

LUBBOCK

REAL PRODUCERS.®

CONNECTING. LEADING. INSPIRING.



Milad
Fakhreddine
TOP PRODUCER

FEATURING

Rising Star,
Carol Matticks

REALTOR® Spotlight,
Brenda Roberts

Business Beat,
Western Title

AUGUST 2019



Contract ² Close
Texas - New Mexico

**Listings
 Communication
 Compliance
 Contracts**

806-543-6516
 transactions@lubbockc2c.com




ESCONDIDO
 RANCH

ESCONDIDORANCHLUBBOCK.COM



SETTLE DOWN IN WEST LUBBOCK



LOCATED AT 50TH & ALCOVE

STARTING IN THE \$200'S

IN FRENSHIP ISD

THANK YOU LUBBOCK FOR TRUSTING US FOR OVER 67 YEARS!



Service Title

WWW.SERVICETITLECO.COM

f t i

CLOSING TOGETHER
 LOCAL • IN HOUSE • RECORDS BACK TO SOVEREIGNTY

(806) 794-9966
 4101 84TH STREET SUITE B
 LUBBOCK, TEXAS 79423

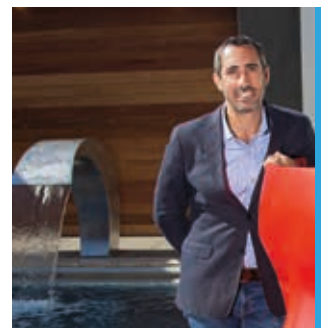
(806) 763-8261
 1408 BUDDY HOLLY AVE. SUITE B
 LUBBOCK, TEXAS 79401

(806) 368-9507
 4720 S LOOP 289 SUITE A
 LUBBOCK, TX 79414

TABLE OF CONTENTS



06
Preferred Partners



08
Top Producer/
Cover Story



14
REALTOR®
Spotlight:
Brenda Roberts



18
Rising Star:
Carol Matticks



24
Business Beat:
Western Title Company



29
Letter from the President:
Texas REALTORS®



If you are interested in contributing or nominating Realtors for certain stories, please email us at kathy.pettit@realproducersmag.com, or call 806.368.1526

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within the Lubbock Real Producers magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.

MEET THE LUBBOCK REAL PRODUCERS TEAM



Kathy McCandless Pettit
Publisher/Area Director
(806) 368-1526
Kathy.pettit@realproducersmag.com



Rita Kennedy
Staff Writer



Joe Baker
Photography
(806) 318-8544
JoeBakerPhotography.com



Lindsey Wells
Content Coordinator

TERMITE SERVICES

S.W.A.T.



WHEN YOU SPOT 'EM ... WE SWAT 'EM!

PEST CONTROL

- Termite Inspections & Treatments
- FREE Estimates
- Home and Business
- General Pest Control
- Rodents, Roaches, Spiders, Etc.

TODD VAUGHN

SwatPestControlLbk@gmail.com

Business: (806) 441-7989

Cell: (806) 441-0302

Todd and Heather Vaughn have been proudly serving West Texas Realtors for over 10 years

BETTER BORROWING FROM START TO CLOSE.

BOB ROWTEN

NMLS # 339970

6524 82nd Street

(806) 687-8015 Direct

(806) 928-2120 Cell

browten@city.bank

TO APPLY ONLINE: BOBROWTEN.COM

Equal Housing Lender • NMLS# 439822 This is not a commitment to lend. ©2019 City Bank. All rights reserved.



City Bank
MORTGAGE

DOING THE RIGHT THINGS FOR THE RIGHT REASONS



Home Inspections • Termite Inspections • Septic Inspections • Water Sampling

TREC #21526 TPCL #0758361 TDA #0748926

▶ **Jesse Reynolds, Owner** | (806)632-9341 | integrityhomeinspectionsservice@gmail.com



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring *Lubbock REAL Producers*. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting *Lubbock REAL Producers*!

