

# NEWSLETTER





2025 LUBBOCK ASSOCIATION OF REALTORS® PRESIDENT

As February arrives, with it comes the season to celebrate relationships - a time to reflect on family and friends that truly matter to us.

At LAR, I truly believe we are all one big REALTOR® family. There is power in connection, to each other and to the West Texas communities we serve.

As REALTORS®, we are driven by a deep love for our profession and a commitment to our mission: "To Serve the REALTOR® Profession, Protect Private Property Rights, and Promote the Professional Marketing of Real Estate." This mission statement isn't just a set of words; it's a passion with which we are called to serve. When clients work with a REALTOR®, they partner with a trusted expert, bound by a code of ethics, who possesses the knowledge and skills needed to guide them through one of the most significant transactions of their lives. REALTORS® do meaningful, impactful work; our profession is essential, and our Association is here to support our mission. Homeownership is the foundation of the American Dream, and it's an honor to help people achieve it. Our communities were founded on small business, and it's a privilege to assist so many business owners in commercial ventures. A massive 20% of the GNP of our economy comes from Real Estate, and we take pride in the role we play in keeping America's economy moving.

This February, I want to express my heartfelt appreciation for my fellow REALTORS® and the incredible work you do. It's your passion, professionalism, and commitment to excellence that make our Association—and our profession—so special. You are the heart of the Lubbock Association of REALTORS®, and together, we're making a difference in the lives of so many. I'm so proud of the work you do, every day, helping our clients find the perfect place where their hearts truly belong.

# IN THIS ISSUE

PAGE Major Investor Spotlight

PAGES Upcoming TREPAC Events



# #PURPLESOLUTION

# **2025 TREPAC**

Major Investors

#### **PLATINUM R**

Jef Conn\*\*\*

#### **GOLDEN R**

Donna Sue Clements\*\*\*

Rich Eberhardt\*\*\*

Michael Hutton

Cade Fowler\*\*\*

Tony Lloyd\*\*\*

Lisa Pearce\*\*\*

Andrea Sturdivant

Tracy Thomason @

#### **CRYSTAL R**

Coby Crump
Vanessa Dirks\*\*\*
Tim Garrett
Amie Henry
Vanesa Hyde
Lia Irvin
Kirk Schneider
Teresa Smith

#### STERLING R

Jonathan Adkins
Jim Archer
Brian Aycock
Chris Brooks
Renee Burgett
Tom Couture
Sherri Cypert
Rusty DeLoach
Leonard Duff
Doug Duncan
Lauren Egert
Linda Ferguson
Brenda Fisher

Jay Galea P
Tim Grissom
Antonio Herbert
Jacky Howard
Cheryl Isaacs
Nathan Jordan
Hillary Martin
Mark McMillan
Joe L. Murfee, III
Colby Norris P
Kyle Rogers P
Crystal Sanchez P
Kerri Shields

Kerri Shields
Winn Sikes\*\*\*
Lesli Spears
Jeremy Steen
Bambi Temple
Slade Terry
Pam Titzell
Ruben Trujillo
Sharla Wells
Chanda White
Dan Williams\*\*\*
Shelley Woodbridge

#### **CORPORATE MAJOR INVESTORS**

Alliance Credit Union
Benchmark Mortgage
Caprock Mortgage Solutions
City Bank Mortgage
Edward Jones - Wilson Pauwels
Hub City Title

Legacy Insurance Group Legacy Second Chance Mortgage LBK Roofing Lubbock National Bank Peoples Bank Plains Roofing

Spirit Mortgage Texas Tech Credit Union Thrive Mortgage Western Bank Western Title

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 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.

# PAC LAR HALL OF

FAME MEMBERS

Donna Sue Clements

Jef Conn

Vanessa Dirks Rich Eberhardt Cade Fowler Tony Lloyd Lisa Pearce Winn Sikes Teresa Smith

Dan Williams







I am a Major
Investor
because I am
an advocate
for private
property
rights in the
state of
Texas!

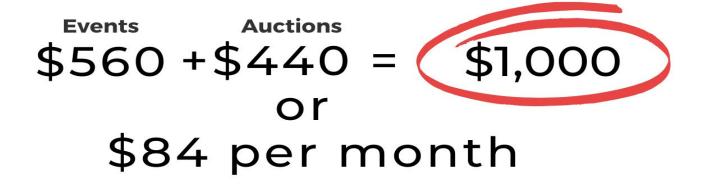
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# TREPAC Investing made easy...

