

## August President's Message

### The Power of Partnership: REALTOR® Associations and Professional Success

**T**he real estate industry is a dynamic landscape, constantly evolving with market shifts, legal intricacies, and technological breakthroughs.

For real estate professionals to thrive, staying informed and connected is paramount. This is where REALTOR® associations shine. From the national level to the local community, these organizations offer a wealth of resources, support, and advocacy that can significantly elevate a real estate agent or broker's career.

The National Association of REALTORS® is the industry's leading voice, representing over 1.4 million members. Its influence is far-reaching, impacting federal policies that directly affect property owners and real estate professionals. NAR's dedication to advocacy ensures that the interests of REALTORS® are represented at the highest level, resulting in favorable tax policies, housing regulations, and property rights protections. Beyond advocacy, NAR provides a vast array of educational opportunities, from foundational courses to specialized certifications. These resources empower REALTORS® to enhance their expertise, deliver exceptional client service, and increase their earning potential.

While NAR provides a strong national



foundation, state and local REALTOR® associations offer tailored support for regional challenges and opportunities. Texas REALTORS®, for instance, focuses on state-specific legislation and regulatory issues, ensuring members stay informed and compliant. They also organize events and educational programs that address the unique needs of the Texas real estate market.

Local associations, such as the Lubbock Association of REALTORS®, delve even deeper into the community fabric. They provide essential local market data, foster strong professional networks, and offer practical support services like lock box systems and MLS access. Moreover, local

associations often spearhead community initiatives, enhancing the public image of REALTORS® as trusted and involved community members.

The benefits of REALTOR® association membership extend far beyond individual success. By joining these organizations, real estate professionals contribute to the overall integrity and advancement of the industry. Through collective advocacy, education, and networking, REALTORS® can shape the future of real estate, ensuring a thriving market for themselves and their clients.

In conclusion, REALTOR® associations are indispensable partners for real estate professionals. Their unwavering commitment to advocacy, education, and support empowers members to excel in their careers and make a positive impact on the industry. By actively participating in these organizations, real estate agents and brokers can unlock their full potential and contribute to the continued growth and success of the real estate profession.

#### What's Inside

##### Page 4

##### Bowling for TREPAC

Bowling for TREPAC is happening on September 5 at Whitewood Lanes. Registration link to come soon.

##### Pages 6-7

##### July Membership Stats

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

##### Pages 10-11

##### Changes to the MLS

Changes are coming to the MLS on August 17. Learn more on pages 10-11.

##### Pages 16-17

##### Classes and Events

There is a lot happening at LAR over the next few months.

#PURPLESOLUTION



# 2024 TREPAC

## Major Investors

### PLATINUM R

Jef Conn\*\*\*P

### GOLDEN R

Donna Sue Clements\*\*\*P  
Rich Eberhardt\*\*\*P  
Michael HuttonP  
Cade Fowler\*\*\*P  
Tony Lloyd\*\*\*P  
Lisa Pearce\*\*\*P  
Teresa Smith  
Tracy ThomasonP

### CRYSTAL R

Coby Crump  
Vanessa Dirks\*\*\*P  
Amie Henry  
Vanessa HydeP  
Lia IrvinP  
Kirk Schneider  
Andrea SturdivantP

### STERLING R

Oscar Armendariz	Jacky Howard	Kerri Shields
Brian Aycok	Cheryl Isaacs	Winn Sikes***
Chris BrooksP	Nathan Jordan	Lesli Spears
Renee Burgett	Mark McMillan	Jeremy Steen
Tom Couture	Reeve Moran	Bambi Temple
Rusty DeLoach	Joe L. Murfee, III	Slade Terry
Lauren Egert	Tara Newton	Pam Titzell
Linda Ferguson	Colby Norris	Ruben Trujillo
Brenda Fisher	Vickie Noyola Al-Souki	Sharla Wells
Jay GaleaP	Ethan Quisenberry	Chanda White
Tim Garrett	Kyle RogersP	Dan Williams***
Antonio Herbert	Crystal Sanchez	Shelley Woodbridge

### CORPORATE MAJOR INVESTORS

Alliance Credit Union	LBK Roofing	Texas Tech Credit Union
Benchmark Mortgage	Lubbock National Bank	Thrive Mortgage
City Bank Mortgage	Peoples Bank	Western Bank
Edward Jones - Wilson Pauwels	Plains Roofing	Western Title
Hub City Title	Spirit Mortgage	

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

A vertical purple banner advertisement for TREPAC. At the top left is a small white 'X' icon. In the center is the TREPAC logo, which features a blue five-pointed star. Inside the star is a red and white globe with a small red star on the white portion. A white banner with a red border wraps around the globe, displaying the word 'TREPAC' in red capital letters. Below the logo, the text 'Invest in TREPAC' is written in large, white, sans-serif font. Underneath this text is a white rounded rectangular button with the words 'CLICK HERE' in black capital letters. At the bottom of the banner, the hashtag '#trepacpuplesolution' is written in white. The background is a solid purple color with faint, abstract white line art patterns in the corners.