BANKING - MORTGAGE

Capital Farm Credit
Jason Gandy
5715 50th Street
Lubbock, TX 79414
(806) 745-3277
capitalfarmcredit.com

BANKING SERVICES

American Bank of Commerce
Jessica Carson
3721 50th Street
Lubbock, TX 79413
(806) 775-5217
theabcbank.com

BUILDER

McGuire Builders
(806) 794-4000
www.mcguirebuildersinc.com

BUILDER/DEVELOPER

Wooded Forest LLC
Trey Strong
(806) 548-2070

CLUB & RESTAURANT

The Texas Tech Club
Megan Sunderman
550 University Avenue
Lubbock, TX 79407
(806) 742-4516
clubcorp.com

CARPET CARE

Carpet Tech
(806) 795-5142
callcarpettech.com

FOUNDATION REPAIR

WestTech Foundation Repair
Thomas Sexton
8221 Avenue D #2
Lubbock, TX 79404
(806) 500-3367
westtechfoundation.com

HOME INSPECTION

Integrity Home Inspectors
Jesse Reynolds
(806) 632-9341
integrityhomeinspectionser-vice.com

Joe Bellar Real Estate Inspection Services
Joe Bellar
(806) 928-4233
www.joebellar.com

INSURANCE

Daniel Enabnit, Farmers Insurance
Daniel Enabnit
(806) 783-8940
agents.farmers.com/tx/lubbock/daniel-enabnit

Jett Insurance Group
Missy Lawrence
(806) 701-4046

INSURANCE

AUTO-HOME-BUSINESS

Amy Riggan, Agent
Amy Riggan
(806) 787-4177
texasfarmbureau.org

LAND DEVELOPMENT

Wooded Forest LLC
Trey Strong
(806) 548-2070

MORTGAGE COMPANY

Primewest Mortgage
7806 Indiana
Lubbock, TX 79423
(806) 788-1090
primewestcorp.com

MORTGAGE LENDER

Jana Longbotham
Jana Longbotham
(806) 438-9646

MORTGAGE LOANS

Hub City Lending
Lori Spoon
13209 County Road 1800, Suite 1
LUBBOCK, TX 79424
(806) 535-7779
www.hubcitylending.com

PUBLIC ADJUSTING SERVICES

Alpha Public Adjusters
Tim Adams
3132 Slaton Road
Lubbock, TX 79381
(806) 544-4592
alphaclaim.com

REAL ESTATE TRANSACTION COORDINATOR

Contract 2 Close
Betsey Timmons
12203 Quaker #10
Lubbock, TX 79424
(806) 543-6516

ROOFING - RES. & COMM.

ABF Roofing & Foam
(806) 863-3149
abfcommercial.com

STAGING

Shugg's Staging
Kim Wylie
(806) 786-1296
shuggsstaging.com

TERMITE & PEST CONTROL

S.W.A.T. Pest Control
Heather Vaughan
(806) 441-7989

TITLE AGENCY

Lubbock Abstract
Steve Shanklin
4505 82nd Street
Lubbock, TX 79424
(806) 798-9800
Lubbockabstract.com

TITLE COMPANY

Service Title
Audra Boedeker
4101 84th Street
Suite B
Lubbock, TX 79423
(806) 794-9966
servicetitleco.com

Western Title
4202 84th Street
Lubbock, TX 79424
(806) 795-9143
westerntitlelubbock.com

ENSURE THE FOUNDATION IS SOLID!



NUMBER ONE IN STRUCTURAL REPAIRS

The team you can trust to assist with residential remodel and new construction projects.

20 years of industry experience

Dedicated to bringing the latest advanced technology in diagnosis and repairs to West Texans to protect their most valuable asset.

Call **806-470-0535** now for Reliable Foundation Service

WestTech Foundation Repair, LLC

It's not "land," it's potential.

Fixed and variable interest rates available
You finally found it, that perfect piece of land. Let our team of experts guide you through the process of making your dream a reality. Whether you're buying a farm or ranch, refinancing a current mortgage, expanding your operation or making improvements, we offer a wide range of products and competitive rates. And as a cooperative, we have returned more than \$750 million to our borrowers over the last decade.

Together we're better. Partnership that really pays.

LUBBOCK 806.745.3277
5715 50th Street

CAPITAL FARM CREDIT

capitalfarmcredit.com
NMLS493828



Milad
Photography by Joe Baker



▶ top producer/cover story
By Lindsey Wells

Milad Fakhreddine

of Realty One Enterprises, LLC

The real estate business, while being a popular choice of career due to its inherent flexibility, is one market which can be incredibly difficult to find sustainable success. Milad Fakhreddine, who was unlucky enough to get his start in June 2008, six months before the market crashed, has truly learned the ins and outs of the industry.

