

NEWSLETTER



ANDREA
Sturdivant

2025 LUBBOCK ASSOCIATION OF REALTORS® PRESIDENT

Why Should You?

It's an important question to ask before you undertake anything. This month, I wanted to share how and why I became active in our local Association; and let me tell you, it didn't turn out at all like I expected... One day, a friend and mentor poked his head into my office and asked, "Why aren't you on a committee?"

I thought, I don't know, no one's ever asked me. I had no understanding of the process or our Association's structure, and I assumed that decision-making at that level was reserved for more experienced agents.

Then I paused and thought... Wait a minute. I've been an agent for ten years! Maybe that's me now. So I gave it some real thought.

At the time, I actively volunteered with several charities; a passion I've had since college. Why couldn't I give a little bit of my time to my professional organization, too? I went to see our AE, Cade Fowler. I had never spoken with him directly before, but I told him I wanted to get involved and asked what the next steps were. That's how my journey began. I started on the Step Up for Kids task force and it was a natural fit. I didn't even know LAR organized that kind of charitable outreach! I felt proud of us as an organization, and that fueled my desire to continue serving. I met so many incredible, involved agents, and I quickly saw that there was a need and a place for all of us. At the time, I had no thought of becoming President of our Association. I just wanted to keep doing good things for my community and my fellow REALTORS®. It has been my honor to serve our membership.

You see, our Association isn't just a set of bylaws and an MLS service; it's a community of peers. It's a network of agents who understand the day-to-day realities of this work, and the importance of what we do. It's a support system, full of resources, shared knowledge, and a willingness to help like you've never experienced. What an amazing group of individuals - made up of members like you from every brokerage, every specialty, and every level of experience.

And guess what? Committee sign-ups are coming up next month in October. If you're not sure where you fit, reach out—to me, to the office staff, or to someone you know who's involved. We'll help you find a place to serve. Your voice matters. Your opinion matters. Great discussions happen, and sound decisions are made, when diverse voices are at the table. The decisions made by LAR's committees, Leadership, and Board of Directors are the ones that shape your business and provide you with the tools and technology to operate efficiently and professionally. So the real question is: Why wouldn't you want to be involved? So...

Knock, knock. This is me, poking my head into your office door, and asking you to get involved and be a part of your Association. There is a place for you, your perspective, and your ideas. I think you'll be really glad you did.

Best,
A

IN THIS ISSUE

PAGE
5

Law Changes for Brokerages

PAGES
6-7

August Membership Stats

PAGE
9

Learn more about LAR's Tech Tune Up

#PURPLESOLUTION



2025 TREPAC

Major Investors

PLATINUM R

Jef Conn*** P

GOLDEN R

Donna Sue Clements*** P
 Rich Eberhardt*** P
 Michael Hutton P
 Cade Fowler*** P
 Tony Lloyd*** P
 Colby Norris P
 Lisa Pearce*** P
 Andrea Sturdivant P
 Tracy Thomason P

CRYSTAL R

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

STERLING R

Jim Archer
 Brian Aycock
 Chris Brooks P
 Leigh Anne Brozo
 Cory Cash
 Mason Coor
 Tom Couture
 Joy Daniel
 Rusty DeLoach
 Leonard Duff
 Lauren Egert P

Linda Ferguson
 Brenda Fisher
 Jay Galea P
 Tim Grissom
 Jacky Howard
 Cheryl Isaacs
 Nathan Jordan
 Hillary Martin
 Joe L. Murfee, III
 Emily Phillips
 Kyle Rogers

Crystal Sanchez P
 Winn Sikes***
 Lesli Spears
 Jeremy Steen
 Bambi Temple
 Pam Titzell
 Ruben Trujillo
 Dan Williams***
 Shelley Woodbridge

CORPORATE MAJOR INVESTORS

Alliance Credit Union
 Benchmark Mortgage
 Capital Mortgage Services
 City Bank Mortgage
 D.R. Horton
 Hub City Title
 LBR Roofing

Lubbock Abstract and Title
 Lubbock National Bank
 Peoples Bank
 South Plains Electric Coop
 Spirit Mortgage
 Texas Tech Credit Union
 Western Bank
 Western Title Company

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

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.