TREPAC year is from October 1 to September 30

TREPAC Event	Investment	
Quarterly Investment	(4 @ \$50) \$200	
March Madness March 20	\$35	
REALTOR® Olympics April 17	\$50	
Double T Golf Tourney June 23	\$150	
Sporting Clay Shoot August 15	\$125	
TREPAC Auctions Summer Auction Fall Auction	\$440	



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#### REALTOR® Day at the Capitol Information

- Flight Information: Southwest Airlines Departing March 26, LBB to AUS 6:50 a.m. arrives in Austin 8:05 a.m. Returning March 26, AUS to LBB 7:55 p.m. arrives in Lubbock 9:15 p.m.
- Meetings with legislators will happen between 8:30 a.m. and 4 p.m.
- Transportation from Austin Airport to the capitol and back to the airport will be arranged by LAR
- Texas REALTORS® is hosting a BBQ lunch. LAR will purchase tickets for everyone attending.
- Ready to RSVP or have guestions? Contact Cade Fowler at 806-795-9533 or cadefowler@lubbockrealtors.com

DEADLINE TO REGISTER: MARCH 9

# TREPAC Participation Levels

#### **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

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#### **Sponsorship Opportunities**

The REALTOR® Olympics is an event like no other. With the support of our affiliated business partners, we will all benefit and strengthen our partnerships. We are excited for your participation in this fun opportunity. Here are a few benefits and ways you can maximize your sponsorship investment:

- Your business name/logo will be included in all event advertising
- This is an opportunity to directly interact with roughly 150 REALTOR Members in a fun, relaxed environment.

  Many sponsorship levels allow businesses of any size to get their

- name and business out to more REALTORS'

  Take pictures with REALTOR' Athletes to share on social media.
- Don't forget to tag them and invite them to like/follow your
- Mingle and network with REALTOR' Members and get to know them. REALTORS' are more likely to work with an affiliate partner they know and who support TREPAC and the REALTOR' profession

#### Individual Event Sponsors

#### \$500 EACH STATION

#### Olympic Sponsors

#### \$1.500 FOOD SPONSOR

#### \$650 DRINK SPONSOR

#### \$1,000 BAR SPONSOR



#### Olympic Event Sponsor

#### \$1,500 TRIVIA SPONSOR

#### **Podium Sponsors**

#### \$1.500 GOLD MEDAL TEAM

#### \$750 SILVER MEDAL TEAM

#### \$400 BRONZE MEDAL TEAM

#### \$750 SPIRIT AWARD

- SPONSOR

#### Olympic Sponsors

#### \$1.000 SHOW ME THE MONEY SPONSOR

#### \$750 SCOREBOOK SPONSOR

#### \$750 PHOTOGRAPHY SPONSOR

#### Scorecard Advertising

\$25 FAN PAGE (NAME ONLY)

#### \$150 FULL PAGE AD \$75 HALF PAGE AD

#### LAR NEWSLETTER

# **IFMBFRSHIP STATS**

**LAR Membership Counts as of** January 31, 2025.

1,671 Total members **Designated REALTORS®** 1,407 **REALTORS®** 

**REALTORS® Emeritus** 

**Appraisers** 

100 MLS only Designated REALTORS® 97

**MLS only REALTORS** 31 MLS only Appraisers

# REALTOR® MEMBER **APPLICATIONS**

Elyus Black, Realty ONE Group Oculus Jeremy Rangel, Realty ONE Group Oculus Taylor Chavarria, Keller Williams Realty Michelle Smith, Our Texas Real Estate

Daniel Lowrie, Keller Williams Realty Kesley Cope, Steadfast Realty, LLC Mary Jones, Reside Real Estate Co. Clayton DeHaan, Sue Stephens Realty Ashlei Fernandez, Reside Real Estate Co. Becky Harvey, Berkshire Hathaway HomeServices Premier Properties Christopher Lucero, Fathom Realty Abbi Rankin, Williams & Company Real

Matthew Stephenson, Exit Realty of Lub-

Kinsey Bailey, Reside Real Estate Co. Mackenzie Ferguson, Keller Williams

Amanda Vick, Lubbock Select Realty Mark Lucio, Brick & Loft Realty Robyn Hyden, eXp Realty LLC Maura Venden, RE/MAX Lubbock Candace Hiler, South Plains Homes Jaden Scott, 806Sales.com Justin Waddell, Wise Cardinal Realty

## DESIGNATED REALTORS

Shane Hanes, Realty ONE Group Oculus Crystal Floyd, Premier Agent Network,

Brittney Kosev, BK Real Estate LLC

# **NEW AFFILIATES**

Victoria Whitehead, West Texas Home **Builders Association** 

Matthew Ford, West Quarter Inspections

### TRANSFERS

Alyssa Britt, Exit Realty of Lubbock, to Clear Rock Realty

Haley Wheeler, Keller Williams Realty, to Amy Tapp Realty

Hillary Martin, Platinum West Realty, to Avenue Real Estate

Lindsay Thompson, Platinum West Realty, to Avenue Real Estate

Yana Brown, Southern Magnolia Real Estate, to Better Homes and Gardens Blu Realtv