A graphic with a purple vertical bar on the left. The text 'RPAC' is large, with the 'R' in white and 'PAC' in purple. Below it, 'REALTOR HALL OF FAME MEMBERS' is written in purple. A list of names is on the right: Donna Sue Clements, Jef Conn, Vanessa Dirks, Rich Eberhardt, Cade Fowler, Tony Lloyd, Lisa Pearce, Winn Sikes, and Dan Williams. At the bottom right is the Realtors' Political Action Committee logo, featuring a stylized American flag and the text 'REALTORS' Political Action Committee' and 'Your Best Investment In Real Estate'.

# RPAC

## REALTOR HALL OF FAME MEMBERS

Donna Sue Clements  
Jef Conn  
Vanessa Dirks  
Rich Eberhardt  
Cade Fowler  
Tony Lloyd  
Lisa Pearce  
Winn Sikes  
Dan Williams

  
Your Best Investment In Real Estate

# 2024 TREPAC CLAY SHOOT

A graphic of a shotgun shell with a red body and a yellow base, featuring a target face logo. It is positioned within a white square frame that has a bracket-like design on its right side.

FRIDAY, AUGUST 23

Register and/or Claim Your Sponsorship at:  
[lubbockrealtors.com/trepac-sporting-clay-shoot/](https://lubbockrealtors.com/trepac-sporting-clay-shoot/)

**Registration Deadline - August 16**

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#lbkrealstories

01



# Bowling for



## TREPAC

**THURSDAY**  
**5 SEP**  
11 a.m. to 2 p.m.

**ENTRY**  
**\$50**  
includes two drink tickets and lunch

**WHITEWOOD**  
**LANES**  
3632 50th St.

**Register now at:**  
<https://lubbockrealtors.com/bowling/>

**LAR LUBBOCK**  
Association of REALTORS®

The Nominating Committee presents the following slate of officers and directors for election on September 19, 2024:

**2025 Officers**

President    Andrea Sturdivant, L3 Brokers (automatically ascends as per LAR Bylaws)  
President-Elect    Colby Norris, McQueen Company, REALTORS®  
Secretary/Treasurer    Tracy Thomason, Exit Realty of Lubbock

**2025 Directors**

(Seven (7) of the following will be elected by plurality vote)

Justin Backus, Location Rentals  
Chris Brooks, Exit Realty of Lubbock  
Cory Cash, Keller Williams Realty  
Charlie Garner, Better Homes and Gardens Blu Realty  
Lia Irvin, Condor Property Group  
Maggie Riley, Wright Realty and Design  
Angela Smith, The WestMark Companies  
Jeremy Steen, Keller Williams Realty  
Ruben Trujillo, Clear Rock Realty  
Melinda Whitfill, Exit Realty of Lubbock  
Kristen Wright, Wright Realty and Design

**Election will be held on Thursday, September 19**

NOTE: Additional candidates for the offices to be filled may be placed in nomination by a petition signed by at least ten percent (10%) of the REALTOR® membership. The petition must show the candidate's willingness to serve and a statement stating this on the petition must be signed by the candidate. The candidate must qualify according to the qualifications criteria specified in Article XI, Section 4(f) 1, 2, 3, 4, and (g) of the Lubbock Association of REALTORS® bylaws. The petition shall be filed with the Association Executive at least ten (10) days before the election (by September 9, 2024). The Association Executive will send notice of such additional nominations to all REALTOR® members at least forty-eight (48) hours before the election. No write-in candidates will be permitted, and no nominations accepted from the floor.



### LOCK BOX REMINDER

ALL KEY BOXES MUST BE RETURNED OR TRANSFERRED BY EMAILING [KEYS@LUBBOCKREALTORS.COM](mailto:KEYS@LUBBOCKREALTORS.COM) WITHIN 10 CALENDAR DAYS AFTER THE LISTING CLOSES, EXPIRED OR TERMINATES/WITHDRAWS OR A FINE EQUAL TO THE CURRENT MARKET VALUE OF THE KEY BOX WILL BE ASSESSED. THE KEY BOX WILL THEN BELONG TO THE AGENT ON AN EXTENDED LEASE BASIS. SHOULD THE FINE NOT BE PAID BY THE END OF THE MONTH IT WAS ASSESSED, THE AGENT'S MEMBERSHIP WILL BE SUSPENDED AND AN ADDITIONAL \$50 REINSTATEMENT FEE WILL BE ASSESSED.



