

## NEWSLETTER May 2024

Issue 5 | Vol 4 | May 2024

# May President's Message

appy May Lubbock REALTORS<sup>®</sup>! With Memorial Day later this month, it's not only the unofficial start of summer but the start of the patriotic holidays – 4th of July and Labor Day. It's a great thing to be an American, a Texan and a Lubbockite! We are especially blessed to live here in West Texas.

As a REALTOR<sup>\*</sup>, you are a member of the largest trade association in the world. That REALTOR<sup>\*</sup> brand says a lot about you, both personally and professionally. It's important that we are always showing our REALTOR<sup>\*</sup> Value as a trusted real estate professional. Especially during these turbulent times when the image of REALTORS<sup>\*</sup> across the country is under fire, we must tell our REALTOR stories of how we represent and work for our clients with the utmost care as a fiduciary. Our stories are about leading others into the American Dream.

As you know, advocacy is a big part of who we are as REALTORS<sup>®</sup>. This month we will have a delegation heading to Washington D.C. for the



NAR Mid-Year Legislative Meetings. This is an opportunity to network with other REALTORS<sup>®</sup>, with those who advocate on our behalf from NAR, and we also get the chance to meet with our Representatives and Senators who represent us at the federal level.

Our commitment to TREPAC and

advocacy isn't something that happened over night. It's a culture that we've been building for more than 50 years. When I see the good that TREPAC does for us here in Texas, I am so proud to be a part of it. Every year, our TREPAC culture continues to grow and we are grateful for everyone who invests in TREPAC.

Someone said to me recently that our Association is firing on all cylinders and I couldn't agree more. We have so many passionate people involved with committees, events, and classes. Not only are we passionate about advocacy and private property rights, but also about supporting our community through donations to the United Way, providing shoes to children in need through Step Up for Kids, and providing educational opportunities for students through the John Walton Education Foundation. These are just a few of the ways our members support our community.

I hope your summer continues to be safe and prosperous.

# What's Inside

### Page 3 RPAC Hall of F

Induction Congratulations to

Vanessa Dirks for being inducted into the RPAC Hall of Fame

### Page 5

### 2024 TREPAC Double TT Golf Tournament

Register your team now for the TREPAC Double TT Golf Tournament, happening June 3 at the Rawls Course

### Pages 6-7 April Membersh

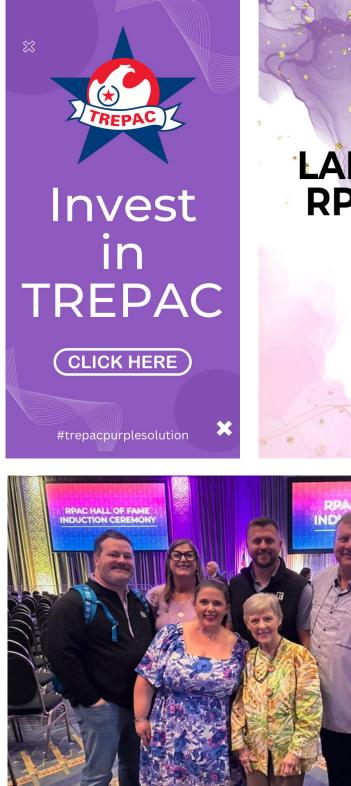
Find out who joined, who transferred and who left LAR in April 2024.

### Pages 14-15

### April 2024 Housing Stats

See how the Lubbock real estate market looked last month.





P President's Circle | \*\*\*RPAC Hall of Fame

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During the 2024 NAR Legislative Meetings in Washington D.C. May 5-9, Vanessa Dirks was inducted into the RPAC Hall of Fame.

Congratulations Vanessa! Thank you for setting such a great example.