Cassie DeLeon, CORE Realty Group TX, LLC, to Exit Realty of Lubbock Colton Collins, Exit Realty of Lubbock, to

Westar Residential Realty Stefani Araujo, Egenbacher Real Estate, to Sue Stephens Realty

Jen Benavidez, Reside Real Estate Co., to eXp Realty LLC

Miranda Hernandez, Keller Williams Realtv. to AMRR Realty

Peaches Hurtado, Berkshire Hathaway HomeServices Premier Properties, to Brick & Loft Realty

Mike Hagler, Keller Williams Realty, to Brick & Loft Realty

Randon Bowerman, Progressive Properties, to Veritas Real Estate Company Denita Garrett, HouseChaser, to BK Real

Kody Wood, Amy Tapp Realty, to Brick & Loft Realty

## **CANCELLATIONS**

Daniel Martinez, Minnix Property Manage-

Paloma Herrera, Keller Williams Realty Angie Redd, eXp Realty LLC

Liz Carver, Triangle Realty, LLC Thomas Turman-Longoria, Aycock Realty Group, LLC

Angela Winegar, Reside Real Estate Co. Kim Cleveland, Exit Realty of Lubbock Travis Toman, RE/MAX Lubbock Katy Vickers, Platinum West Realty Joseph Ghandour, Our Texas Real Estate

Holly Duncan, Amy Tapp Realty Zane Shamburger, RE/MAX Lubbock Troy Lewis, Big State Real Estate, Inc. Beau Durham, Bryan Bierke Brian Brugman, Lyons Realty Kevin Cox, eXp Realty LLC Megan Williamson, L3 Brokers Nancy Trantham, Coldwell Banker Trusted Advisors

Joseph Stalcup, Stone River Realty Joe Tombs, Amicus Realty Lazer Mitchell, Better Homes and Gardens Blu Realty

Robert Rose, Berkshire Hathaway HomeServices Premier Properties Rita Cagle, Cagle, REALTORS Ashley Trevino, Cameron Real Estate Dusty Staggs, eXp Realty LLC Blake Duffendack, Progressive Properties Katie Fields, Fathom Realty Anna Menjares, Wisde Cardinal Realty Josh Galvan, Redondo 5 Realty Natalea Sharp, Reside Real Estate Co. Collin Briggs, HouseChaser

Edward De La Cerda, Novus Real Estate Tess Bruffey, Coldwell Banker Trusted Advisors

Jesus Trabado, L3 Brokers Troy Bassett, Clear Rock Realty Elizabeth Boesch, Keller Williams Realty Jared Alderson, Steadfast Realty Chanda Haberer, Steadfast Realty Lacy Wilson, Real Broker, LLC Gavin Meier, Amy Tapp Realty Alicia Calicchio, Modern Day Living RE,

Kenneth Kade Spradlin, Exit Realty of Lubbock

Lisa Ashmore, Halley Road Real Estate Ali Brorman, eXp Realty LLC Kareem Khater, eXp Realty LLC Oscarr Douglas, Progressive Properties Nete'ja Lorng, Progressive Properties Nic Caro, Reside Real Estate Co. Adriana Urquidi, Fathom Realty Van Sharpley, Keller Williams Realty Duncan Douglas, Progressive Properties Connie Vasquez, Keller Williams Realty Preston Weems, NextHome CORE Realty

# MISCELLANEOUS **CHANGES**

Haley Mimms, Keller Williams Realty,

change from non-MLS to MLS member Misti Bray opened new office, Avenue Real Estate

Josh Galvan reinstated with Redondo 5

## MLS ONLY

Alka Kumar, The Real Estate Company, cancelled

Tammy Brookshire, The Real Estate Company, cancelled Tyler Jenkins, Winhill Advisors - Kirby,

cancelled Brian Brugman, Lyons Realty Shane Womack, Fathom Realty George Nieman, Nieman Realty Derek Phelps, D.R. Horton, AMERICA'S Builder, cancelled

Dave Clinton, D.R. Horton, AMERICA'S Builder, cancelled

Lori Batchelor, Sharon Youngblood Realty,

Jim Ryffel, Woodcrest Enterprises, Inc. Evan Botsford, Woodcrest Enterprises, Inc. Lindsey Strickland, South Roots Realty Sijo Vadakkan, Realog Inc., cancelled









Mortgage



PEOPLE THAT YOU KNOW





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# CLASSES TEVENTS

#### **Commercial Services** Luncheon

Thursday, February 27 11:30 a.m. to 1 p.m. Click **HERE** to register

#### **GRI: Brokerage**

March 3 thru March 6 8:30 a.m. to 5 p.m. Click **HERE** to register

#### March Luncheon

Thursday, March 13 11:30 a.m. to 1 p.m. Click **HERE** to register

#### **REALTOR®** Day at the Capitol

Wednesday, March 26 Click **HERE** for more information

#### **New Member Orientation**

Tuesday, April 15 8:30 a.m. to 1 p.m.