# July Membership Stats



**LAR Membership Counts as of July 31, 2024.**  
There was a 0.4% percent increase from July 2023.

1,717	Total members
203	Designated REALTORS
1,448	REALTORS
25	REALTORS Emeritus
41	Appraisers
<b>MLS only participants/subscribers</b>	
107	MLS only Designated REALTORS
113	MLS only REALTORS
29	MLS only Appraisers

**REALTOR® Membership Applications**

Sydney Payton, Keller Williams Realty  
Van Sharpley, Keller Williams Realty  
Joe Williamson, Location Rentals  
Jax Collier, Brady Collier, Broker  
Brody Black, Coldwell Banker Trusted Advisors  
Joshua Cervantes, Aycock Realty Group, LLC  
Kienan Beasley, Keller Williams Realty  
Lauren Hall, Location Rentals  
Joselyn Garcia, Reside Real Estate Co.  
Robert Russell “Russ” Moore, Jr., Ultimate Sold of Lubbock  
Morgan Guffey, Steadfast Realty  
Becky Johnson, Lubbock Homestead Realty Group  
Mercedes Bilbo, Keller Williams Realty  
Bea White, Reside Real Estate Co.  
Chad Elliott, Keller Williams Realty

Tatum Sheets, L3 Brokers  
Madisyn Bice, Reside Real Estate Co.  
Marcia Logsdon, Drennan Real Estate Group

**Designated REALTORS®**

Chantell Rhea, Black Orchid Real Estate LLC  
Shae Cottar, LPT Realty, LLC  
Jayne Hilburn Mendoza, Jayne Mendoza Real Estate Group, llc  
Kendall Dollins, Kendall Dollins  
Alan Drennan, Drennan Real Estate Group

**New Affiliates**

Brittany Carlone, RD Training Systems

**Transfers**

Lezlee Hernandez, Reside Real Estate Co., to Location Rentals

Jay Galea, Exit Realty of Lubbock, to L3 Brokers  
Micahiah Galea, Exit Realty of Lubbock to L3 Brokers  
Laura Butcher, eXp Realty LLC, to Real Broker, LLC  
Expand Realty change of DR to AJ Johnson (6 transfers)  
Stone Property Management change of DR to AJ Johnson (2 transfers)  
Panhandle Realty Group change of DR to AJ Johnson (9)  
TechTown Realty change of DR to AJ Johnson (3)  
Courtney P. Jordan, Amy Tapp Realty, to Black Orchid Real Estate LLC  
Briley Applegate, Reside Real Estate Co., to Location Rentals  
Jessica Albares Realty change of DR to AJ Johnson (3)  
PROP Realty change of DR to AJ Johnson (3)  
Amy Bullock, JPAR Lubbock, to Exit Realty of Lubbock  
Dominic Martinez, Aycock Realty Group, LLC, to Platinum West Realty  
Angie Redd, Keller Williams Realty, to eXp Realty LLC  
Lee Pointer, Premier Homes Realty, change of DR to AJ Johnson  
Autumn Crawford-Selph, Williams & Company Real Estate, to Bray Real Estate Group  
Zachary Howell, Reside Real Estate Co., to eXp Realty LLC  
Calista Powers, Reside Real Estate Co., to Amy Tapp Realty  
Amanda Martin, Amy Tapp Realty, to Platinum West Realty  
Kevin Cox, Reside Real Estate Co., to eXp Realty LLC

**Cancellations**

Brandon Madrigal, Brick & Loft Realty  
Mateo Dabila, Clear Rock Realty  
Ryan Kauffman, Berkshire Hathaway HomeServices Premier Properties  
Daniel Chastain, Coldwell Banker Trusted Advisors  
Michael Maldonado, Keller Williams Realty  
Christian Cook Reeves, L3 Brokers  
Marlene Fuentes, Exit Realty of Lubbock  
Jenny Aranda, Black Pearl Realty  
Collin Gossett, Keller Williams Realty

