

# April President's Message

## Fair Housing Practices are Essential to the Real Estate Professional

Life here in West Texas is laid back and friendly, but we, Real Estate Professionals, must be careful that we aren't violating Fair Housing laws while just having friendly conversation. Part of our job is to learn what our clients' needs are, but we must be mindful about the questions we ask while we're learning about them. Instead of asking a client why they need four bedrooms versus three, try instead asking more broad questions and allow them to tell you what they want you to know.

As you may know, April is Fair Housing Month. But you may be asking yourself, why is this important to REALTORS® here in West Texas? Over the years, Fair Housing laws have changed and evolved, and it's changed the way we do business. It changed how properties should be described, which means changes in advertising, and the Clear Cooperation Policy was established with a strong Fair Housing component. This is why our MLS Rules and Regulations are closely monitored.

Fair Housing goes beyond the law, it's just the ethical thing to do. Everyone, regardless of their nation of origin, religion, sexual orientation, or marital status deserves their own piece of the American dream. It's about serving our community and striving to provide the same services to everyone, regardless of their situation, status, race, gender, orientation, etc. REALTORS® are bound to a common Code of Ethics which includes how we treat every



single person in the public.

If you are unsure about what you can and cannot say regarding Fair Housing laws, you must do your due diligence and learn more about the Fair Housing Act. You can visit [nar.realtor/fair-housing](https://nar.realtor/fair-housing) to learn more about it. Ignorance will not protect you if you violate Fair Housing laws so if you have concerns, make sure you talk to your broker.

### Equal Opportunity

Housing discrimination is prohibited. All persons have the right to equal housing opportunity regardless of race, color, religion, sex, familial status, national origin or disability.

### No Discrimination

Landlords, real estate agents, mortgage lenders and other housing providers cannot discriminate against applicants based on protected characteristics.

### Reasonable Accommodations

Providers must make reasonable accommodations to policies/practices to allow disabled persons equal housing opportunity.

### Accessible Housing

Newly constructed multifamily housing must include accessible features for disabled residents.

### Fair Lending

Lenders cannot deny loans, set different terms, or limit access to credit based on protected characteristics.

These are the tenants of Fair Housing: The Fair Housing Act was signed into law in 1968, opening the dream of homeownership to every American after many years of discriminatory legislature and practices. The Lubbock Association of REALTORS® is proud to promote Fair Housing here in the Lubbock area and celebrate the changes that Fair Housing has made for everyone.

**TAKE ACTION NOW**

**FOR A MORE**

**INCLUSIVE TOMORROW.**

**REALTORS®**  
**BUILD COMMUNITIES.**  
**FAIR HOUSING**  
**IS OUR FOUNDATION.**

Commemorate the Fair Housing Act—advocate for accountability, culture change and training. Elevate your business, advance homeownership and expand opportunity.

**REALTORS®** are members of the National Association of REALTORS®.



Invest  
in  
TRE PAC

[CLICK HERE](#)

#trepacpuresolution



**LAR MEMBERS IN THE  
RPAC HALL OF FAME**

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

**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.



# Hey Texas REALTORS®

A **\$100** investment pays huge dividends for you and your clients.

Property-tax relief worth thousands of dollars, HOA rules for transparency and property rights, fair eminent domain policies, protection from real estate transfer taxes.

These successes and many more are how your TREPAC investment pays off for you and shows value to your clients.

Invest now!



Use this QR code.



## TREPAC Receipt

\*\*\*\*\*

Texas REALTORS®

For More Information  
Text TREPAC to 512 559 1082

Historic Tax Relief <i>(Increased Homestead Exemption)</i>	\$1,300
HOA Reform <i>(Secured Property Rights in HOAs)</i>	\$1,000
Removed Discriminatory Covenants from Real Estate Deeds	\$5,000
Ended Abusive Eminent Domain Practices & Forced Annexation	\$10,000
Improved Public Infrastructure <i>(Increased funding allocated to broadband, electricity, and water infrastructure projects in 2023)</i>	\$423.30

Savings \$17,723.30\*

YOUR TOTAL INVESTMENT \$100.00

XXXX XXXX XXXX-1234  
#Transaction 164GDF46646D44

Smart Investment



\*See TREPAC.com/smartinvestment for details

Contributions are not deductible for federal income tax purposes. Contributions to the Texas 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®, Texas REALTORS®, 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. 30716. (Exception: 100% of an individual's contribution goes to TREPAC if the individual is an employee of an affiliate member of Texas REALTORS®.) 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 Texas REALTORS® political committee administrator at 800-873-9155 to obtain information about your contributions.



