

NEWSLETTER

Issue 1 | Vol 4 | January 2024

January 2024

January President's Message

Welcome to 2024 Lubbock Association of REALTOR® Members! Thank you for allowing me to serve as your president this year. I'm looking forward to a great year, for the Association and for our Members. REALTORS® are the unsung heroes of our communities. We do wonderful things, most often behind the scenes, that most people don't realize. This year we want to change that.

We want 2024 to be about telling our REALTOR® stories with the Lubbock area community. As we all know, there is more to real estate than just helping someone buy or sell a property. We are counselors, match makers, advocates, and so much more. This year I hope that we can share what amazing people our local REALTORS® are.

I am a Lubbock native and proud graduate of Monterey High School. Real estate was a second career for me. I was called to ministry early in life and spent the first years of my career as a youth Pastor and Church planter in Lubbock, Wilmore, Kentucky, and in Atlantic Canada.

When we made the decision to move back



to Lubbock, I found real estate and liked the challenges it offered. It's very similar to pastoral ministry and I felt like I could be a resource to help my clients make the biggest financial decision of their lives. And the rest is history!

I'm primarily a residential REALTOR® and I love working with families to help them find their home. One of my favorite

things is to work with first time home buyers. There is magic that happens when a person buys their first home. I get so excited! It is something we all get to be a part of...helping our clients reach their goals and improve the quality of their lives.

I am married to my amazing wife Tammy and have four children. I'm in my 15th year in the business and I'm also a broker. I'm very active in the Lubbock Lions Club and look for ways to give back to my community. I've been blessed to have mentors in my life that have helped me along my path and I look forward to the chance to do the same with the next generation of REALTORS®.

Being the President of the Lubbock Association of REALTORS® is my chance to give back to my Association that has supported me throughout my career. This is a volunteer position and while I know it will certainly have its challenges, I know it's going to be a great experience. If you've been thinking about getting more involved in LAR, I encourage you to do so! You will not regret it.

Thank you for supporting me this year. Let's make 2024 the best year possible.

What's Inside

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December Membership Stats

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

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2024 Prime Business Partners

We are grateful for our 2024 Prime Business sponsors. Thank you for your support!

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Register your LLC with TREC

Learn more about how to register your LLC or S-Corp with TREC

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December 2023 Housing Stats

See how the Lubbock real estate market looked last month.

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <h1>2024 TREPAC</h1> <h2>Major Investors</h2> | | |
| <h3>#PURPLESOLUTION</h3> | | |
| <h3>PLATINUM R</h3> | | |
| <p>Jef Conn*</p> | | |
| <h3>GOLDEN R</h3> | <h3>CRYSTAL R</h3> | |
| <p>Donna Sue Clements** Rich Eberhardt** Cade Fowler* Tony Lloyd* Lisa Pearce* Teresa Smith**</p> | <p>Joe Bellar Coby Crump Vanessa Dirks* Amie Henry Vanessa Hyde** Lia Irvin** Kirk Schneider Andrea Sturdivant** Lisa Victor</p> | |
| <h3>STERLING R</h3> | | |
| <p>Oscar Armendariz Jim Archer Chris Brooks** Tyler Chaney Ed Clements Amy Cox Tom Couture Rusty DeLoach Lauren Egert Linda Ferguson Kim Flenniken Jay Galea Tim Garrett Tim Grissom Tammy Hamersley</p> | <p>Ken Harlan Jacky Howard Michael Hutton Cheryl Isaacs Nathan Jordan Ashley Laycock Charity Leeson Hillary Martin Mary McGuire Bobby McQueen Joe L. Murfee, III Tara Newton Colby Norris** Vickie Noyola Al-Souki Kyle Rogers**</p> | <p>Randy Runquist Crystal Sanchez** Winn Sikes*** Lesli Spears Jeremy Steen** Renee Taylor Bambi Temple Tracy Thomason Pam Titzell Scott Toman Sharla Wells Chanda White Dan Williams Shelley Woodbridge</p> |
| <h3>CORPORATE MAJOR INVESTORS</h3> | | |
| <p>ABC Bank Mortgage Alliance Credit Union Benchmark Mortgage Cardinal Financial City Bank Mortgage</p> | <p>Earl's Home Warranty Hub City Title LBK Roofing Lubbock National Bank Peoples Bank PrimeWest Mortgage</p> | <p>South Plains Electric Co-op Southwest Bank Home Loan Center Spirit Mortgage Texas Tech Credit Union Thrive Mortgage</p> |
| <p>* President's Circle and Hall of Fame ** President's Circle ***Hall of Fame</p> | | |