RPAC

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



MAJOR INVESTOR

Spotlight



RUBEN TRUJILLO
 MAJOR INVESTOR

RPAC

HALL OF FAME

The RPAC Hall of Fame recognizes dedicated members who have made a significant commitment to RPAC (this includes TREPAC in Texas) over the years by investing an aggregate lifetime amount of at least \$25,000.

Hall of Fame members are installed at the May REALTORS® Legislative Meetings & Trade Expo the following year. President's Circle investments may be counted towards Hall of Fame status.

Among the Hall of Fame benefits are inductee names prominently featured on the RPAC Hall of Fame wall located on NAR's Washington, D.C. building rooftop, a personal plaque commemorating the installation and recognition pins with the Hall of Fame designation.



I'm a major investor because over the last few years, I've gotten to learn a little bit more about what TREPAC is and what it does for my business.

It's not just a cause that is centered around itself, but it's outward focused to protect the clients that we serve, the clients that I get to work with on a daily basis. That's what it does, it protects clients and it also protects me.

There are a lot of great changes happening because of TREPAC.



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

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

STIRLING R MEMBER

A Texas REALTOR® investing \$1,000 in one year will be recognized as a Sterling R major investor.

TREPAC

CAPITOL CLUB

A Texas REALTOR® investing \$500 to \$999 in one year becomes a Capitol Club member.

TREPAC

LONE STAR STATESMAN

A Texas REALTOR® investing \$250 to \$499 in one year becomes a Lone Star Statesman.

TREPAC

110 CLUB MEMBER

A Texas REALTOR® investing \$110 to \$249 in one year becomes a 110 Club Member.

TREPAC

PARTICIPATION CLUB MEMBER

Any Texas REALTOR® investing \$35 to \$109 is considered a member of TREPAC.



Invest
in
TREPAC

[CLICK HERE](#)

THE TREPAC INVESTMENT YEAR
IS OCTOBER 1 - SEPTEMBER 30

#trepacpuplesolution

Law Changes to Brokerages

Do-not-call rules

Effective Sept. 1, 2025

- The basics of do-not-call rules remain unchanged.
- The rules now apply to text messages, graphic/image messages, and other types of electronic communications.

Leasing Changes

Effective Sept 1, 2025

- Some leases are exempt from floodplain-notice requirements.
- The rules regarding security deposit notices and intent to repair changed.
- The right to vacate due to certain sex offenses or stalking no longer requires that the incidents occurred on the property.

Squatters/Eviction

Effective Sept 1, 2025

- The eviction process has been streamlined.
- Squatter removal has been expedited.

Agency Rule Changes

Effective Jan 1, 2026

- Subagency confused many real estate consumers.
- Eliminating subagency gives consumers greater clarity regarding their relationship with agents.
- You can show property to a party without representing that party if conditions are met.

MEMBERSHIP STATS

LAR Membership Counts as of August 30, 2025.

There was a .8% percent decrease from August 2024.

1,710 Total members
208 Designated REALTORS®
1,441 REALTORS®
22 REALTORS® Emeritus
40 Appraisers

116 MLS only Designated REALTORS®
107 MLS only REALTORS
31 MLS only Appraisers

REALTOR® MEMBER APPLICATIONS

Dale Rector, Keller Williams Realty
 Kha Ba, Exit Realty of Lubbock
 Airron Gaydon, Southern Magnolia Real Estate
 David White, Texas Ally Real Estate Group
 Jade Ellis, Fathom Realty
 Samantha Benitez, Reside Real Estate Co.
 Shelby Hansen, eXp Realty LLC
 Shanae Brown, Lubbock Select Realty
 Heather Blakeslee, Solid Real Estate Services
 Stephanie Coffman, The Real Estate Brokerage
 Maria Cortez, Exit Realty of Lubbock
 Tony Gilbert, The RealFX Group
 Meghan Mendoza, Exit Realty of Lubbock
 Roma Arp, Real Estate Just For You, LLC
 Avery Shaw, Keller Williams Realty
 Kayla Dunlap, Brick & Loft Realty
 Rachel Harris, eXp Realty LLC
 Faye Boese, Aycock Realty Group, LLC