2024



## SCHOLARSHIP APPLICATIONS

Applications are being accepted for the 2024 John Walton Education Foundation Scholarships. The deadline to apply is April 27.

LUBBOCKREALTORS.COM/SCHOLARSHIPS



## 2024 TREPAC REALTOR Olympics

Thursday, April 25

Doors open at 5:30 p.m. | Opening Ceremonies at 6 p.m.

The Ranch at Reese

1910 Research Blvd. Lubbock, TX 79407



# March Membership Stats



**LAR Membership Counts as of March 31, 2024.**

There was a 0.77 percent increase from March 2023.

1,700	Total members
197	Designated REALTORS®
1,438	REALTORS®
23	REALTORS® Emeritus
42	Appraisers

**MLS only participants/subscribers**

99	MLS only Designated REALTORS®
108	MLS only REALTORS®
25	MLS only Appraisers

**REALTOR® Membership Applications\***

Shyam Patel, Fathom Realty  
Valerie Williams, Reside Real Estate Co.  
Trisha Brown, Keller Williams Realty  
John T. Nelson, Keller Williams Realty  
Brent Butcher, Raider Realty  
Brandon Sherman, Exit Realty of Lubbock  
Esteven Fabila, Epique Realty LLC  
Cory Neal, Keller Williams Realty  
Jett Whitfield, Panhandle Realty Group  
Ezra Trujillo, San Antonio's Finest Realty  
Mariah Clark, The WestMark Companies  
Madison Seymore, Keller Williams Realty  
Anna Millikan, Exit Realty of Lubbock  
James Hardberger, Keller Williams Realty  
Kacee Hogg, Century 21 Kearney & Associates  
Addison Smith, Better Homes and Gardens  
Blu Realty

Casey Irvin, Nathan Jordan Real Estate  
Kevin Cox, Reside Real Estate Co.

**Designated REALTORS®**

Loya Harrison-Cobb, Stone River Realty  
Ken Whitfield, Epique Realty LLC  
Gasper Sifuentes, III, San Antonio's Finest Realty

**Transfers**

Bruce Smith, RE/MAX Lubbock, to Exit Realty of Lubbock  
Sole' Placencia, eXp Realty LLC, to Bray Real Estate Group  
Jason Riebe, Progressive Properties, to WTX Realty, LLC  
Henry Gomez, Progressive Properties, to WTX Realty, LLC  
Landon Moninger, Keller Williams Realty, to Taylor Reid Realty  
Jaime Perez, Reside Real Estate Co., to Clear Rock Realty

Audra Baldwin, Reside Real Estate Co., to eXp Realty LLC  
Zane Shamburger, Brady Collier, Broker, to RE/MAX Lubbock  
Leslie Kinman, Reside Real Estate Co., to eXp Realty LLC  
Jenna Ham, Amy Tapp Realty, to Aycock Realty Group, LLC  
Rylie Padgett, Keller Williams Realty, to Kim & Company, REALTORS®  
Victoria Braun, Amy Tapp Realty, to Exit Realty of Lubbock  
Briley Applegate, Location Rentals, to Reside Real Estate Co.  
Rachel Carrasco, Amy Tapp Realty, to Berkshire Hathaway HomeServices Premier Properties  
Micah Vasquez, Reside Real Estate Co., to Bray Real Estate Group  
Lisa Ashmore, Amy Tapp Realty, to Halley Road Real Estate  
Lacy Wilson, eXp Realty LLC, to Real Broker, LLC  
Margaret Gaydon, Southern Magnolia Real Estate, to Amicus Realty

**Cancellations**

Tony Huang, Egenbacher Real Estate  
Amie Barrington, Fathom Realty  
Shannon King, The WestMark Companies  
Wana Hunt, JPAR Lubbock  
Garrett Moore, Coldwell Banker Trusted Advisors  
Remi Elliott, ALL Real Estate LLC  
Thomas Longoria-Turman, Aycock Realty Group, LLC  
Ciara Frost, Keller Williams Realty  
Zadie Andrews, The WestMark Companies  
Carol Tarbox, The WestMark Companies  
Shyam Patel, Fathom Realty