# 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.



TREPAC Ree	ceipt					
****						
Texas REALTORS <sup>®</sup>						
For More Information Text TREPAC to 512 559 1	082					
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Historic Tax Relief (Increased Homestead Exemption)	\$1,300					
HOA Reform (Secured Property Rights in HOAs)	\$1,000					
Removed Discriminatory Covenants from Real Estate Deeds	s \$5,000					
Ended Abusive Eminent Domain Practices & Forced Annexation	\$10,000					
Improved Public Infrastructure (Increased funding allocated to broadband, electricity, and water infrastructure projects in 2023)	\$423.30					
Savings \$1	\$17,723.30*					
YOUR TOTAL INVESTMENT	\$100.00					



**CARLUBBOCK** Association of REALTORS<sup>®</sup> DOUBLE T JUNE 3, 2024





Each guarter LAR Members who complete their C2EX endorsement will be entered into a drawing to win \$200. Drawings will be held during the 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.



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!

### April Membership Stats



### LAR Membership Counts as of April 30, 2024.

There was a 0.47% percent increase from April 2023.

- 1,701 Total members
- 198 Designated REALTORS®
- 1,439 REALTORS®
  - 23 REALTORS<sup>®</sup>Emeritus
- 41 Appraisers

### MLS only participants/subscribers

- 102 MLS only Designated REALTORS<sup>®</sup>
- MLS only REALTORS® 109
- 25 MLS only Appraisers

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

Steven Eubanks, Prime Home Real Estate, LLC

Christopher Muzny, South Plains Homes Denea Garcia, Coldwell Banker Trusted Advisors

James (Jim) Haddox, Exit Realty of Lubbock

Saria Hernandez, Location Rentals Gavin Meier, Amy Tapp Realty Misty Nance, Minnix Property

### Management

Anna Peters, Amy Tapp Realty David Burton, Aycock Realty Group, LLC Jane Jones, Prince Realty Connect Group Jessica Reynolds, Aycock Realty Group, LLC

Nancy Trantham, Coldwell Banker Trusted Advisors

### Isaiah Hernandez, Coldwell Banker Trusted Advisors Diana Mosier, Coldwell Banker Trusted Advisors

Monica Santos, Novus Real Estate

### **Designated REALTORS®**

Rick Fowler, Broker

#### Transfers

Edie West, eXp Realty LLC, to Real Broker, LLC

Robin Kiker, The WestMark Companies to Lubbock Homestead Realty Group Kerri Schoonvelt, Madewell Real Estate Company, to Keller Williams Realty Alavna Abbe, Madewell Real Estate Company, to Keller Williams Realty Andrea Bodine, Madewell Real Estate Company, to Keller Williams Realty Collen Melton, Keller Williams Realty, to

Brick & Loft Realty Jason Wood, Madewell Real Estate Company, to Keller Williams Realty Jaron Halsell, Bray Real Estate to eXp Realty Kelsye Jones, NextHome CORE Realty to Modern Day Living Real Estate Ashley Zubia, Reside Real Estate Co., to WTX Realty, LLC

Deanna Racca, Keller Williams Realty, to Lyons Realty

Priscilla Casanova-Vasquez, Reside Real Estate Co.,

Amanda Brashear, Madewell Real Estate Co. to Century 21 Kearney and Associates Libby Draughon, Taylor Reid Realty, to Clear Rock Realty

Jonathan Adkins, Madewell Real Estate Company, to eXp Realty LLC Bachar, Al-Alami, Madewell Real Estate Company, to eXp Realty LLC Tracie Ashlock, Madewell Real Estate Company, to eXp Realty LLC Hollie Edgett, Madewell Real Estate Company, to eXp Realty LLC Carrie Ford, Madewell Real Estate Company, to eXp Realty LLC Andrew Keaton, Madewell Real Estate Company, to eXp Realty LLC Kareem Khater, Madewell Real Estate Company, to eXp Realty LLC Gretchen Koen, Madewell Real Estate Company, to eXp Realty LLC Jacoby Madewell, Madewell Real Estate Company, to eXp Realty LLC Kalli Moore, Madewell Real Estate Company, to eXp Realty LLC Michael Norsworthy, Madewell Real Estate Company, to eXp Realty LLC Caitlin Paden, Madewell Real Estate Company, to eXp Realty LLC Nena Patterson, Madewell Real Estate Company, to eXp Realty LLC Jared Pharr, Madewell Real Estate Company, to eXp Realty LLC Leslie Quintanilla, Madewell Real Estate Company, to eXp Realty LLC Mic, Madewell Real Estate Company, to eXp Realty LLC