Victoria Braun, Exit Realty of Lubbock  
Dre Villegas, Location Rentals  
Adam Fiscal, Exit Realty of Lubbock  
Pepe Lucio, Exit Realty of Lubbock  
Girard Hewlett, Progressive Properties  
Brian Blackwell, Progressive Properties  
Karla Torres Esponda, The WestMark Companies  
Gary Tapp, Gary Tapp Appraisal Company  
Denny Pointer, Premier Homes Realty  
Paul Harmon, Our Texas Real Estate Group  
Randall Foster, Exit Realty of Lubbock  
Reeve Moran, Exit Realty of Lubbock  
Natalie Rix, Keller Williams Realty  
Angela Green, Green Door Group, LLC  
Don Lynn, Landmark II, REALTORS  
Tiffany Sexton, Keller Williams Realty  
Kaveh Sheikhezai, Keller Williams Realty  
Kris Foust, Keller Williams Realty  
Sijia “Savannah” Zhou, Keller Williams Realty  
Jon Gallegos, Keller Williams Realty  
Jon Basye, Keller Williams Realty

**Miscellaneous Changes**

Cassie Bermea reinstated with Kendra Sutherland, REALTORS®  
Mateo Dabila reinstated with Clear Rock Realty  
Jon Hogg, Rent-LBK Managed by BOLDst, change to non-MLS  
Thomas Longoria-Turman reinstated with Aycock Realty Group, LLC  
Minerba DeLeon reinstated with Reside Real Estate Co.  
Victoria Braun reinstated with eXp Realty LLC  
Jacob Burgos reinstated with LPT Realty, LLC  
Lela Tackitt reinstated with Open Door Realty  
Cindy Williams reinstated with Open Door Realty  
Sam Samudio reinstated with Aycock Realty Group, LLC  
Dre Villegas reinstated with eXp Realty LLC  
Pat Ham, The WestMark Companies, change from MLS to non-MLS member

**MLS Only**

Tod Franklin, DFWCityHomes, cancelled  
Peter DiBenedetto, Realty United, LLC, cancelled  
Crystal Gonzalez, Fathom Realty, cancelled  
Julie Morris, Triangle Realty LLC  
Umer Hasan, Brilliant Realty, LLC  
Dustin Flores, Brilliant Realty, LLC  
Brady Oliver, Oliver Appraisal, LLC  
David Curiel, Curiel Appraisal Service  
Lucia Marquez, Mile Realty, LLC  
Bob Jacobs, RE/MAX Associates, cancelled  
Scott Schwandt, RE/MAX Associates  
J.R. Ruiz, JPAR Lubbock, cancelled  
G.Q. Hill, Fathom Realty, cancelled  
Shohruh Latipov, DHS Realty, cancelled  
Scott Green, Green Door Group, LLC, cancelled  
Robert Green, Green Door Group, LLC, cancelled  
Makala Nelson, Fathom Realty, cancelled  
Ben Williams, simpliHOM  
April Golden, eXp Realty LLC

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



# ROCKIN' THE BLITZ BUILD

September 7th-14th

The Blitz Build helps families in the Lubbock community. Habitat for Humanity is building two homes in a week!

Volunteer with us!

This event is 18 and up for safety purposes.



Want to donate?



Want to sponsor? Email: [creeves@lubbockhabitat.org](mailto:creeves@lubbockhabitat.org)

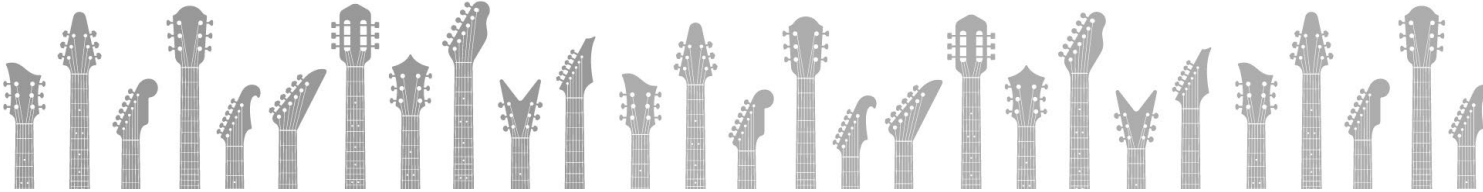
Food, drinks, t-shirts, and tools will be provided.