TRANSFERS

Jessica Pizana, L3 Brokers, to Reside Real Estate Co.
 Sara Grace Flegal, L3 Brokers, to Reside Real Estate Co.
 Jared Pharr, eXp Realty LLC, to Westar Residential Realty
 Andrew Keaton, eXp Realty LLC, to RE/MAX Lubbock
 Luke Bradshaw, Avenue Real Estate, to Aycock Realty Group
 Trae Smiley, Westar Commercial Realty, to Westar Residential Realty
 Tracie Ashlock, eXp Realty LLC, to Keller Williams Realty
 Noa Avila, Aycock Realty Group, LLC, to Reside Real Estate Co.
 Priscilla Casanova, Aycock Realty Group, LLC, to Our Texas Real Estate Group
 Rose Duncan, eXp Realty LLC, to The Sellers Realty
 Brianna Parum, JPAR, to Big State Real Estate
 Alyssa Britt, Clear Rock Realty, to BK Real Estate
 Donella Rackler, Clear Rock Realty, to BK Real Estate
 Bobby Jo DeLeon, Clear Rock Realty, to Newfound Real Estate, LLC
 Amy Archuleta, eXp Realty LLC, to The Sellers Realty
 Nicole Turnbow, Modern Day Living RE LLC, to WTX Realty, LLC
 Jesus Cazares, Perched Real Estate Company, to WTX Realty, LLC

MISCELLANEOUS CHANGES

Destiny Wright reinstated with Reside Real Estate Co.
 Lora Homan reinstated with Lubbock Homestead Realty Group
 Jef Conn, Coldwell Banker Trusted Advisors, change to non-MLS member Designated REALTOR for Black Pearl Realty changed to Rodney Henson
 Maura Venden, RE/MAX Lubbock, name changed to Maura Bynum
 Rusty Durham reinstated with United Country Real Estate - M. Edwards Realty and Auction
 Roselyn Lamar reinstated with Keller Williams Realty
 Elizabeth Welch reinstated with Exit Realty of Lubbock
 RE/MAX Lubbock name changed to Realty Refined
 Margaret Gaydon, Amicus Realty, named changed to Margaret Lacy

DESIGNATED REALTORS®

Amber Sanders, Realty 323
 Danny Evatt, The RealFX Group
 Dana Brown, Thrive Real Estate
 Jeff Robillard, Newfound Real Estate, LLC

NEW AFFILIATES

Amy Fitzhugh, Happy State Bank

CANCELLATIONS

Betty Mitchell, Fathom Realty
 Rusty Durham, United Country Real Estate - M. Edwards Realty and Auction
 Miran Rivera, Lubbock Roots Realty, LLC
 Lezlee Hernandez, Reside Real Estate Co.
 David Fry, Lubbock Homes Realty
 Kody Wood, Brick & Loft Realty
 Sebastian Haro, Exit Realty of Lubbock
 Makena Powell, eXp Realty LLC
 Nicholas Busse, The WestMark Companies

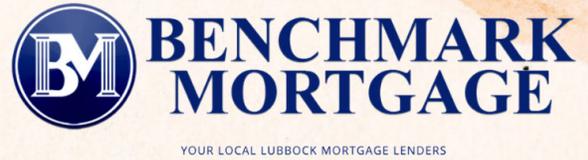
Amy Wallis, Panhandle Realty Group
Shelley Moore, Clear Rock Realty
Nancy Birkelbach, The WestMark Companies
Keely Williams, Keller Williams Realty
Anita Lopez, Bray Real Estate Group
John Owens, Keller Williams Realty
Debbie Adair, Wise Cardinal Realty
Andrew Lee, eXp Realty LLC
Shelly Jones, West Sage, REALTORS
Daniel Balderas, Raider Realty
Fabian Avalos, Keller Williams Realty
Nathan Carson, Aycock Realty Group, LLC
Nicole Islas, Keller Williams Realty

MLS ONLY

Brooke Atkins, Atkins Realty
Kelli Gardner, Fathom Realty, cancelled
Nicole Fowler, Compass RE Texas, LLC, cancelled
Donna Love, Home REALTORS, cancelled
Scott Schwandt, RE/MAX GO
Richard Murray, eXp Realty LLC
Battle Harris, Drennan Real Estate Group
Debbie Adair, Brashears Home and Land Realty
Noel Rendon, Rendon Realty LLC
Leslie Lopez, Rendon Realty LLC



PRIME BUSINESS PARTNERS
2025



PLATINUM BUSINESS PARTNERS



CLASSES & EVENTS

GRI - Contracts to Closing

September 22-25
8:30 a.m. to 5 p.m.