**Miscellaneous Changes**

Liz Edwards, Aycock Realty Group, LLC, name change to Liz Karr  
Patrick Murfee reinstated with Murfee & Sons, Inc.  
Emily Dempsey, L3 Brokers, name change to Emily Philips

**MLS Only**

Katie Brunson, Street Real Estate  
Kim Conley, Real Broker, LLC  
Monica Davila, RE/MAX Legacy, cancelled  
Dave Clinton, D.R. Horton, AMERICA'S Builder  
Gasper Sifuentes, III, San Antonio's Finest

Realty  
Jeff Robillard, Newfound Real Estate, LLC  
Holly Bryant, Rockone Realty  
Derek Phelps, D.R. Horton, AMERICA'S Builder  
Austyn Richardson, eXp Realty LLC  
Kevin White, Tabor Real Estate, cancelled  
Chad Tabor, Tabor Real Estate, cancelled

Joseph Pytcher, Real Broker, LLC  
Michele McCarty, McCarty Appraisals, cancelled  
Kevin Rosenberger, eXp Realty LLC, cancelled  
Chris Salinas, eXp Realty LLC, cancelled

Thank you to our 2024  
**PRIME BUSINESS PARTNERS**

YOUR LOCAL LUBBOCK MORTGAGE LENDERS

PEOPLE THAT YOU KNOW

Branch of Amarillo National Bank





# Help us tell your Lubbock REALTOR® Stories

Lubbock REALTORS® don't just work in the communities they serve, they live there, go to church there, send their kids to school there, volunteer there, and work to make it a better place.

This year, we want to change the narrative and showcase how Lubbock REALTORS® show up in their community. LAR will be leveraging the power of social media to share our member's REALTOR® Stories to show what a vibrant part of the community they are. And we are asking for your help to do the same!

We all have a story to tell and while you may not think yours is anything special, you'd be wrong. REALTORS® don't spend their days sitting in an office! You're out in the community, showing properties, meeting clients at local coffee shops and restaurants, sharing your talents, and serving our Lubbock community. These are your **#lbkrealtorstories!**

Please use the hashtags **#realtorstories** and **#lbkrealtorstories** on your own social media when you make posts, reels and stories.

And we want to promote the amazing things you are doing as well, both as individual members and brokerages. Please tag LAR on Instagram and Facebook so that we can share your stories.

**#realtorstories**  
**#lbkrealtorstories**

**#realtorstories**  
**#lbkrealtorstories**



# How to share your Lubbock REALTOR® Stories in 3 easy steps!



## SHARE YOUR REALTOR® STORY ON SOCIAL MEDIA

Keep doing a great job showing what you do as REALTORS® and how you interact with the community.

**USE THE REALTOR® STORIES HASHTAGS**  
Don't forget to use **#realtorstories** and **#lbkrealtorstories** on Instagram and Facebook on your posts. It's also a good idea to follow those hashtags on Instagram to see what others are posting



**TAG LAR**  
Be sure to tag @lubbockrealtors on Instagram and Facebook so we can help share your REALTOR® stories!





See more photos at  
[bit.ly/H4H-LBK](https://bit.ly/H4H-LBK)



Are you ready to take your career to the next level and fulfill your NAR Ethics requirement at the same time? Then the LAR C2EX Challenge is for you!

Each quarter LAR Members who complete their C2EX endorsement will be entered into a drawing to win \$200. Drawings will be held during the April, August and December luncheons.

LAR Members who complete or renew the C2EX program in 2024 will be entered into a drawing at the December luncheon for 2025 LAR and MLS dues.

# REALTOR® Kids in Action Drive-Thru Lemonade Stand

SATURDAY, MAY 4 | 11 A.M. TO 3 P.M.





