

# September President's Message

## Safety is Key: Focusing on REALTOR® Safety Month

**S**eptember is REALTOR® Safety Month, a dedicated time to focus on the safety and well-being of real estate professionals.

The National Association of REALTORS®, Texas REALTORS®, and the Lubbock Association of REALTORS® recognize the unique challenges faced by Realtors and provide essential resources to help members stay safe.

The nature of our profession often requires agents to work alone, meet clients in unfamiliar locations, and handle sensitive information. To address these risks, our Associations offer a wide range of safety tools and initiatives, including training programs, safety guidelines, and online resources.

Key safety tips to remember include:

- **Trust your instincts:** If a situation feels unsafe, leave immediately.



- **Be aware of your surroundings:** Pay attention to people and vehicles around you.
- **Meet clients in public places:** Avoid isolated locations, especially vacant properties.
- **Share your itinerary:** Let someone know where you're going and when you expect to return. Many offices

have code words when an agent senses danger.

- **Safety Devices:** Agents and/or Offices/Associations should invest in some form of alert device or software for smartphones.

The Lubbock Association of REALTORS® offers the Forewarn App and certain features of the Showing Time service that will alert another party when an agent feels threatened.

For more comprehensive safety guidance and resources, visit the NAR Safety page: <https://www.nar.realtor/safety>

*Michael Hutton*  
2024 LAR President

### What's Inside

#### Page 2

##### TREPAC Major Investors

The 2024 TREPAC year is almost over. See who was a Major Investor this year.

#### Page 4

##### September is REALTOR® Safety Month

Learn more about how to come home every night, safe and sound.

#### Page 5

##### Officer and Director Vote Results

We had a record turn out for this year's election. See the results on page 5.

#### Pages 12-13

##### Classes and Events

See all the classes and events happening this month at LAR.



Invest  
in  
TRE PAC

[CLICK HERE](#)

#trepacpurplesolution

# RPAC

## LAR HALL OF FAME MEMBERS

Donna Sue Clements  
Jef Conn  
Vanessa Dirks  
Rich Eberhardt  
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.





SEPTEMBER IS  
REALTOR® SAFETY  
MONTH

*The perfect time to reassess and  
enhance your safety protocols.*

Equip yourself with essential resources and tools  
to stay safe on the job.

Top 5 Action Items for REALTORS®:

- **PLAN YOUR SAFETY STRATEGY**  
Customize a safety plan to suit your unique needs.
- **TIPS AND BEST PRACTICES**  
Learn proven techniques to stay safe and avoid  
potential risks.
- **REALTOR® SAFETY MONTH WEBINAR**  
Join our FREE live webinar on Sept. 18th at 12:00 pm  
CT for essential tips to stay safe on the job.
- **PERSONAL PROTECTION RESOURCES**  
Explore safety apps and devices for added security.
- **REALTOR® SAFETY PLEDGE**  
Prioritize safety in your daily business operations for  
yourself, clients, and loved ones.

Don't wait until the worst happens. Remember,  
**the real value in real estate is YOU.**

[nar.realtor/safety](https://nar.realtor/safety)

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



Directors Elected for 2025 - 2026

The following REALTOR® members were elected to serve a two (2) year term,  
beginning January 1, 2025 through December 31, 2026

**Chris Brooks (2nd term) - Exit Realty of Lubbock**  
**Cory Cash - Keller Williams Realty**  
**Lia Irvin - Condor Property Group**  
**Angela Smith - The WestMark Companies**  
**Jeremy Steen - Keller Williams Realty**  
**Ruben Trujillo - Clear Rock Realty**  
**Kristen Wright - Wright Realty and Design**

Officers Elected for 2025:

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

Directors continuing a two year term through 2025:

**Chris Farrell - Amy Tapp Realty**  
**Allison Pace - The WestMark Companies**  
**Kyle Rogers - RE/MAX Lubbock**  
**Lesli Spears (2nd term) - Williams & Company Real Estate**  
**Bambi Temple (2nd term) - Michelle Kauffman Real Estate**

Ex-Officio Directors serving in 2025:

**Leigh Anne Brozo (Texas REALTORS® Director) - Lubbock Homestead Realty Group**  
**Jef Conn (Texas REALTORS® Immediate Past Chairman) - Coldwell Banker Capital Advisors**  
**Vanessa Dirks (NAR Director) - Hub City Rentals**  
**Tony Lloyd (Texas REALTORS® Secretary/Treasurer) - RE/MAX Lubbock**  
**Teresa Smith (Texas REALTORS® Director) - RE/MAX Lubbock**