AI in Real Estate

Thursday, October 2
9 a.m. to Noon
Click [HERE](#) to register

New Member Orientation

Tuesday, October 7
8:30 a.m. to 1 p.m.

MarketViewer Insights

Thursday, October 9
9 a.m. to 10 a.m.
Click [HERE](#) to register

October Commercial Luncheon

Thursday, October 9
11:45 a.m. to 1 p.m.
Click [HERE](#) to register

Cyber Security

Thursday, October 16
9 a.m. to 10 a.m.
Click [HERE](#) to register

October Luncheon

Thursday, October 16
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

Canva Workshop

Wednesday, October 29
9 a.m. to Noon
Click [HERE](#) to register

Death, Guardianships and Real Estate Lunch & Learn

Thursday, October 30
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

November Luncheon

Tuesday, November 4
11:30 a.m. to 1 p.m.
Click [HERE](#) to register

Flexmls: Become a Power User

Thursday, November 6
9 a.m. to 11 a.m.
Click [HERE](#) to register

A Review of the One to Four Contract

Thursday, November 6
1:30 p.m. to 4:30 p.m.
Click [HERE](#) to register

TREC Legal Update 1

Friday, November 7
8:30 a.m. to 12:30 p.m.
Click [HERE](#) to register

TREC Legal Update 2

Friday, November 7
1 p.m. to 5 p.m.
Click [HERE](#) to register



Stay up to date on everything happening at LAR by visiting

LUBBOCKREALTORS.COM/CLASSES-AND-EVENTS/



LAR'S TECH TUNE UP

**OCTOBER 2
9 A.M. TO NOON**

AI IN REAL ESTATE
TAUGHT BY: TRACY THOMASON

**OCTOBER 9
9 A.M. TO 10 A.M.**

MARKETVIEWER INSIGHTS
TAUGHT BY: JACKY HOWARD

**OCTOBER 16
9 A.M. TO 10 A.M.**

CYBER SECURITY: PROTECTING YOU AND YOUR
CLIENTS FROM CYBER THREATS
TAUGHT BY: TRACY THOMASON

**OCTOBER 29
9 A.M. TO NOON**

CANVA WORKSHOP - BEGINNER
TAUGHT BY: TRACY THOMASON

**NOVEMBER 6
9 A.M. TO 11 A.M.**

FLEXMLS: BECOME A POWER USER
TAUGHT BY: JACKY HOWARD

**NOVEMBER 20
9 A.M. TO NOON**

CANVA WORKSHOP - ADVANCED
TAUGHT BY: TRACY THOMASON

**DECEMBER 4
9 A.M. TO 10 A.M.**

DO SOME DIGGING! RESEARCH PROPERTIES AND
MORE WITH RPR
TAUGHT BY: JACKY HOWARD

Need CE credits?

USE LAR'S APPROVED ONLINE
COURSE PROVIDER

 **The CE Shop**
INNOVATING CAREER EDUCATION

LEARN MORE  LUBBOCKREALTORS.THECESHOP.COM/

 **The CE Shop**™ 

Stay Sharp.
Be Safe. Save Big.

Save 35%

on all online education!

Promo Code **SAFE35**

REALTOR®
Safety Month



Offer valid 9/1/25 - 9/30/25. Visit Terms and Conditions for details. Excludes individual USPAP courses.
Ohio School Registration No. 2323. Education provided by The CE Shop. ©2025 The CE Shop LLC. All Rights Reserved.

Flexmls PARENT/CHILD LISTINGS

WHAT ARE PARENT/CHILD LISTINGS?