A broker and owner of Realty One Enterprises, LLC, this Texas native started his professional career as an operations manager for a hotel in downtown Austin prior to moving to Lubbock in the winter of 2007, with his wife and one-year-old daughter to pursue a homebuilding career. It

...



...

If I'm doing what I love in my career, my family, and for myself, then I'm successful in my eyes.

wasn't long before he discovered the nation was heading into one of its deepest recessions.

"It was my goal to help my homebuilder father-in-law sell his homes during these tough times, and from this my career in selling real estate was born," Milad noted.

Now, 11 years later, he has sold hundreds of homes in and around the Lubbock area and has hit an annual sales volume of almost \$30 million.

How did he do it? It seems consistency and perseverance were key:

"Real estate ebbs and flows, and you have to be especially diligent and conservative during the good times to weather the bad," he said.

However, while hard work and dependability are necessary characteristics in the real

estate market, at the end of the day, it's truly all about people. Milad said he uses his marketing creativity and general love of life to help people in the community find their new home.

"I started with nothing. It's been incredible starting with a small and different approach to real estate and seeing it catch on," he added. "Now I get to share my incredible clients with my staff and REALTORS®, to help others accomplish their real estate dreams."

As a note of encouragement, Milad recommended up-and-coming agents not to try to be somebody they aren't, and to work hard and stay balanced in life.

Milad's approach and insight don't fall short, either—they are evidenced by his status as No. 1 in individual sales for multiple years and his past ranking of No. 1 dollar volume for home sales in all the Lubbock area.



Realty One Team
Liz Tilson-Edwards, Ron McBee, Sarah Beard, Milad Fakhreddine, Zeta Ray, Joe Webb, Sasha Ross



Sarah Beard, Liz Tilson-Edwards, Tammie King, Milad Fakhreddine, Joe Webb
Photography by Joe Baker



•••

As for how real estate fits into his personal and family life, Milad said more than anything he just wants to be an awesome dad. His being a REALTOR® certainly allows him the flexibility to be able to attend his kids' games, recitals, graduations, campouts and more.

When asked what success means to him, he asserted, "If I'm doing what I love in my career, my family, and for myself, then I'm successful in my eyes."

Not being one to take all the credit, Milad made sure to give a huge shout-out to his support staff, REALTORS®, and mentors, who he considers his tribe

"No one can do business alone. Find some good ones out there and hang on to them," he said.

Currently, Milad serves as Vice President of the Board in his neighborhood HOA, Vice President of Associates at the West Texas Home Builder's Association (WTHBA), Board Member at WTHBA, 2018 WTHBA Parade Chairman, 2017 WTHBA Associate Member of the Year, and a Board Member on the City of Lubbock's Board of Building Appeals.

Milad is married to his beautiful wife of 13 years, Courtney, and they have two amazing kids: Olive, 13, and Dash, 7.

In his free time, he enjoys being in the outdoors, hiking, camping, hunting, golfing, competing in triathlons, art, traveling, and spending time with friends and family.

Call Milad on his cell at 806-300-9037 or office at 806-252-8801, or email him at realtyonetx@gmail.com.



FOR ALL OF YOUR PEST
CONTROL NEEDS
BUG TECH

www.BetterCallBugTech.com
806-771-5142



BRENDA ROBERTS

photography by Joe Baker
David Jordan Homes

Photography by Joe Baker
McGuire Builders Home

realtor® spotlight 
By Lindsey Wells



Her passion for the business produces success

As a little girl, Brenda Roberts would sit and draw floor plans and flip through home magazines in her free time. Despite all of that, it took her 30 years to realize that real estate is her passion. She obtained her license in March of 2012 and, according to her, she's been living her dream ever since.

...

“

Some might say I like to be in control—OK, everyone who knows me would say that! Ha. But, God is up there laughing that He chose this career for me, and it is absolutely making me sit back and trust that everything will work itself out



photography by Joe Baker
David Jordan Homes

Prior to entering the real estate industry, Brenda attended college at NMSU and received a degree in Financial Services. Like so many others, she said, she tried a very short career using her chosen degree before realizing that field just wasn't a good fit for her. She then became a recruiter for the San Diego Golf Academy and eventually got into medical sales, which she continued to do for over 12 years.