# August Membership Stats



**LAR Membership Counts as of August 31, 2024.**  
There was a 0.5% percent increase from August 2023.

1,724	Total members
206	Designated REALTORS
1,452	REALTORS
25	REALTORS Emeritus
41	Appraisers
<b>MLS only participants/subscribers</b>	
105	MLS only Designated REALTORS
106	MLS only REALTORS
29	MLS only Appraisers

**REALTOR® Membership Applications**

Jeff Farmer, Berkshire Hathaway HomeServices Premier Properties  
Brandon Fannin, Keller Williams Realty  
Reagan Oehler, Amy Tapp Realty  
Bo Zhao, The WestMark Companies  
Parker Freeman, KD Elite Realty, LLC  
Garrett Box, Taylor Reid Realty  
Brian Pleasant, Reside Real Estate Co.  
Laurie Rodriguez, Keller Williams Realty  
Rebekeh Loos, NextHome CORE Realty  
Edward Garcia-Sotelo, Clear Rock Realty  
Matt Collins, Exit Realty of Lubbock  
Riley Bramble, Tech Terrace Real Estate  
Evan Stone, Clear Rock Realty  
Danielle Huffman, Keller Williams Realty  
Shelbie Jolly, Brookshire & McMinn, Brokers  
Chelsea Reeves, Platinum West Realty  
Jesse Hendrickson, eXp Realty LLC

Jennifer Tollett, Reside Real Estate Co.  
Wade Appleton, Lyons Realty  
Zach Miller, eXp Realty LLC  
Maria Martinez, The WestMark Companies  
Bianca Saenz, Exit Realty of Lubbock  
KiAndrei White, Reside Real Estate Co.  
Mike Hagler, Keller Williams Realty  
Jerrod Jaquess, American Homestead Real Estate  
Emma Hilaman, ALL Real Estate, LLC

**Designated REALTORS®**

Rodney Davis, United Realty, LLC  
Jacky Howard, JHoward Realty, Inc.  
Thomas Johnston, The Real Estate Ranch, LLC

**Transfers**

Addison Chavez, Modern Day Living RE, LLC, to Heritage Real Estate  
Ashlyn Crimm, Amy Tapp Realty, to Platinum West Realty

Heather Smith, Lyons Realty, to Brick & Loft Realty  
Chelse Wiford, UCRE-M. Edwards Realty & Land, to Fathom Realty  
Dominic Martinez, Platinum West Realty, to Aycock Realty Group, LLC  
Garrett Box, Taylor Reid Realty, to Raider Realty  
Bryan Hardin, Integrity Real Estate Partners, to eXp Realty LLC  
Alicia Torres, Southern Magnolia Real Estate, to eXp Realty LLC  
Regina Fritz, Southern Magnolia Real Estate, to eXp Realty LLC  
Jonathan Klein, Pat Garrett, REALTORS, to WTX Realty, LLC  
Jeremie Gonzalez, Fathom Realty, to Keller Williams Realty

**Cancellations**

David Kopec, Milestone Realty Group  
Keith Robertson, Better Homes and Gardens Blu Realty  
Amy Cook, Exit Realty of Lubbock  
Amy Doty, Berkshire Hathaway HomeServices Premier Properties  
Raymond Roque, Berkshire Hathaway HomeServices Premier Properties  
Alexis Sanchez, The WestMark Companies  
Joanna Watson-Donahue, Berkshire Hathaway HomeServices Premier Properties  
Matthew Lowell, Reside Real Estate Co.  
Tayci Green, Taylor Reid Realty  
Shree Kuhlert, Amy Tapp Realty  
Matthew Heers, Bray Real Estate Group  
Jay Dycus, The WestMark Companies  
Marisa Grover, The WestMark Companies  
Scott Trautman, Cross Roads Real Estate Services  
Darby Brown, Keller Williams Realty  
Becky Sizonenko, Keller Williams Realty  
Braleigh Blakeney, Keller Williams Realty  
Craig Cormier, Harold Wellborn Real Estate  
Amy Rohrer, Southern Magnolia Real Estate

**Miscellaneous Changes**

Kim Wideman reinstated with Clear Rock Realty  
Lazer Mitchel reinstated with Better Homes and Gardens Blu Realty  
Adam Fiscal reinstated with Resolute Realty

Company  
Daniel Chastain reinstated with Coldwell Banker Trusted Advisors  
Randall Foster reinstated with The Real Estate Ranch, LLC

