
Alliance Credit Union	Hub City Title	Southwest Bank Home
Benchmark Mortgage	LBK Roofing	Loan Center
Cardinal Financial	Lubbock National Bank	Spirit Mortgage
City Bank Mortgage	Peoples Bank	Texas Tech Credit Union
	PrimeWest Mortgage	Thrive Mortgage

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



Invest in TREPAC

[CLICK HERE](#)

#trepacpuresolution



LAR MEMBERS IN THE RPAC HALL OF FAME

Jef Conn
Cade Fowler
Tony Lloyd
Lisa Pearce
Vanessa Dirks
Winn Sikes

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.

November Membership Stats



Mitchell Mason, Reside Real Estate Co., to Keller Williams Realty
 Kaylee LaDuke, Exit Realty of Lubbock, to Reside Real Estate Co.
 Alyssa Herrmann, Bray Real Estate Group, to Milestone Realty Group
 Hillary Martin, ALL Real Estate, LLC, to Southern Magnolia Real Estate
 Jennifer Loper, RE/MAX Lubbock, to Reside Real Estate Co.
 Lindsay Thompson, ALL Real Estate, LLC, to Southern Magnolia Real Estate
 Shaw Wofford, Mackenzie Appraisal Company, to Linker, REALTORS
 Margaret Gaydon, Amicus Realty, to Southern Magnolia Real Estate
 Lindsey Stanczak, Amicus Realty, to Southern Magnolia Real Estate
 Misty Nance, Minnix Property Management, to Coldwell Banker Trusted Advisors
 Daniel Martinez, Exit Realty of Lubbock, to Minnix Property Management
 Zach Hinojos, Reside Real Estate Co., to Redondo 5 Realty
 Amanda Cox, Amicus Realty, to Southern Magnolia Real Estate
 Kelly Sorrells, Amy Tapp Realty, to Southern Magnolia Real Estate
 Tiffany Norris, Amicus Realty, to Southern Magnolia Real Estate
 Amy Rohrer, Reside Real Estate Co., to Southern Magnolia Real Estate
 Courtney Jordan, Taylor Reid Realty, to Amy Tapp Realty
 Amanda Bennett, Minnix Property Management, to Coldwell Banker Trusted Advisors
 Jim Rosson, RE/MAX Lubbock, to Aycock Realty Group, LLC

Miscellaneous Changes

Tayci Green, Keller Williams Realty, change to MLS member
 Tucker Smothermon reinstated with Brady Collier, Broker
 Sole' Placencia reinstated with eXp Realty LLC
 LeighAnn Ramirez reinstated with Keller Williams Realty
 Misty Nance, Coldwell Banker Trusted Advisors, change to MLS member
 Daniel Martinez, Minnix Property Management, change to non-MLS member

LAR Membership Counts as of November 30, 2023.
 There was a 1.46 percent increase from November 2022.

1,734	Total members
193	Designated REALTORS®
1,473	REALTORS®
43	Appraisers
25	REALTORS® Emeritus
MLS only participants/subscribers	
108	MLS only Designated REALTORS®
108	MLS only REALTORS®
24	MLS only Appraisers

REALTOR® Membership Applications*

Franklin Pirelli, Exit Realty of Lubbock
 Matt Valle, Berkshire Hathaway HomeServices Premier Properties
 Jordan Brown, Progressive Properties
 Holly Northcutt, Keller Williams Realty
 Collin Gossett, Keller Williams Realty
 Collin Stephenson, Exit Realty of Lubbock
 Cody Thurman, Veritas Real Estate Company
 Kelly Engelbrecht, Aycock Realty Group, LLC
 Sonya Young, Madewell Real Estate Company
 Anita Lopez, Bray Real Estate Group
 Duncan Douglas, Progressive Properties
 Micah Lust, Keller Williams Realty

Designated REALTORS®

Siairra Tharp, Southern Magnolia Real Estate

Transfers

Jonathan Aguayo, Progressive Properties to Brick & Loft Realty
 Irma Carrasco, JPAR Lubbock to Centry 21 Kearney & Associates
 Whitney Pendergrass, McDougal, REALTORS to Keller Williams Realty
 Tayci Green, McDougal, REALTORS to Keller Williams Realty
 Jeremy Steen, McDougal, REALTORS, to Keller Williams Realty
 Haley Mimms, McDougal, REALTORS, to Keller Williams Realty
 Kevin Cranfill, McDougal, REALTORS, to Keller Williams Realty