# Classes and Events

<b>Texas REALTORS® 360 Meeting</b> Thursday, April 18 Overton Hotel 9 a.m. to 11 a.m. — Part 1: Industry Issues and Updates 11:30 a.m. to 1:30 p.m. — Part 2: Industry Issues and Updates	<b>Lunch and Learn - Overcoming the Downpayment Hurdle</b> Wednesday, May 1 11:30 a.m. to 1 p.m. Click <a href="#">HERE</a> to register	<b>TREC Legal Update 2</b> Wednesday, May 22 1 p.m. to 5 p.m. Click <a href="#">HERE</a> to register
<b>REALTOR® Olympics</b> Thursday, April 25 Doors open at 5:30 p.m. Opening Ceremonies at 6 p.m. Click <a href="#">HERE</a> to register	<b>May Membership Luncheon</b> Thursday, May 16 11:30 a.m. to 1 p.m. Click <a href="#">HERE</a> to register	<b>Real Estate Contracts Must be Written?!</b> Thursday, May 23 9 a.m. to Noon Click <a href="#">HERE</a> to register
	<b>TREC Legal Update 1</b> Wednesday, May 22 8:30 a.m. to 12:30 p.m. Click <a href="#">HERE</a> to register	<b>Ins and Outs of the Buyers Rep Agreement</b> Thursday, May 23 1 p.m. to 4 p.m. Click <a href="#">HERE</a> to register

Join us at an upcoming TREC-approved MCE "Overcoming the Down Payment Hurdle" class to find out how TSAHC can help you reach more home buyers.

You'll earn one continuing education (CE) credit for attending!



Learn how you can help your buyers with

## Overcoming the Down Payment

Wednesday May 1st, 2024

11:30am - 1:00pm

CE Cost: FREE!

LAR Event Center  
6514 70th St.  
Lubbock, Texas 79424

Overcoming the Down Payment Hurdle (Course #:41462) Provider #0001 (TAR)

You'll learn about:

- Affordable loans for first-time and repeat home buyers
- Down payment and closing cost assistance grants up to 5% of loan amount
- A mortgage interest tax credit with no annual maximum
- Serving new markets, including teachers, police officers, fire fighters, EMS personnel, and veterans


Hosted By:



[RSVP by clicking here](#) or Scan below



[www.ReadyToBuyATexasHome.com](http://www.ReadyToBuyATexasHome.com)



## 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**



# REGION ONE MEETING

THURSDAY, APRIL 18

9 a.m. to 11 a.m. — Part 1: Industry Issues and Updates  
11:30 a.m. to 1:30 p.m. — Part 2: Industry Issues and Updates

Sponsored By:





Featuring Mayor Tray Payne

## May MEMBERSHIP LUNCHEON

THURSDAY, MAY 16

11:30 A.M. TO 1 P.M.

LAR EVENT CENTER

Sponsored by:



**REGISTER NOW** → [lubbockrealtors.com](http://lubbockrealtors.com)

## Need CE credits?

USE LAR'S APPROVED ONLINE COURSE PROVIDER



LEARN MORE → [LUBBOCKREALTORS.THECESHOP.COM/](http://LUBBOCKREALTORS.THECESHOP.COM/)

## Save 30%

on your real estate and professional development education through the month of April.

PROMO CODE **APR30**





# March Housing Stats

Market Selector

Local Association  
Lubbock Association of REALTORS®

Market Type  
Metropolitan Statistical Area

Market Name  
Lubbock

Frequency  
Monthly

Date  
March 2024

Property Type  
All (SF, Condo, Townhouse)

Construction Type  
All (Existing & New)

March 2024 Market Statistics - Lubbock MSA

Median Price  
\$250,000  
▲ 4.2% YoY

Closed Sales  
394  
▼ -7.5% YoY

Active Listings  
1,367  
▲ 42.5% YoY

Months Inventory  
3.6  
▲ 43.6% YoY

PRICE DISTRIBUTION

< \$100k

5.3%

\$100-199k

24.3%

\$200-299k

38.0%

\$300-399k

14.3%

\$400-499k

9.5%

\$500-749k

6.9%

\$750-999k

1.9%

\$1M +

0.0%

GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE

TRANSACTION TIME STATS

Days on Market  
55  
15 days more than March 2023

Days to Close  
30  
1 day more than March 2023

Total Days  
85  
16 days more than March 2023

CLOSED SALES AND ACTIVE LISTINGS

HOME VALUATION STATS

Median Price/Sq Ft  
\$139.08  
▲ 2.2% YoY

Median Home Size  
1,819 sq ft

Median Year Built  
2010

Close/Original List  
96.4%

TEXAS REALTORS®

TEXAS A&M UNIVERSITY  
Texas Real Estate Research Center

© 2024 Texas REALTORS® - Data used in this report come from the Texas REALTOR® Data Reliance Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Analysis provided through a research agreement with the Texas Real Estate Research Center at Texas A&M University.