Karson Robinson, Madewell Real Estate Company, to eXp Realty LLC Kaitlyn Sarchet, Madewell Real Estate Company, to eXp Realty LLC Dusty Staggs, Madewell Real Estate Company, to eXp Realty LLC

Betsey Timmons, Madewell Real Estate Company, to eXp Realty LLC Heather Wolfe, Madewell Real Estate Company, to eXp Realty LLC Sonya Young, Madewell Real Estate Company, to eXp Realty LLC Becca Scott, Madewell Real Estate Company, to eXp Realty LLC

### Cancellations

Tandem Ditzel, Keller Williams Realty Nikolus Linnenkugel, Keller Williams Realty

Aaron Barto, Exit Realty of Lubbock Amanda Bennett, Coldwell Banker Trusted Advisors

Ruth Enger, Coldwell Banker Trusted Advisors

Theresa Long, Keller Williams Realty Landon Moninger, Taylor Reid Realty Jacqueline Fowler, Madewell Real Estate Company

Eric Brown, Amy Tapp Realty David Myers, The WestMark Companies Marisa Martin, Reside Real Estate Co. Jared Carboni, Reside Real Estate Co. Micah McNutt, Madewell Real Estate Company

Angie Morales, Century 21 Kearney &

Associates Faye Boese, Keller Williams Realty Dave Leach, Keller Williams Realty Becca Scott, eXp Realty LLC Mike Molina, Exit Realty of Lubbock Ian Modisette, Progressive Properties Connor Worthy, Reside Real Estate Co.

Caden Sandoval reinstated with Texas Ally Real Estate Group Michael Samuels reinstated with Minnix Property Management LaTonda Beduschi reinstated with Minnix Property Management Jade Ellis reinstated with Fathom Realty Desirae McKee reinstated with Exit Realty of Lubbock Rosewood Realty name changed to Fleming Investment Properties Harold Wellborn, Harold Wellborn Real Estate, change to non-MLS member Candace Couture, Reside Real Estate Co, change to non-MLS member

Tanika Donnell, Tanika Donnell Realty Shawndra Witte, Tanika Donnell Realty Scott Smith, RE/MAX Legacy, cancelled



### **Miscellaneous Changes**

### **MLS Only**

Renee Sun, eXp Realty Shannon Killingsworth, Caprock Farm and Ranch Realty Ryan McKnight, Caprock Farm and Ranch Realty Justin Willmon, Keller Williams Realty Midland, cancelled Joel Hinckley, PlatLabs, LLC Lori Anne McElyea, JPAR Lubbock Nickie Wilkins, eXp Realty LLC Everett Diaz, Fathom Realty, cancelled Bill Beam, Western Appraisal LLC Patrick Lee, eXp Realty Ryan Rodenbeck, Spyglass Realty GQ Hill, Fathom Realty Joseph Rubiola, Rubiola Realty, cancelled Ryan Martin, Rubiola Realty, cancelled Victor Soler, Great Western Realty, cancelled Russell Berry, Great Western Realty, cancelled Gary Sims, Sims & Guess, REALTORS Peyton Leal, Legend Texas Properties, cancelled Edgar Gutierrez, Heritage Real Estate Beaux Bennett, Street Real Estate

### Help us tell your Lubbock REALTOR<sup>®</sup> Stories

Lubbock REALTORS<sup>®</sup> 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