- A parent/child listing setup links two or more related listings in the Multiple Listing Service (MLS).
- The parent listing is the primary listing, and the child listings are connected to it.
- The status of the child listings will automatically update based on the parent's status.
- This feature helps keep listing data clean and accurate while saving time on manual updates.

WHEN NOT TO USE THIS FEATURE

- Avoid using a parent/child setup if a status change to the parent listing should not affect the child listings.
- For example, if a property is listed for both sale and lease, linking them would incorrectly cancel the lease listing if the "for sale" listing is taken off-market.

WHEN TO USE THIS FEATURE

- **Multiple Leases + For Sale Listing:** When a property with separate residential lease listings is also listed for sale, the "for sale" listing should be the parent and the lease listings should be the children. If the parent listing sells, the child listings are automatically cancelled.
- **Properties with Multiple Tax IDs:** This is common for properties like a farm or ranch that are divided across multiple tax IDs. The listing for the entire property is the parent, and the listings for the smaller, individual parcels are the children.
- **Package Property Listings:** Use this feature when a seller is willing to sell properties together as a package or individually. The package listing is the parent, and the individual property listings are the children.

HOW TO SET IT UP

- First, enter each listing separately in the MLS.
- Once all listings are active, select "Edit Listing" from the dropdown menu next to the MLS number.
- Scroll to "Parent/Child Setup" and choose one listing as the parent, then link the others as children.



Congratulations

2026-2027 BOARD OF DIRECTORS ELECTION RESULTS

OFFICERS ELECTED FOR 2026

- PRESIDENT: COLBY NORRIS - MCQUEEN COMPANY, REALTORS® (AUTOMATICALLY ASCENDS TO PRESIDENT PER LAR BYLAWS)
- PRESIDENT-ELECT: TRACY THOMASON - EXIT REALTY OF LUBBOCK
- SECRETARY/TREASURER: BAMBI TEMPLE - MICHELLE KAUFFMAN REAL ESTATE

DIRECTORS ELECTED FOR 2026-2027

The following REALTOR® members were elected to serve a two (2) year term, beginning January 1, 2026 through December 31, 2027 (alphabetically by last name).

- ALLISON PACE (2ND TERM) - THE WESTMARK COMPANIES
- JEREMY REED - REALTY REFINED
- KYLE ROGERS (2ND TERM) - REALTY REFINED
- MELINDA WHITFILL - EXIT REALTY OF LUBBOCK
- KEELI WILSON - CENTURY 21 KEARNEY AND ASSOCIATES

DIRECTORS CONTINUING A TWO YEAR TERM THROUGH 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

EX-OFFICIO DIRECTORS SERVING IN 2026

- LEIGH ANNE BROZO (TEXAS REALTORS® DIRECTOR) - LUBBOCK HOMESTEAD REALTY GROUP
- DONNA SUE CLEMENTS (TEXAS REALTORS® REGIONAL VICE PRESIDENT) - REALTY REFINED
- JEF CONN (TEXAS REALTORS® DIRECTOR) - COLDWELL BANKER TRUSTED ADVISORS
- VANESSA DIRKS (NAR DIRECTOR) - HUB CITY RENTALS
- TIM GARRETT (TEXAS REALTORS® DIRECTOR) - NEXTHOME CORE REALTY
- TONY LLOYD (TEXAS REALTORS® CHAIR ELECT) - REALTY REFINED

Connect WITH US

 @lubbockrealtors

 @RealtorsLubbock

 @lubbockrealtorsmembers

 Lubbock Association of REALTORS®

 @lubbockrealtors

 Lubbock Association of REALTORS®



LAR LUBBOCK Association of REALTORS®

STAFF



CADE FOWLER

Association Executive
cadefowler@lubbockrealtors.com



HOLLY MCBROOM

Operations Director
members@lubbockrealtors.com



BRENDA FISHER

Communications Director
media@lubbockrealtors.com



TONYA MARLEY

MLS Administrator
mls@lubbockrealtors.com



CHRISTINE MICHAELS

Key Service Administrator
keys@lubbockrealtors.com



TINO VELA

Key Service Administrator
keys@lubbockrealtors.com