- @lubbockrealtors
- @lubbockrealtorsmembers
- @lubbockrealtors
- @RealtorsLubbock
- Lubbock Association of REALTORS®
- Lubbock Association of REALTORS®



Association Name  
Lubbock Association of RE...

Market Type  
Metropolitan Statistical Area

Market Name  
Lubbock

Property Type  
Residential (SF/COND/TH)

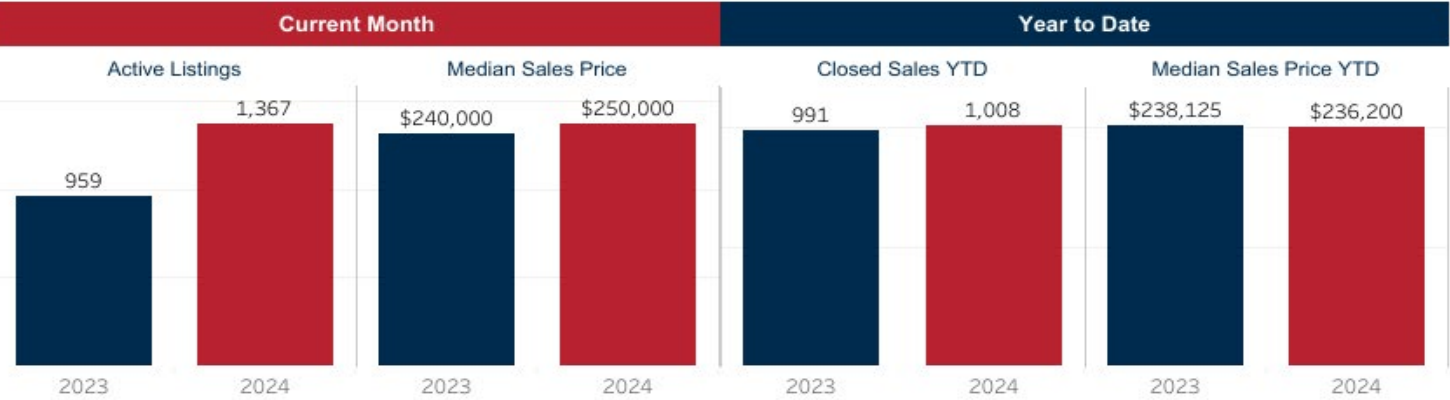
Month (Current Report Year)  
March

## March 2024 Market Snapshot


### Lubbock MSA




	Year to Date			Year to Date		
	2023	2024	% Change	2023	2024	% Change
Closed Sales	426	394	▼ -7.5%	991	1,008	▲ 1.7%
Median Sales Price	\$240,000	\$250,000	▲ 4.2%	\$238,125	\$236,200	▼ -0.8%
Average Sales Price	\$279,249	\$285,885	▲ 2.4%	\$276,139	\$282,687	▲ 2.4%
Ratio to Original List Price	97.2%	96.4%	▼ -0.8%	96.2%	95.9%	▼ -0.3%
Days On Market	40	55	▲ 37.5%	41	52	▲ 26.8%
New Listings	665	820	▲ 23.3%	1,868	2,321	▲ 24.3%
Under Contract	514	635	▲ 23.5%	460	532	▲ 15.7%
Active Listings	959	1,367	▲ 42.5%	956	1,351	▲ 41.3%
Months Inventory	2.5	3.6	▲ 43.6%	2.5	3.6	▲ 43.6%








John Walton  
Education  
Foundation



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



## Lubbock Association of REALTORS® Staff

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**GET YOUR  
"I AM A LUBBOCK  
REALTOR" T-SHIRT  
FOR ONLY \$25**

Contact Brenda Fisher at  
[media@lubbockrealtors.com](mailto:media@lubbockrealtors.com) to order one



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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.