Cancellations

Benjamin King, Brick & Loft Realty
 Demeri Cobb, Brick & Loft Realty
 Arlen Whitlow, Texas Home and Land Connection
 Jessica Cano, West Sage, REALTORS
 Jay Long, Exit Realty of Lubbock
 Kinsley Scott, Reside Real Estate Co.
 Jaci Stewart, Nathan Jordan Real Estate
 Jason Vinson, Keller Williams Realty
 Tom Hackney, Hackney Appraisal Service
 Adrian Reimer, Exit Realty of Lubbock
 Aaron Cannon, GRACO Real Estate Development
 Stephanie Allison, Amicus Realty
 Glenda Mercer, The WestMark Companies
 Courtney Blackstock, Bray Real Estate Group
 Sandy Mackenzie, Mackenzie Appraisal

Company

Ali Brorman, Brick & Loft Realty
 Collen Melton, Keller Williams Realty
 Jade Williams, Keller Williams Realty
 Jodi Sowell, West Sage, REALTORS
 Susie Ysasaga Ramos, Reside Real Estate Co.
 Jason Jones, Reside Real Estate Co.

MLS Only

Laura Sales, The Sales Team Realtors
 Cindy Lanham, Lake Homes Realty, LLC, cancelled
 Joel Cooke, The Sales Team Realtors
 Cindy Wade, All City Real Estate, Ltd. Co.
 Bruce Jones, Lake Homes Realty, LLC, cancelled
 Irene Ishak, Oasis Properties, cancelled
 David Ishak, Oasis Properties, cancelled

Peter DiBenedetto, Realty United, LLC
 Joe Garcia, Realty United, LLC
 Jeff Brown, Jeff Brown Realty Group
 Felicia Odom, eXp Realty LLC
 Monica Rodriguez, Street Real Estate, cancelled
 Sijo Vadakkan, Realoq Inc
 Katie Mosher, Heritage Real Estate
 Timur Medaric, New Western Acquisitions, cancelled
 Carlos Ibarra, Jr., New Western Acquisitions, cancelled
 Caleb Beacham, New Western Acquisitions, cancelled





LAR LUBBOCK
Association of REALTORS®
Now accepting nominations for
REALTOR® of the Year & Pinnacle Award

Nominations due by December 8, 2023

Nomination Form



Volunteer **LAR LUBBOCK**
Association of REALTORS®
Be a part of LAR

Sign up now at
<https://lubbockrealtors.com/2024committees/>

The deadline to volunteer is December 8.

Please sign up for the committee of your choice, even if you were on it this year. We ask volunteers to sign up each year.

Volunteer **LAR LUBBOCK**
Association of REALTORS®



C2EX
REALTORS®
COMMITMENT TO EXCELLENCE

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NATIONAL ASSOCIATION OF REALTORS®



FOREWARN™

Safer Showings. Smarter Engagements

December Training Opportunities

December 5, at 11 a.m. EST
December 20, at 2 p.m. EST.

https://bit.ly/FOREWARN_TRAINING

Classes and Events

New Member Orientation

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

TREC Legal Update 2

Friday, December 8
1 p.m. to 5 p.m.
Click [HERE](#) to register

January Membership Meeting

Thursday, January 25
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

Contracts Must be Written

Thursday, December 7
1:30 p.m. to 4:30 p.m.
Click [HERE](#) to register

December Membership Meeting

Thursday, December 14
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

TREC Legal Update 1

Friday, December 8
8:30 a.m. to 12:30 p.m.
Click [HERE](#) to register

2024 Installation Banquet

Friday, January 12
6 p.m. to 10 p.m.
More information to follow



Save 30%
on your real estate education
through the month of December.

PROMO CODE **DEC30**

 **The CE Shop™**

 **LAR LUBBOCK**
Association of REALTORS®



LAR LUBBOCK
Association of REALTORS®

~~THIS COULD GET UGLY~~ **WILL**

December Membership Meeting and Luncheon
Ugly Sweater Contest, guess the baby picture, games, food, fun, and lots of giveaways!
Thursday, December 14 | 11:30 a.m. to 1 p.m.

Sponsored by:
 **ALLIANCE**
CREDIT UNION

R.S.V.P. at bit.ly/1223LNCH

LAR LUBBOCK
Association of REALTORS®

CE Class Etiquette

ETIQUETTE RULE ONE
Don't talk while the instructor is teaching

ETIQUETTE RULE TWO
Don't leave class to take a phone call. Your business can wait until a break or the end of the class

ETIQUETTE RULE THREE
Put your devices away unless you are using them to take notes. Wait until a break to return texts and emails.

ETIQUETTE RULE FOUR
If you're on a Zoom class, you must remain on camera while class is in session, free of distractions and dangerous behavior such as driving.

ETIQUETTE RULE FIVE
Be on time to the start of class, stay in the classroom while class is in session and return on time from lunch/breaks

FAILURE TO FOLLOW THESE RULES CAN RESULT IN LOSS OF CE CREDIT AND REMOVAL FROM CLASS



REALTOR Value



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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.