### How to share your Lubbock REALTOR<sup>®</sup> 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.

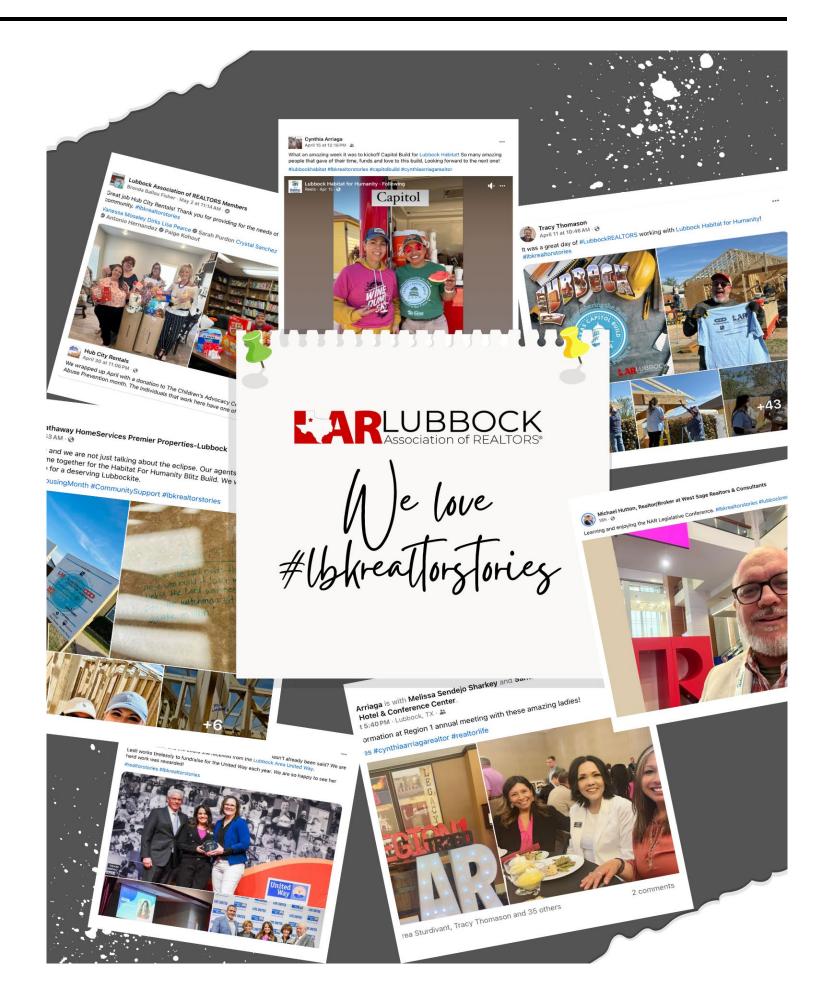
#### USE THE REALTOR® STORIES HASHTAGS Don't forget to use **#realtorstories** and **#lbkrealtorstories** on Instagram and Facebook