DAY AT THE



BLITZ BUILD



## ShowingTime reminder about buyer agreement requirement

To help remind agents about the new NAR requirement to have a written agreement in place with home shoppers before any showings, ShowingTime has added a reminder when scheduling showings.	will not receive showing instructions until they confirm they have read the reminder.	agreement or share or upload that agreement to ShowingTime or the MLS in any way.
<b>How does it work?</b>	<b>Do I still need a buyer agreement?</b>	<b>Why is ShowingTime doing this?</b>
When you are scheduling a tour in ShowingTime, a message will pop up to remind you about the requirement to have a written buyer agreement in place before any showings. You will be asked to confirm you have read this reminder in order to receive showing instructions.	Yes, you still need a written buyer agreement. This reminder in ShowingTime is not a buyer agreement, nor does it dictate the type or terms of the agreement between an agent and their client. It is your responsibility to secure a signed buyer agreement prior to any tours to ensure you are compliant with new requirements.	ShowingTime+ is committed to helping agents, MLSs and the industry navigate changes following the NAR settlement. As the leading showing service provider, ShowingTime is offering this solution to help you adapt to new rules, so you can focus on what matters: serving your clients.
If you decline to confirm you have read this reminder and wish to talk to MLS staff, you will exit the scheduling process and will need to begin again when you are ready to do so. Agents	<b>Is ShowingTime asking me to upload my buyer agreements?</b>	We will work with ShowingTime to share any product updates or enhancements they may offer in the future to help you navigate potential new guidelines. Please let us know if you have any questions.
	No. You must simply confirm you have read the reminder in order to receive showing instructions – you are not required to confirm you have a buyer	



### MLS RULES AND REGULATIONS CHANGES

The following changes were approved by the LAR Board of Directors during the July 24 Board Meeting. These changes go into effect immediately.

**Amendment to MLS Rules and Regulations 1.2b**

Allow a graphic on the first/primary picture of a listing with the following restrictions:

- Graphic is **ONLY** permitted on the first (primary) picture of the listing
- The second picture **MUST** be the original picture without the graphic
- Building marketing and logo are allowed in the public remarks and in the graphic on the primary picture
- Information included on the graphic **MUST** be factual information about the property (i.e., basement, pool, outdoor kitchen) or contractual information (flex cash, assumable, etc...)
- Descriptive words are **NOT** permitted on the graphic (i.e., great location, super cute, landlord special, etc...)
- Graphic **CANNOT** cover more than 20 percent of the picture
- Graphic **MUST NOT** obscure the property in the photo
- Graphic **CANNOT** mention agent commission or compensation

EXAMPLES

### BEST PRACTICES AND TIPS

- Graphic can be any shape and/or color as long as it follows the rules
- We recommend using a simple font and color combination to make the graphic easy to read
- Use different font sizes to draw attention to important information on the graphic
- Each listing may have **ONLY ONE** (1) graphic on the first picture

**DO IT LIKE THIS**

**WHY THIS WORKS**

- Contains one graphic with contrasting colors and different font sizes to draw attention to the graphic
- Graphic does not obscure the home
- Graphic does not contain any descriptive words

**NOT LIKE THIS**

**WHY THIS DOESN'T WORK**

- Contains more than one graphic
- Graphics obscure the home
- Graphic contains descriptive words
- Fonts are hard to read

**WHY THIS WORKS**

- Contains one graphic with contrasting colors and different font sizes to draw attention to the graphic
- Graphic does not obscure the home
- Graphic does not contain any descriptive words

**WHY THIS DOESN'T WORK**

- Graphic colors make it difficult to read
- Graphic obscures the home
- Graphic includes commission/compensation information

## Templates

LAR has created a series of Canva templates for Members to use to add graphics to their listing photos. The templates are for the use of LAR/MLS Members only and have been created to adhere to the changes made to section 1.2b in the MLS Rules and Regulations. Please keep in mind the following:

- You must have a Canva account to use these templates (the free version will work)
- You may make changes to these templates (change the graphic size, shape, color, font, font size, font color, etc...)
- All changes must follow the rules in section 1.2b
- LAR is not responsible for information included on the graphic. Members must make sure the information is accurate and follows the rules in section 1.2b of the MLS Rules and Regulations

DOWNLOAD TEMPLATES

## BE READY!

Implement Practice Changes by August 17.