Now, Brenda is a REALTOR® with TODAY Realty, Inc. In 2018, she sold a total volume just shy of \$6 million.

“Every year I really try to push myself to not be complacent, to challenge myself with specific goals and improve year over year while still maintaining a ‘small office’ feel,” she said.

Her biggest passion right now is building and investing in relationships. She strives to genuinely connect not only with potential clients, but every single person that is part of her “team.”

“That ‘team’ isn't just the people in my office, but my friends, my family, my vendors, the folks that refer people to me, etc.,” she said. “I want everyone to know how valued and appreciated they really are to the success of my business through quarterly pop-by goodies, weekly lunches, and annual client appreciation parties.”

The relationships she has developed in her business are by far the most rewarding part of what she does. In fact, when former clients call her to refer a friend or family member or to use her as their REALTOR® recurring times, it literally brings tears to her eyes.

“One example that stands out the most is a childhood friend of mine that has used me five times in the last few years to buy homes for different family members. They trusted me five times to be their REALTOR®! It truly touches my heart for people to appreciate the job I strive to do well each and every day,” Brenda said.

A career in real estate has certainly been a great learning curve for her, both personally and professionally, as Brenda admits that it's difficult for her to give up control—and she has realized that there isn't much you can control in this industry.

“Some might say I like to be in control—OK, everyone who knows me would say that! Ha. But, God is up there laughing that He chose this career for me, and it is absolutely making me sit back and trust that everything will work itself out,” she said. “I have realized in this career that you can control some things, but not most things! I am at the mercy of clients, other REALTORS®, inspectors, appraisers, etc.”

Despite the high number of REALTORS® in the Lubbock area, Brenda believes that each REALTOR® brings something unique to the table. Something that a client said to her in a meeting years ago has always stuck with her: “My expectation is that, although I know I may not be your only client, I want to feel like it.”

“This really inspired and impacted me,” Brenda said, “and I strive to live by that every day. I want each and every client to get my enthusiasm, commitment and attention to detail, as though they were my only client.”

That passion for what she does is what she encourages up-and-coming real estate agents to have for their own businesses. She said that real estate may seem like an easy career, but it's really not. She said that the business requires lots of work, lots of hours and lots of gray hair—but, if you're passionate about it, you will be successful.

“You just have to find your niche. Not everyone, including me, is made for cold calling or chasing FSBOs. I would not be in this business if that was what was required of me. That just isn't my thing. My thing is building relationships,” she said.

“It started for me in doing open houses for other seasoned REALTORS®. I was able to learn the ropes and build a client base. Then, I started farming to a specific area. I would encourage new agents to find a centralized area, like the neighborhood you live in, build some structure and be consistent! Do a mailer in your neighborhood—consistently. Take goodies to those same people—consistently. Give them items of value—consistently. All of these things are fun for me, and I truly enjoy it. I have never wanted to come across as a ‘hard’ sell—I have always just wanted people to know my name and remember me should a real estate need arise in the future.”

When asked to define the word “success,” Brenda said that REALTORS® have to set their own measures of success, as looking at the success of others can be

very daunting and even depressing.

“I realized a long time ago that my measure of success was doing something I loved while still getting to take my kids to school and pick them up each and every day,” she said. “I'm not going to lie, I am SUPER competitive and admit to looking at stats on where I fall in the 900+ agents in Lubbock every month. But, that is absolutely not my only measure of success!”

At this stage of her life, Brenda's hobbies are those of her children. She and her husband, Jeff, have two amazing and active kids. Mason, 17, is going to be a senior at Cooper High School this coming school year. A great kid and an incredible golfer, Mason has been lucky enough to get to travel all over the country to play in different tournaments, and the family is crossing their fingers for a scholarship to come his way so that he, too, can follow his passion.

Riley, 12, will be a seventh grader at LBMS this year. She is definitely her mother's best buddy and knows more than her fair share about real estate, Brenda said. She is also a terrific athlete and plays competitive volleyball and basketball.