**#Ibkrealtorstories** 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

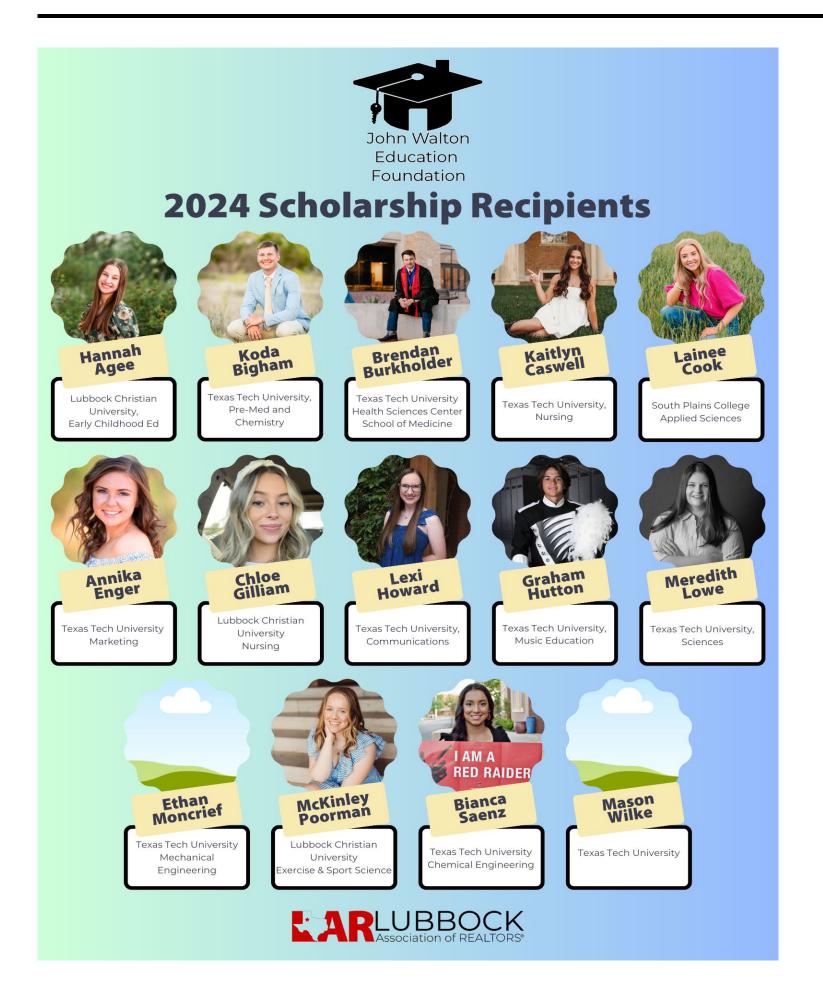




TAG LAR Be sure to tag @lubbockrealtors on Instagram and Facebook so we can help share your REALTOR®stories!









### Announcing New Supra eKEY Feature: **Forgot PIN!**

Supra is pleased to announce an enhancement that allows keyholders to easily reset their eKEY PIN on their own, reducing calls to the organization and the Supra contact center.

The new eKEY Forgot PIN feature enables keyholders to reset their eKEY PIN code if they forget what it is. The feature is especially useful for keyholders who infrequently use their Supra key, such as Managed Access users. Users can reset their PIN when their key is already authorized or during the Request Authorization Code process.

NOTE: The Forgot PIN feature will refer the keyholder to their organization for assistance in these scenarios: • If the email or mobile number is associated with multiple key holder IDs or if

- the keyholder
- has multiple keys assigned.
- Supra system.

For enhanced security, we have added two modifications in the "My Profile" screen if the keyholder wishes to change their email or phone number to reset a PIN code: • Email and phone number will be masked.

- PIN authentication is required to change email or phone number.

Profile changes made in the My Profile screen automatically flow into SupraNET and override any existing record.

Thank you for your continued support as we continue to improve the Supra experience for keyholders and organizations. Stay tuned for updates as we build an all-new Supra One platform.

• If the keyholder does not have an email or mobile number registered with

### **Classes and Events**

### May Membership Luncheon Thursday, May 16 11:30 a.m. to 1 p.m.

Click <u>HERE</u> to register

### TREC Legal Update 1

Wednesday, May 22 8:30 a.m. to 12:30 p.m. Click <u>HERE</u> to register

### TREC Legal Update 2

Wednesday, May 22 1 p.m. to 5 p.m. Click **<u>HERE</u>** to register

Real Estate Contracts Must be Written?!

Thursday, May 23 9 a.m. to Noon

Click **HERE** to register

Ins and Outs of the Buyers Rep Agreement

Thursday, May 23 1 p.m. to 4 p.m. Click <u>HERE</u> to register

**TREPAC Double TT Golf Tournament** Monday, June 3 The Rawls Course at Texas Tech Click **<u>HERE</u>** to register

TACS1 - Intro to Commercial Real Estate

June 6-7 and 10-11 8:30 a.m. to 5 p.m. Click <u>HERE</u> to register

**New Member Orientation** June 6-7 and 10-11 8:30 a.m. to 5 p.m. Click <u>HERE</u> to register



### Take charge of your time and earning potential.



On Real Estate, Mortgage, & Appraisal CE, PLUS Professional Development.

Visit Terms and Conditions for details. Excludes individual USPAP courses. Education provided by The CE Shop.







Promo ELEVATE

Offer valid 5/1/24-5/31/24.