TREPAC Participation Levels

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'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.

A Texas REALTOR® investing \$10,000 or more in a 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.

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.

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.

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

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

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

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

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

December Membership Stats



LAR Membership Counts as of December 31, 2023.
There was a 7.75 percent increase from December 2022.

| | |
|------------------------------------------|-------------------------------|
| 1,690 | Total members |
| 197 | Designated REALTORS® |
| 1,438 | REALTORS® |
| 42 | Appraisers |
| 13 | REALTORS® Emeritus |
| MLS only participants/subscribers | |
| 103 | MLS only Designated REALTORS® |
| 104 | MLS only REALTORS® |
| 25 | MLS only Appraisers |

REALTOR® Membership Applications*

Eric Brown, Amy Tapp Realty
Ridge Shackelford, Brick & Loft Realty
LeAnn Fisher, Keller Williams Realty
Monica Clay, Keller Williams Realty
Terri Mendoza, South Plains Homes
Sijia “Savannah” Zhou, Keller Williams Realty

Designated REALTORS®

Ryan Burkett, Ryan Burkett Real Estate
Justin Wright, Justin Wright Real Estate
Leigh Anne Brozo, Lubbock Homestead Realty Group

Transfers

Paula Clark, TechTown Realty, to Stephens

Realty
Jimmi Johnson, UCRE-M. Edwards Realty & Land, to Paxton Real Estate
Mark Oatman, Keller Williams Realty, to McDougal, REALTORS
Jeremie Gonzalez, Keller Williams Realty, to Fathom Realty
Rose Donaldson, TechTown Realty, to Stephens Realty
Rhonda Williams, Amy Tapp Realty, to Aycok Realty Group, LLC.
Courtney Bartosh, Monument Realty, to Keller Williams Realty
Phillip Bales, Expand Realty, to Our Texas Real Estate Group
Sam Riddle, Brick & Loft Realty, to Keller Williams Realty

Miscellaneous Changes

Jason Jones reinstated with Brady Collier, Broker

Tatiana Rivers reinstated with AMRR Property Management
Stephen Medley reinstated with Exit Realty of Lubbock
Marisa Grover reinstated with The WestMark Companies

Cancellations

Dylan Dewbre, Coldwell Banker Trusted Advisors
Frances Ybarra, Aycok Realty Group, LLC
Harry Hamilton, Harry Hamilton & Associates
Johnnie Fuller, Madewell Real Estate Company
Misty Nance, Coldwell Banker Trusted Advisors
Kristin McClure, Coldwell Banker Trusted Advisors
Blake Bartosh, Monument Realty
Marisa Grover, Reside Real Estate Co.
Christiane Wheatley, Sawyer Real Estate
Ashley Weber, Wise Cardinal Realty
Yoselin Kilpatrick, eXp Realty LLC
Toni McCarty, eXp Realty LLC

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

Thank you to our 2024
PRIME BUSINESS PARTNERS

Classes and Events

| | | |
|-----------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|
| January Membership Meeting Thursday, January 18 11:30 a.m. to 1 p.m. Click HERE to register | GRI: Contracts to Closing February 26-29 8 a.m. to 5 p.m. Click HERE to register | TREC Legal Update 2 Thursday, March 7 1 p.m. to 5 p.m. Click HERE to register |
| New Member Orientation Tuesday, February 6 8:30 a.m. to 1 p.m. Click HERE to register | TREC Legal Update 1 Thursday, March 7 8:30 a.m. to 12:30 p.m. Click HERE to register | The 1-4 Residential Contract Friday, March 8 9 a.m. to Noon Click HERE to register |

LARLUBBOCK
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

GRI Contracts to Closing Class
February 26-29, 2024

Winter essentials: coats and courses.