“So, until they are grown and out of my house, I am the best sports mom I can possibly be—and I wouldn't have it any other way,” Brenda said. “My family has done nothing but love and support me in all that I do, and I absolutely want to be able to do the same in all of their endeavors.”

To her fellow REALTORS®, Brenda said, “I just would like to thank each and every REALTOR® that I have had the opportunity to work with along the way, good or bad! Each transaction and each person teaches you something new, and for that I am grateful.”

Call Brenda on her cell at 806-300-3289 or at her office at 806-928-2890, or email her at brendarobertstoday@gmail.com.



Riley, Mason and Jeff Roberts



photography by Joe Baker
David Jordan Homes



▶ rising star

Carol MATTICKS

REALTOR FIGHTS TOOTH AND NAIL TO PROTECT HER CLIENTS' INTERESTS

When did you start your career?
Started in summer of 2014.

What did you do before you were a REALTOR®?
I'm on my 2nd ACT!

Before I became a REALTOR®...
There are many chapters! I actually had my real estate license in my early 20s and lived in the Dallas area at that time. My oldest son was only 2. We moved around so much that I only sold for a short time before going back to using my degree to teach high school with a short stint coaching tennis. I moved on from there to Texas Tech, and began to work at the Texas Tech Health Sciences Center teaching computer and then Associate Director for Orthopaedics.

I moved over to manage private practice for a doctor and then went to Covenant where I was an analyst for the medical

physician group for around 10 years. I was tired of working for the 'man' and not ready to retire. I was encouraged by a good friend, Lauren, to jump into the real estate biz. Best decision I ever made!

What are you passionate about right now in your business?

I am passionate about most everything I set my mind to do, and have always been a very driven person! I feel like you are never too old to reach your dreams or start something new! I am committed to help finding my clients exactly what they are wanting to meet their family and economic needs. I take great pride in protecting their interests and fighting tooth and nail for their outcome. I feel passionate about making sure my service is the best they could receive.

How does being a REALTOR® fit into your dreams and goals?

Being a Realtor has helped me grow as a person. I am truly a lifetime learner and constantly seeking to improve and learn from others who have proven themselves before me. I enjoy watching my young coworkers succeed and am thankful to my mentors who have helped me along this journey. I feel like I have grown so much more in real estate than any other career I have been in.

Each transaction is different, and there is never a time I don't learn more, and seek to learn more, so I can continue to be the best REALTOR® for my people. In this relationship-driven business, you have to hone in on people skills and continue to grow daily. I have learned to step out of my comfort zone for sure and I am thankful to the folks who encourage me daily.

What is your favorite part of being

a REALTOR®?

Easy question to answer! The people I meet every day in the business and the relationships that I gain are my favorite part about my business. About 90% of the time, my clients and I develop a friendship, and we continue to keep up with each other long after the closing has been completed. I don't think people understand how much time we, as REALTORS®, spend with our buyers and sellers. I have seen babies being baptized, attended funerals and weddings of many of my clients...even delivered chicken soup to a sick Tech student, because his mom, who I had helped purchase his house, was worried about him.

Developing close relationships, and learning about my clients' lives and families, during the process, is a treat for me! Not every client becomes your best buddy, but the majority have

...



an impact on me for the better and I hope I have the same impact on them. I feel honored to help them.

Define success and tell us about your family. Success to me is being who you are, and keeping persistent, and true to yourself, while achieving your goals--whatever they may be! I also know that you can't achieve success without other good people around you supporting, encouraging, and 'watching your back.' I have been lucky enough to have great people in my life. I have tried to instill this in my grown children and hope I have helped them become accomplished. My family is my most cherished 'success' and always will be.

My husband, Donny, and I have 5 children between us (Matt, Cooper, Robbie, Kris, Kat) and we have been married for 27 years this year. Lubbock is where we met and built our life. We love Lubbock, and both were born and raised here! Last but certainly not least, we have also been blessed with 4 grandchildren (Trevor, Grayson, Tiffany, Jaxson), and they are our pride and joy.

What awards have you won? I have been one of the top 10% REALTORS® in Lubbock the last 2 years.

Favorite Books? My favorite books include 'Selling with Soul.'