### **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.

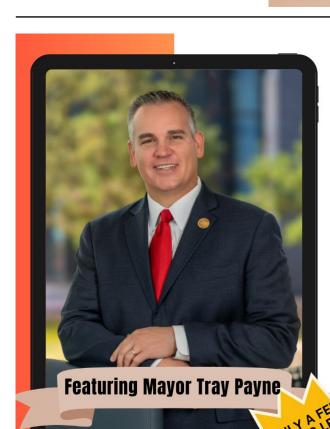
### ETIQUETTE RULE FOUR

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









**THURSDAY, MAY 16** 11:30 A.M. TO 1 P.M. LAR EVENT CENTER

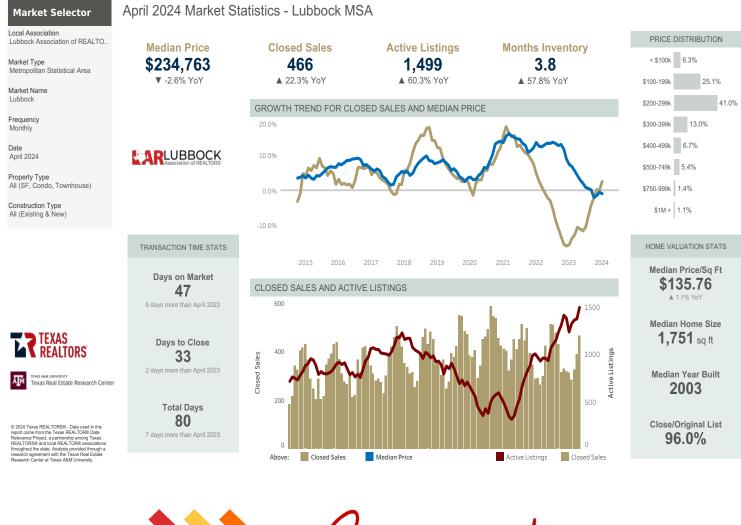
**REGISTER NOW**—

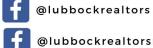
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# **April Housing Stats**





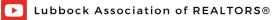
(0) @lubbockrealtors

@lubbockrealtorsmembers



Lubbock Association of REALTORS®

@RealtorsLubbock





Market Name Association Name Market Type Lubbock Association of RE.. Metropolitan Statistical Area Lubbock

### April 2024 Market Snapshot Lubbock MSA

	2023	2024	% Change	2023	2024	% Change
Closed Sales	381	466	▲ 22.3%	1,372	1,469	▲ 7.1%
Median Sales Price	\$240,900	\$234,763	▼ -2.6%	\$239,850	\$235,000	▼ -2.0%
Average Sales Price	\$275,332	\$275,013	▼ -0.1%	\$275,915	\$280,175	<b>▲</b> 1.5%
Ratio to Original List Price	96.8%	96.0%	▼ -0.8%	96.3%	95.9%	▼ -0.5%
Days On Market	42	47	▲ 11.9%	42	51	▲ 21.4%
New Listings	734	917	▲ 24.9%	2,601	3,249	▲ 24.9%
Under Contract	636	640	▲ 0.6%	504	555	▲ 10.1%
Active Listings	935	1,499	▲ 60.3%	950	1,392	▲ 46.5%
Months Inventory	2.4	3.8	▲ 57.8%	2.4	3.8	▲ 57.8%



**Current Month** 

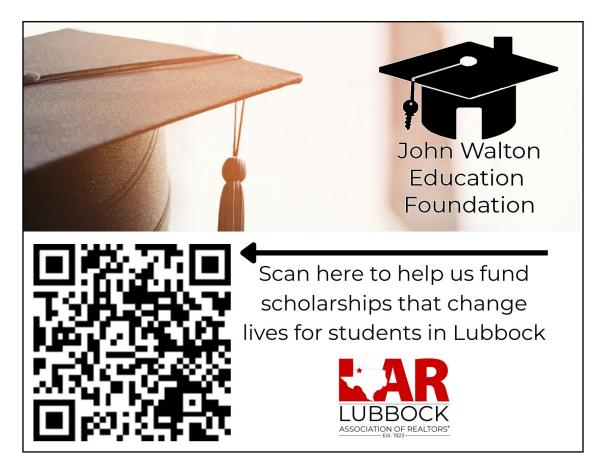


Property Type Residential (SF/COND/TH) Month (Current Report Year) April



#### Year to Date

#### Year to Date



### Lubbock Association of REALTORS® Staff

Cade Fowler Association Executive cadefowler@lubbockrealtors.com

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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.