TAKE 35% OFF

promo code SNOWDAY

The CE Shop™

LARLUBBOCK
Association of REALTORS®

Valid 1/17. Visit Terms and Conditions for details.

Register your LLC with TREC

You can now register your LLC or S-Corp with TREC and start receiving commissions paid to your entity as opposed to being paid personally and assigning it to that entity.

If you are depositing checks into your personal account and not assigning it to a separate business account before paying yourself, call your CPA.

Previously, your LLC or S-Corp would have to have a broker's license. That's no longer the case.

To register, click [HERE](#).

You'll need your entity name and tax ID. The cost is \$144.20 and you'll be required to submit documents to TREC before it can be approved.



2024
NAR/TR
Membership Dues

» \$50 LATE FEE IF NOT PAID BY 1/31/2024

» UNPAID MEMBERS WILL BE INACTIVATED ON 2/1/2024 AND SUBJECT TO A \$50 REINSTATEMENT FEE IF NOT PAID BY 2/15/2024 (IN ADDITION TO THE \$50 LATE FEE)



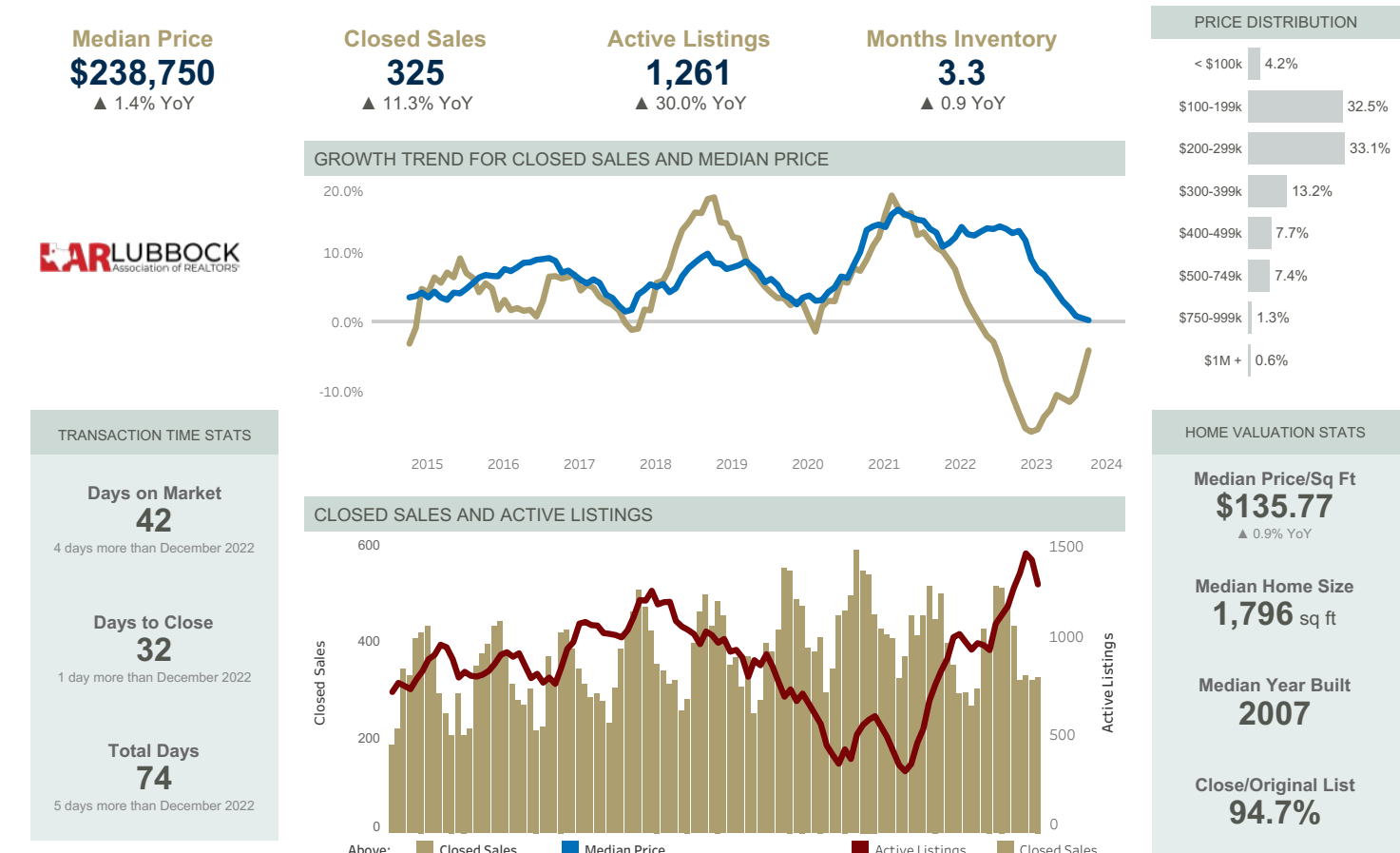
NATIONAL
ASSOCIATION of
REALTORS®



Pay your dues now on the
Connect Dashboard

December Housing Stats

December 2023 Market Statistics - Lubbock MSA



Association Name
Lubbock Association of RE...

Market Type
Metropolitan Statistical Area

Market Name
Lubbock

Property Type
Residential (SF/COND/TH)