**MLS Only**

Ryan Tawil, AT Appraisals  
Ryan McKnight, Caprock Farm and Ranch Realty, cancelled  
Shannon Killingsworth, Caprock Farm and Ranch Realty, cancelled  
Julie Morris, Triangle Realty, LLC, cancelled  
Leah Torti, eXp Realty LLC  
Clark Owen, eXp Realty LLC, cancelled  
Maria Martinez, Inked Real Estate, cancelled  
Lana Sims, Inked Real Estate, cancelled  
Nicole Espinosa, Real Broker, LLC  
Marisol Aranda, Monument Realty  
Jean Khoury, Compass RE Texas, LLC  
Monica Davila, Monica Davila, Broker  
Tom O'Leary, L. Custen Realty, Inc.  
Tyler Jenkins, Winhill Advisors - Kirby

**LOCK BOX REMINDER**

ALL KEY BOXES MUST BE RETURNED OR TRANSFERRED BY EMAILING 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.

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

**LAR LUBBOCK** Association of REALTORS®









GRADUATE,  
REALTOR®  
INSTITUTE

*Congratulations!*  
**GRI GRADUATES**

Shannon Byford	Christie Powell
Sherri Cypert	Thena Ramesh
Eric Finley	Renee Ross
Chris Henry	Ivonne Villarreal
Sarah McMurry	Tess Woodwick

LUBBOCK REALTORS®

**STEP UP FOR KIDS** **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**

**LAR LUBBOCK**  
Association of REALTORS®

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NATIONAL ASSOCIATION OF REALTORS®  
**LEAD.**  
LEARN. ELEVATE. ACCELERATE. DELIVER.

**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

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



Instructor: Cindi Bulla

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# Classes and Events

<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>October Luncheon</b> Thursday, October 17 11:30 a.m. to 1 p.m. Click <a href="#">HERE</a> to register	<b>You Mean Real Estate Contracts Have to be Written?!</b> October 31 9 a.m. to Noon 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>TREC Legal Update 1</b> Wednesday, October 30 8:30 a.m. to 12:30 p.m. Click <a href="#">HERE</a> to register	
<b>Lunch and Learn: Taxes, S Corps and LLCs</b> Wednesday, October 9 11:45 a.m. to 1 p.m. Click <a href="#">HERE</a> to register	<b>TREC Legal Update 2</b> Wednesday, October 30 1 p.m. to 5 p.m. Click <a href="#">HERE</a> to register	



**Free Lunch and Learn**

# Taxes, S Corps and LLCs


Wednesday, October 9  
11:45 a.m. to 1 p.m.  
LAR Event Center

FREE CLASS BUT YOU MUST REGISTER

**REGISTER NOW**




[lubbockrealtors.com/eventdetails/2410LL/](https://lubbockrealtors.com/eventdetails/2410LL/)

**LAR LUBBOCK**  
Association of REALTORS®



## October Luncheon and School District Administration Panel

Thursday, October 17  
11:30 a.m. to 1 p.m.  
LAR Event Center



Sponsored by:

Register at:  
[lubbockrealtors.com/eventdetails/2410LNCH/](https://lubbockrealtors.com/eventdetails/2410LNCH/)

# Need CE credits?

USE LAR'S APPROVED ONLINE COURSE PROVIDER

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# Save 30%

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

PROMO CODE **SEP30**

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**LAR LUBBOCK**  
Association of REALTORS®

# August Housing Stats

Market Selector

Local Association  
Lubbock Association of REALTORS®

Market Type  
Metropolitan Statistical Area

Market Name  
Lubbock

Frequency  
Monthly

Date  
August 2024

Property Type  
All (SF, Condo, Townhouse)

Construction Type  
All (Existing & New)

August 2024 Market Statistics - Lubbock MSA

Median Price

\$240,000

▲ 0.0% YoY

Closed Sales

468

▲ 3.3% YoY

Active Listings

1,749

▲ 30.6% YoY

Months Inventory

4.3

▲ 29.7% YoY

PRICE DISTRIBUTION

< \$100k

5.8%

\$100-199k

26.2%

\$200-299k

38.1%

\$300-399k

12.9%

\$400-499k

7.5%

\$500-749k

7.3%

\$750-999k

1.3%

\$1M +

0.9%

GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE

TRANSACTION TIME STATS

Days on Market

41

8 days more than August 2023

Days to Close

30

3 days less than August 2023

Total Days

71

5 days more than August 2023

CLOSED SALES AND ACTIVE LISTINGS

HOME VALUATION STATS

Median Price/Sq Ft

\$138.25

▲ 1.2% YoY

Median Home Size

1,795 sq ft

Median Year Built

2008

Close/Original List

86.4%

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

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Association Name  
Lubbock Association of RE...