8:30 A.M. TO 4:30 P.M.

6514 70TH ST.

FOR TREC LICENSEES IN THEIR FIRST RENEWAL, LAR IS OFFERING THIS CLASS FOR \$100. THIS FULFILLS THE BROKERAGE CLASS REQUIREMENT AND PROVIDES 30 HOURS OF SAE.

# **Commercial Services Luncheon**

LARLUBBOCK Association of REALTORS\*

THURSDAY, FEBRUARY 27 | 11:30 A.M. LAR EVENT CENTER

Join us for the February Commercial Services Luncheon where a representative from Moody's will share insights on the West Texas Commercial Information Exchange (WTXCIE), including: platform changes, underutilized services, marketing strategies, and more.

This is a great opportunity to get your questions answered and learn how Moody's listing platform can benefit your business.

**REGISTER NOW AT:** BIT.LY/2502CLUN









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#### LAR NEWSLETTER

#### **Market Selector**

Lubbock Association of REALTO..

All Residential (SF, Condo, Town...

Market Type

Metropolitan Statistical Area

Market Name

Lubbock

Monthly

January 31, 2025

Construction Type All (Existing & New)

Click for Infographic

TEXAS REALTORS

January 2025 Market Statistics - Lubbock MSA

**Median Price** \$233,495 ▲ 6.6% YoY

TRANSACTION TIME STATS

Days on Market

71 18 days more than January 2024

> Days to Close 34

3 days more than January 2024

**Total Days** 

105

21 days more than January 2024

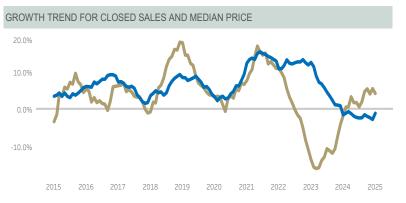
**Closed Sales** 282 ▼ -6.6% YoY

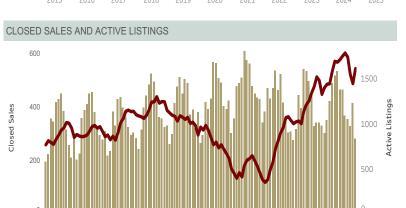
Closed Sales Median Price

**Active Listings Months Inventory** 1,611 3.9 ▲ 15.0% YoY

▲ 11.2% YoY

Active Listings Closed Sales









Close/Original List

92.3%

\$750-999k 2.2%

\$1M + 0.7%

**DOWNLOAD MARKET** STATISTICS PDF



## January 2025 Market Snapshot

Market Type

Lubbock Association of RE.. Metropolitan Statistical Area Lubbock

## **Lubbock MSA**

Association Name



Month (Current Report Year)

#### **Year to Date**

January

	2024	2025	% Change	2024	2025	% Change
Closed Sales	302	282	▼ -6.6%	302	282	▼ -6.6%
Median Sales Price	\$219,000	\$233,495	▲ 6.6%	\$219,000	\$233,495	▲ 6.6%
Average Sales Price	\$268,706	\$289,866	▲ 7.9%	\$268,706	\$289,866	▲ 7.9%
Ratio to Original List Price	94.2%	92.3%	▼ -2.0%	94.2%	92.3%	▼ -2.0%
Days On Market	53	71	▲ 34.0%	53	71	▲ 34.0%
New Listings	792	869	▲ 9.7%	792	869	<b>▲</b> 9.7%
Under Contract	458	390	▼ -14.9%	458	390	▼ -14.9%
Active Listings	1,401	1,611	▲ 15.0%	1,401	1,611	▲ 15.0%
Months Inventory	3.5	3.9	▲ 11.2%	3.5	3.9	▲ 11.2%

Property Type

Residential (SF/COND/TH)

Market Name

#### **Current Month** Year to Date Median Sales Price **Active Listings** Closed Sales YTD Median Sales Price YTD \$233,495 1,611 302 \$233,495 \$219,000 282 \$219,000 1,401 2024 2025 2024 2025 2024 2024 2025 2025



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