What are your hobbies or interests outside of the business? I love anything outdoors! We used to snow ski and camp when our kids were small. I have always loved to play tennis any chance I can get. I enjoy going to the lake and kayaking, boating, jet skiing there, or just chilling on the balcony works for me too! I am an avid sports fan (married to a coach does that to you!). Love attending any Tech sporting event, working out, and attending my grandson's football, basketball and baseball games! I enjoy country/western music and try to attend many concerts of my favorites--#1-George Strait! Also, like to travel on one 'big' trip every year with my sweet husband. This year we sailed the BVI islands!

How are you different? I like working for a smaller company and klm Real Estate has offered me the freedom to run my business the way I would like and

yet give me total support and guidance every time I need it. Our broker is a gem! I am the 'what you see, is what you get' kind of REALTOR®. I may be a little honest to a fault, but I don't feel like I sell someone anything they don't want! I am a good listener, and I educate, present the numbers, and talk realistic expectations. My clients are always on the same page that I am, and I know they appreciate this. There is never any transfer of the baton, and they know I will answer all their questions myself. Hopefully we have a lot of laughs along the way too!

What do you want to be remembered for? Professionally, I want to be remembered as a REALTOR® that has the expertise and will always go the extra mile to help my clients, no matter what situation comes up during the process. I want my clients to feel like they are number one at all times! Personally, I want to be remembered for being kind-hearted and loving and someone my family and friends can always depend on.

Call Carol Matticks at klm Real Estate at 806-535-7745 or reach her by email at cmattickshomes@gmail.com for more information.

“

I LIKE WORKING FOR A SMALLER COMPANY AND KLM REAL ESTATE HAS OFFERED ME THE FREEDOM TO RUN MY BUSINESS THE WAY I WOULD LIKE AND YET GIVE ME TOTAL SUPPORT AND GUIDANCE EVERY TIME I NEED IT.



..... **DOWN, SET, HUT!**

LAST CALL
BEFORE FOOTBALL



KICK OFF THE RED RAIDER FOOTBALL SEASON WITH LIVE MUSIC, GREAT FOOD AND DRINKS!

THE TEXAS TECH CLUB
AUGUST 26TH 5:00PM

OPEN TO THE PUBLIC



RSVP TO MEGAN
806.742.4516
MEGAN.SUNDERMAN@CLUBCORP.COM



McGuire Builders partners with clients and REALTORS to create some of the finest homes in West Texas!

We believe that real estate agents add a little magic!



3 GENERATIONS OF BUILDERS

Randy McGuire
Rick McGuire
Chris McGuire

35 YEARS IN BUSINESS

(806)535-7678 • MCGUIREBUILDERSINC.COM

WE HAVE A SPECIAL CONNECTION

We're not your typical electric company, we're a local, not-for-profit electric cooperative. We don't have customers, we have members. People aren't just our number one priority, they're the reason we're here.

Your source for power. And information.



South Plains Electric Cooperative, Inc.
Your Touchstone Energy® Cooperative

SPEC.COOP • LIKE US ON FACEBOOK • 806-775-7732



Daniel Enabnit Agency
Born and raised in Lubbock offering trustworthy customer service

Raise or lower limits in virtually every type of coverage -- your clients get the coverage they can afford and still be backed by **Farmers Insurance!**

Plenty of Flexibility




806-783-8940
8605 Milwaukee Ave.
denabnit@farmersagent.com

DON'T WAIT UNTIL IT'S TOO LATE..



Update Your Roof Now
SAVE Money on Repairs Later!
FREE Roof Consultation!



702 Woodrow Rd
(806) 863-3626

WE TREAT YOU **LIKE FAMILY**

When you work with Stewart Title of Lubbock, you've got a partner who treats you like family, guides you in the right direction and helps your transaction run smoothly.

Work with the team who gets your clients home without delay.

Stewart Title of Lubbock
9826 Slide Rd
Lubbock, TX 79424
806.793.1389 main
stewart.com/lubbock



© 2019 Stewart. All rights reserved.



BANK ON BETTER MORTGAGE LENDING.