Market Type  
Metropolitan Statistical Area

Market Name  
Lubbock

Property Type  
Residential (SF/COND/TH)

Month (Current Report Year)  
August

## August 2024 Market Snapshot

### Lubbock MSA

	Year to Date			Year to Date		
	2023	2024	% Change	2023	2024	% Change
Closed Sales	453	468	▲ 3.3%	3,458	3,538	▲ 2.3%
Median Sales Price	\$240,000	\$240,000	▲ 0.0%	\$240,000	\$234,028	▼ -2.5%
Average Sales Price	\$288,841	\$282,674	▼ -2.1%	\$280,531	\$280,438	▲ 0.0%
Ratio to Original List Price	97.5%	86.4%	▼ -11.4%	96.7%	95.2%	▼ -1.5%
Days On Market	33	41	▲ 24.2%	38	45	▲ 18.4%
New Listings	717	886	▲ 23.6%	5,877	7,054	▲ 20.0%
Under Contract	375	467	▲ 24.5%	524	563	▲ 7.4%
Active Listings	1,339	1,749	▲ 30.6%	1,124	1,586	▲ 41.1%
Months Inventory	3.3	4.3	▲ 29.7%	3.3	4.3	▲ 29.7%

Current Month

Year to Date

Active Listings

Median Sales Price

Closed Sales YTD

Median Sales Price YTD

1,339

1,749

\$240,000

\$240,000

3,458

3,538

\$240,000

\$234,028

2023

2024

2023

2024

2023

2024

2023

2024

Growth Trend for Closed Sales and Median Price (YoY% 12-Month Moving Average)

Closed Sales 12mo Avg

Median Price 12mo Avg

2015

2016

2017

2018

2019

2020

2021

2022

2023

2024

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OUR COMMUNITY PARTNERS



The Centers  
Guadalupe-Parkway Neighborhood Centers



The Parenting Cottage



CASA  
Court Appointed Special Advocates  
FOR CHILDREN  
CASA OF THE SOUTH PLAINS, INC.



eliminating racism  
empowering women  
ywca



Lubbock Children's Health



Children's  
Advocacy Center  
OF THE SOUTH PLAINS



Goodwill  
Industries of Northwest Texas



American Red Cross  
Serving the Texas South Plains



early  
learning  
centers



FAMILY  
COUNSELING  
SERVICES



Volunteer  
Center  
of Lubbock



Catholic  
Charities  
Diocese of Lubbock  
Providing Help, Creating Hope, Serving all People



BOYS & GIRLS CLUB  
OF LUBBOCK



Scouting  
America  
South Plains Council



Big Brothers  
Big Sisters.  
OF LUBBOCK



THE  
SALVATION  
ARMY



girl scouts  
of texas oklahoma plains



Upbring



Communities  
In Schools  
The South Plains





Women's  
Protective  
Services





VOICE of HOPE

OUR MISSION: Giving • People • Hope

- 

**ECONOMIC MOBILITY**  
Create opportunities to move households towards financial stability.
- 

**CONFRONTING VIOLENCE**  
Support local prevention efforts and access to services for victims of child abuse and neglect, sex trafficking, and family violence.
- 

**EDUCATION**  
Increase access to educational programs and materials to promote literacy and educational attainment for people of all ages.
- 

**MENTAL HEALTH**  
Advocate for local access to quality mental health services and supports.

THANK YOU!

#liveunitedLBK

Learn more about the difference your gift makes.



FOLLOW US ON





1655 MAIN STREET, STE 101  
LUBBOCK, TX 79401  
806.747.2711



Lubbock Area United Way

LUBBOCKUNITEDWAY.ORG



John Walton  
Education  
Foundation



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



LAR  
LUBBOCK  
ASSOCIATION OF REALTORS®  
Est. 1923

Scan this QR code to make your 2024 United Way donation now.





Lubbock Area  
United Way



LAR  
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ASSOCIATION OF REALTORS®  
Est. 1923

DONATE TO THE 2024 LAR UNITED WAY CAMPAIGN

and be entered to win these prizes

1

\$500 CASH

We'll draw for three (3) winners

2

\$250 CASH


We'll draw for three (3) winners

3

iPAD


Winners will be announced in

DECEMBER



Lubbock Area  
United Way

Scan here to make your donation



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

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

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.