Get details at

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

## MLS Changes — Words Matter

EFFECTIVE AUGUST 17, 2024

Beginning **August 17th**, posts through the MLS Newsfeed, or words referencing compensation in any remarks sections of listings in the MLS, are **not permitted**. Additionally, this kind of Information is not permitted in ShowingTime. As a reminder, discussions among different brokerages about not showing properties that don't offer compensation are a violation of federal antitrust laws, and are subject to prosecution. The LAR encourages all agents to watch this 3 minute NAR video on antitrust for real estate professionals: <https://www.nar.realtor/videos/window-to-the-law/antitrust-for-real-estate-professionals>

- What is permitted:**
- Sign riders or stickers on yard signs referencing buyer agent compensation (pictures of signs are not permitted in the MLS).
  - A link to the brokerage website with offers of compensation in Private Remarks (direct links to web pages with offers of compensation are not permitted, it must be at least two clicks away).
  - Cooperation among brokers outside of the MLS, but make note of the Clear Cooperation Policy of the MLS Rules and Regulations, as required by NAR:

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public. Violations of the Clear Cooperation Rule must be entered immediately.

- Discipline for violations will be:**
- Day 1: Warning
  - Day 2: Fifty dollar (\$50) fine
  - Day 3: One hundred dollar (\$100) fine
  - Day 4: Suspension of MLS membership until the listing is entered and violation reported to the MLS Committee for possible additional fines or penalties.

After three (3) subsequent violations of the Clear Cooperation rule by the Participant and/or Subscriber, the Participant and/or Subscriber will be reported to the MLS Committee for review of the violations and may be subject to additional fines or penalties as set forth in the MLS Rules and Regulations.



FlexMLS Live Date  
Set for February 3,  
2025

Both systems will  
be in "read-only mode"  
February 1 - 2, 2025, meaning  
no listing information can be  
added or edited on those days

Both systems will run  
parallel beginning  
January 20, 2025

In-person training will  
be provided before the  
system goes live as well  
as recorded webinars

MLS SYSTEM  
IS CHANGING  
TO FLEXMLS  
IN 2025

# MEET OUR Ambassadors



**CORY CASH**  
*Keller Williams Realty Lubbock*  
#lbkrealtorstories



**MAGGIE RILEY**  
*Wright Design & Realty*  
#lbkrealtorstories

## 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 hashtag #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.

#lbkrealtorstories



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

1  
one

**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.

2  
two

**USE THE REALTOR® STORIES HASHTAGS**  
Don't forget to use #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

3  
three

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

LAR LUBBOCK #LBKREALTORSTORIES



**JENNI BOLLER**  
*Century 21 Kearney & Associates*  
#lbkrealtorstories



#lbkrealtorstories



**SHELLEY WOODBRIDGE**  
*Exit Realty of Lubbock*  
#lbkrealtorstories



**BAILEE PORTER**  
*Western Title*  
#lbkrealtorstories



**JASON RIEBE**  
*WTX Realty*  
#lbkrealtorstories





To each their home.™

Amplify your support of buyer representation!

Visit the Realtor.com self-service Buyer Agent toolkit which includes an astounding 111 item to-do list for you to use and customize with your logo, including:

- Print ads
- Shareable social assets
- Printable posters
- PowerPoint slides

Get started now by downloading assets from the toolkit and share this important message with your network.

realtor.com/buyeragenttoolkit



**FREE!**



SEPTEMBER 25-26  
8:30 a.m. to 5 p.m.  
LAR EVENT CENTER

ABR Class is free but requires a \$50 deposit. If registered by September 19, the deposit will be returned upon completion of both days. No deposit will be refunded for no-shows.

INSTRUCTOR: TIM GARRETT

STEPS FOR EARNING YOUR ABR

ABR Designation Course

Take the two-day ABR designation course online or in a classroom setting. Online course takers must receive an 80% or higher on the final exam.

Additional Education

In addition to the ABR Designation Course, complete one qualifying elective course online or in-person. Some courses may also apply towards different designations or certifications.

Confirmed Transactions

Finalize five transactions solely as a buyer's representative (no dual agency). This can include up to two leases. These transactions do not need to fall within a specific period of time.

Active Status

Maintain active and good membership status with the Center for REALTOR Development (CRD) and the National Association of REALTORS (NAR). The first year of ABR membership is included with the ABR Designation Course, the second year is prorated, the third and following years are \$110 per year.



**DONATIONS NEEDED**



CANDY



GAMES



LIP BALM



STICKERS



COLORING BOOKS



SMALL TOYS



FREEBIE CARDS



TOOTHBRUSH AND PASTE

Every child who receives a new pair of shoes at our annual Step Up For Kids event on October 12-13 also gets socks and a backpack. We're aiming to provide 500 pairs of shoes this year, and we need your help filling those backpacks with goodies! Help us make it a day to remember for these kids.