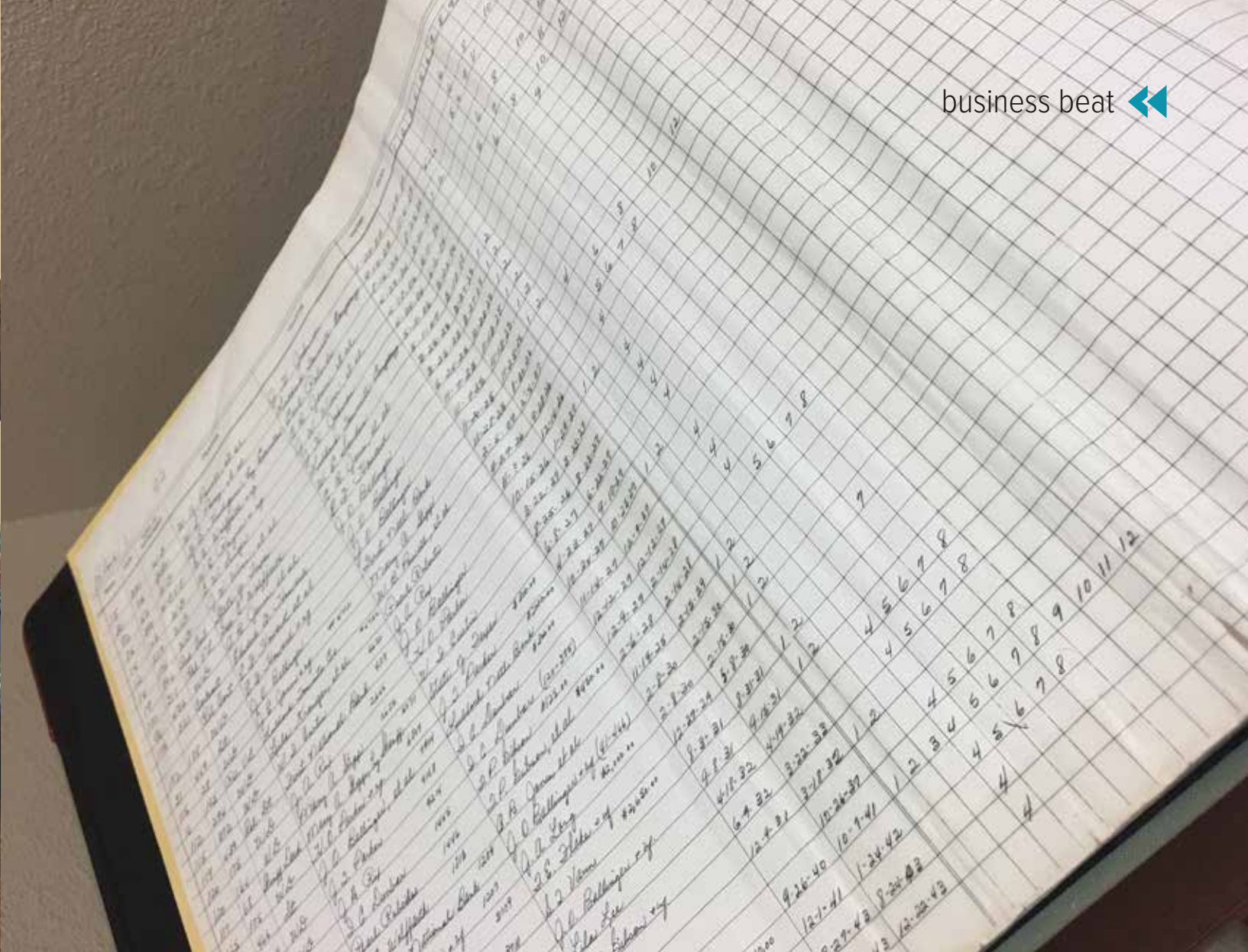
Are you looking to buy your dream home or refinance your current home?
WE ARE HERE TO HELP!