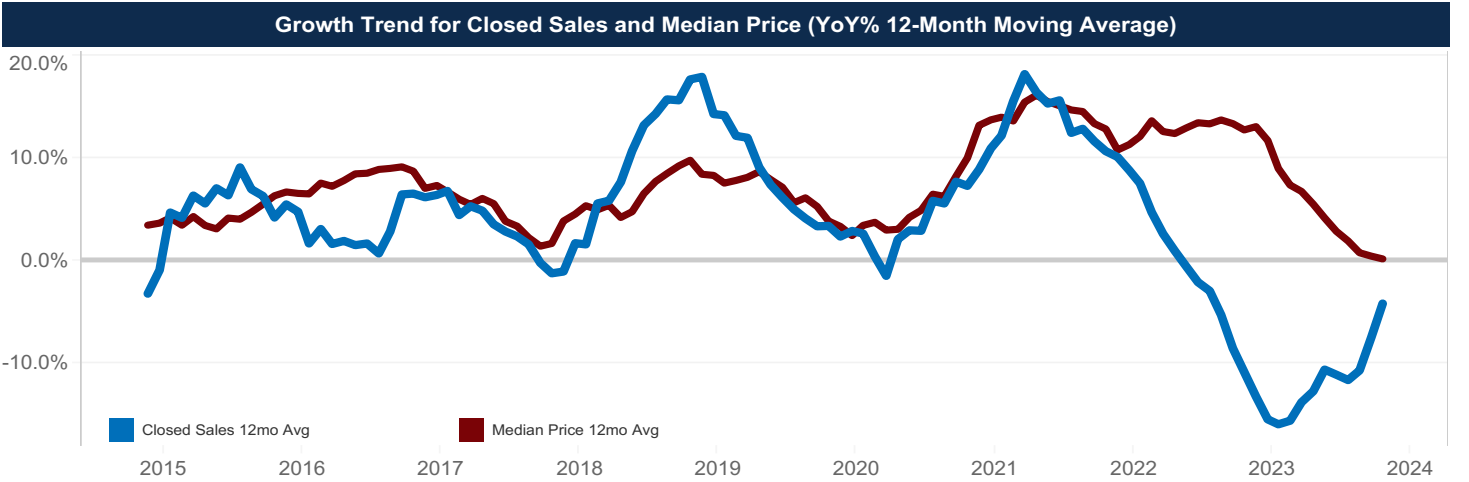
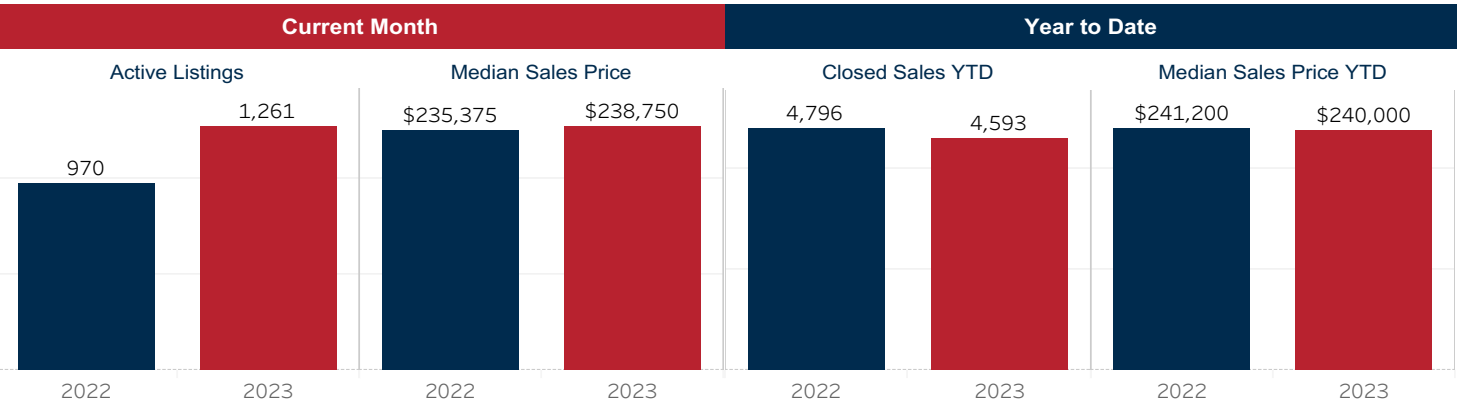
Month (Current Report Year)
December


December 2023 Market Snapshot

Lubbock MSA




| | Year to Date | | | Year to Date | | |
|------------------------------|--------------|-----------|----------|--------------|-----------|----------|
| | 2022 | 2023 | % Change | 2022 | 2023 | % Change |
| Closed Sales | 292 | 325 | ▲ 11.3% | 4,796 | 4,593 | ▼ -4.2% |
| Median Sales Price | \$235,375 | \$238,750 | ▲ 1.4% | \$241,200 | \$240,000 | ▼ -0.5% |
| Average Sales Price | \$293,901 | \$279,307 | ▼ -5.0% | \$282,612 | \$283,403 | ▲ 0.3% |
| Ratio to Original List Price | 96.3% | 94.7% | ▼ -1.7% | 98.6% | 96.4% | ▼ -2.3% |
| Days On Market | 38 | 42 | ▲ 10.5% | 26 | 38 | ▲ 46.2% |
| New Listings | 440 | 405 | ▼ -8.0% | 6,960 | 7,965 | ▲ 14.4% |
| Under Contract | 281 | 349 | ▲ 24.2% | 469 | 460 | ▼ -1.9% |
| Active Listings | 970 | 1,261 | ▲ 30.0% | 676 | 1,143 | ▲ 69.1% |
| Months Inventory | 2.4 | 3.3 | ▲ 35.8% | 2.4 | 3.3 | ▲ 35.8% |






John Walton
Education
Foundation



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



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**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)

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



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REALTORS®
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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.