**DROP OFF AT  
LUBBOCK ASSOCIATION OF REALTORS®  
6510 70TH STREET  
BY OCTOBER 10**





# Classes and Events

<b>GRI - Business Skills Marketing</b> August 19-22 8:30 a.m. to 5 p.m. Click <a href="#">HERE</a> to register	<b>September Style Show</b> Thursday, September 12 11:30 a.m. to 1 p.m. Click <a href="#">HERE</a> to register	<b>REALTOR L.E.A.D. Course</b> Friday, October 4 9 a.m. to 4 p.m. Click <a href="#">HERE</a> to register
<b>TREPAC Sporting Clay Shoot</b> Friday, August 23 Hub City Clays Click <a href="#">HERE</a> to register	<b>Code of Ethics</b> Wednesday, September 18 1 p.m. to 4 p.m. Click <a href="#">HERE</a> to register	<b>New Member Orientation</b> Tuesday, October 8 8:30 a.m. to 1 p.m. Click <a href="#">HERE</a> to register
<b>Bowling for TREPAC</b> Thursday, September 5 11 a.m. to 2 p.m. at Whitewood Lanes Click <a href="#">HERE</a> to register	<b>ABR Designation</b> September 25-26 8:30 a.m. to 5 p.m. Click <a href="#">HERE</a> to register	

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NATIONAL ASSOCIATION OF REALTORS®

**LEAD.**

LEARN. ELEVATE. ACCELERATE. DELIVER.

+



Instructor: Cindi Bulla

**REALTOR® L.E.A.D.**

**VISION COURSE: EXECUTING YOUR LEADERSHIP VISION**

Friday, October 4 | 9 a.m. to 4 p.m.

LAR Event Center

6 hours of CE Credit

+

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REGISTRATION INFORMATION CAN BE FOUND AT:  
[LUBBOCKREALTORS.COM/EVENTDETAILS/2410LEAD/](https://lubbockrealtors.com/eventdetails/2410LEAD/)

2024

**LAR Style Show**

Thursday, September 12

11:30 to 1 p.m.

McKenzie-Merket Alumni Center

2521 17th St

Must register by September 5 at

[lubbockrealtors.com/eventdetails/2409LNCH/](https://lubbockrealtors.com/eventdetails/2409LNCH/)

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# July Housing Stats

Market Selector

Local Association  
Lubbock Association of REALTORS®

Market Type  
Metropolitan Statistical Area

Market Name  
Lubbock

Frequency  
Monthly

Date  
July 2024

Property Type  
All (SF, Condo, Townhouse)

Construction Type  
All (Existing & New)

July 2024 Market Statistics - Lubbock MSA

Median Price

\$230,000

▼ -3.4% YoY

Closed Sales

470

▼ -5.4% YoY

Active Listings

1,721

▲ 38.6% YoY

Months Inventory

4.2

▲ 39.8% YoY

PRICE DISTRIBUTION

< \$100k

7.5%

\$100-199k

25.9%

\$200-299k

37.2%

\$300-399k

12.0%

\$400-499k

8.0%

\$500-749k

6.2%

\$750-999k

2.2%

\$1M +

1.1%

GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE

TRANSACTION TIME STATS

Days on Market

45

13 days more than July 2023

Days to Close

31

1 day less than July 2023

Total Days

76

12 days more than July 2023

CLOSED SALES AND ACTIVE LISTINGS

HOME VALUATION STATS

Median Price/Sq Ft

\$136.99

▲ 0.0% YoY

Median Home Size

1,773 sq ft

Median Year Built

2004

Close/Original List

91.0%

TEXAS REALTORS®

TEXAS A&M UNIVERSITY  
Texas Real Estate Research Center

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- 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)

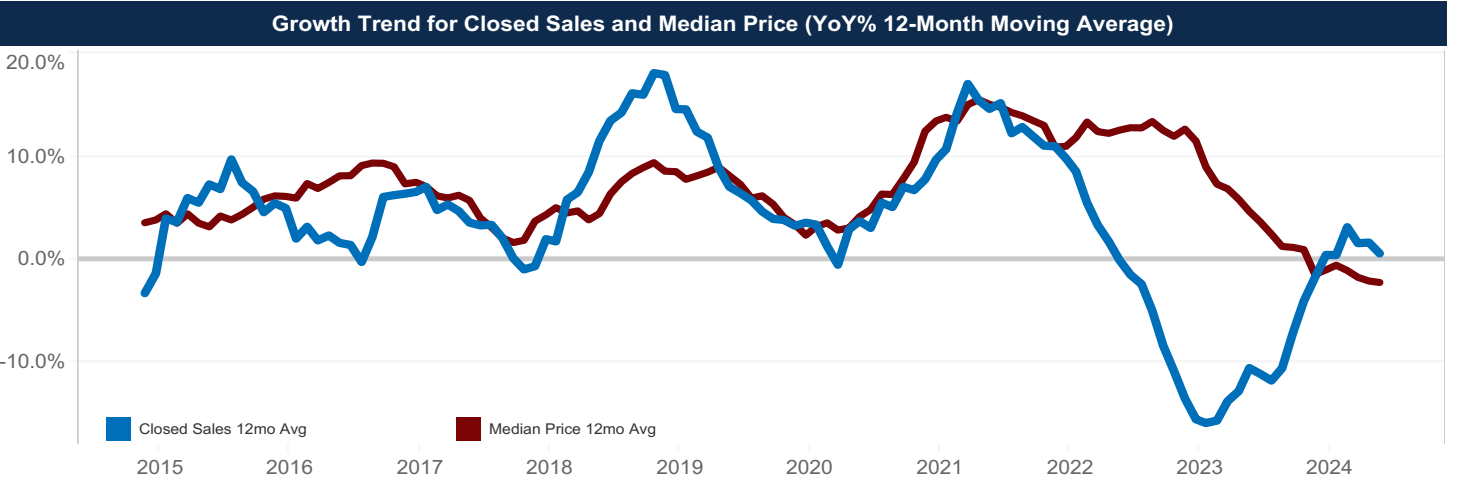
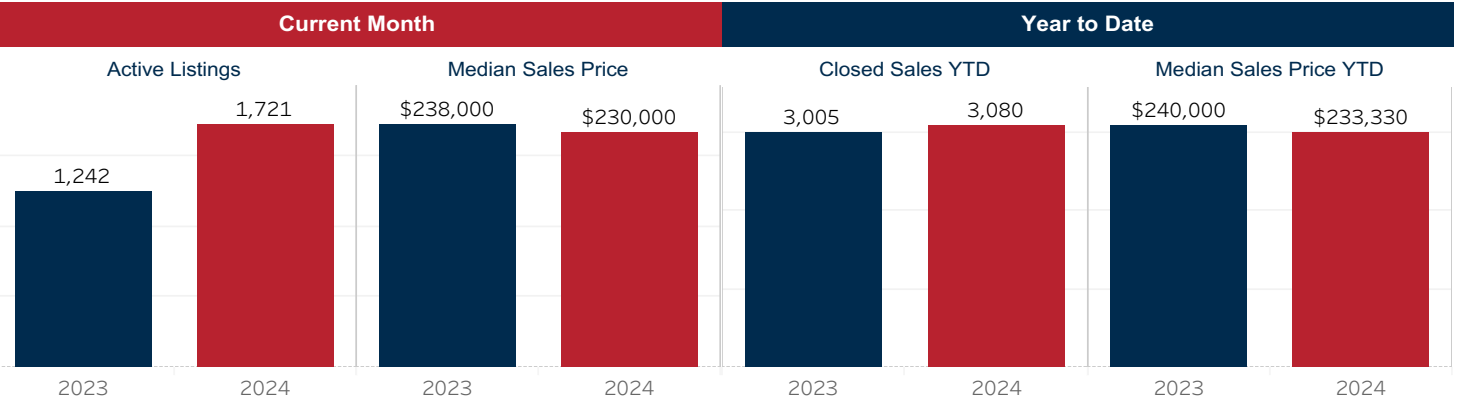
Month (Current Report Year)  
July

## July 2024 Market Snapshot


### Lubbock MSA




	Year to Date			Year to Date		
	2023	2024	% Change	2023	2024	% Change
Closed Sales	497	470	▼ -5.4%	3,005	3,080	▲ 2.5%
Median Sales Price	\$238,000	\$230,000	▼ -3.4%	\$240,000	\$233,330	▼ -2.8%
Average Sales Price	\$286,196	\$281,401	▼ -1.7%	\$279,278	\$280,283	▲ 0.4%
Ratio to Original List Price	96.9%	91.0%	▼ -6.1%	96.6%	95.4%	▼ -1.2%
Days On Market	32	45	▲ 40.6%	39	46	▲ 18.0%
New Listings	753	858	▲ 13.9%	5,152	6,162	▲ 19.6%
Under Contract	522	546	▲ 4.6%	546	581	▲ 6.4%
Active Listings	1,242	1,721	▲ 38.6%	1,090	1,574	▲ 44.4%
Months Inventory	3.0	4.2	▲ 39.8%	3.0	4.2	▲ 39.8%








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Education  
Foundation



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