Jessica Carson
NMLS# 498811
806.775.5217
jcarson@askinfinity.com



American Bank of Commerce
NMLS# 460188
EQUITY HOUSING LENDER / MEMBER FDIC



WESTERN TITLE COMPANY

FAMILY-ORIENTED BUSINESS SERVES LUBBOCK AREA FOR OVER 50 YEARS

Left to Right:
 Alan Brandt-Title Examiner/marketing
 Heather Brandt-Marketing and Communications
 Karen Taylor- Escrow Assistant to Bob Brandt
 Jeanette Batten- Escrow Assistant to Holly Hamill
 Holly Hamill- Escrow Officer
 Beth Jones- Escrow Officer
 Keli Chaffin- Escrow Assistant to Chris Krepps
 Rosamond Brandt- Secretary Treasurer
 Chris Krepps- Escrow Officer
 Bob Brandt- President and Escrow Officer

Western Title Company, founded by Ervin J. Brandt in 1963 is going strong with over 56 years of serving the Lubbock area. The belief that was instilled by Ervin when the company was established holds true today ... that a title company should act as a disinterested third party to real property transactions. When Bob purchased the company in 1995 he continued to grow Western Title into the company

that it is today, employing 21 people including 4 escrow officers and a team of escrow assistants. These people, the title examiners, and other hardworking people help get everything to the closing table and recorded properly.

Ervin sold Western Title Company to his partner in the late 1960s. Bob started working at Western Title Company in 1978 and was offered a

buy/sell agreement in 1985. Bob decided that owning the company his father had started was something he really wanted to do, so he entered the agreement. Bob continued to work hard for the company for another ten years and bought 100% of Western Title Company in 1995. During these years he found his niche within commercial closings, but Bob still enjoys doing both commercial and residential closings.

As a commercial and residential title company, Western Title offers a variety of services to help clients and partners make it to the closing table. Title insurance to protect property buyers from any defects in a chain of title, title and lien searches, disbursement of funds after closings, and making sure legal documents are properly recorded are among the services that are provided. Conducting 1031 exchanges and providing in-house legal assistance round out their offerings. Vast services, attention to detail, and incomparable customer service allow Western Title Company to provide a road map that directs deals to the closing table

Employing a family oriented company is a big deal to people when families set out to acquire a home. Proud to be family owned and operated, Western Title Company is set apart from other companies by the way they treat their employees and customers. In addition to family orientation, Western Title Company has employees with the experience to provide service that is above and beyond other title companies. They employ 4 escrow officers that have over 120 years of combined experience in the industry, which means they have the knowledge to complete every closing with a high degree of professionalism and handle any issue that might arise.

Western Title Company is also proud

to be backed by 6 of the nation's top underwriters. The support of multiple underwriters means that even difficult deals are more likely to get closed when handled by their capable staff. Highly reputable underwriters provide more security for property buyers and sellers, and although Western Title is backed by underwriters, they are an independent agent with no financial pull from any of those underwriters. They also have no subsidiary companies tied to them, so their interest is purely in each individual deal that comes their way. Western Title has offered the WesternA-

The Plant with documents back to 1895



Rosamond Brandt- Secretary Treasurer
Bob Brandt- President and Escrow Officer



Escrow Officers:
Left to Right
Beth Jones
Holly Hamill
Bob Brandt
Chris Krepps



gent App free to agents for more than 11 years and as of this spring they offer eClosings! They are proud of where they have been and they are excited for where they are headed!

Bob was born in Miami, Florida and his wife, their secretary treasurer, Rosamond was born in Canada. These two people were born thousands of miles apart and met in Lubbock while attending Texas Tech University. After graduating, Rosamond became a tax accountant at Mason Warner & Company. Bob began his career at Western Title in

the late '70s. Rosamond helped with book-keeping from time to time and began working full time at Western Title in the mid-late 1980s.

Bob and Rosamond have three grown children Elizabeth Brandt Johnson, Alan, and Michael who were all raised in Lubbock. Elizabeth is their oldest child. She is married to Ben Johnson and together they have three beautiful children Charlotte, Simon, and Eleanor. Alan Brandt is their second born and oldest son. He is a title examiner for the company and a musician in Lubbock. He is married to Heather Ashby Brandt and together they

have an amazing son, Oliver. They will add to the family with a daughter due in October. Michael Brandt is the youngest of Bob and Rosamond's children and lives in Lubbock where he enjoys coaching and playing soccer.

Bob and the team at Western Title Company would love to help you and your future clients on their real property transactions! Visit www.westerntitlelubbock.com to learn more, or better yet, call (806) 793-0704 or go in to visit with them in person. Western Title Company values strong relationships with their partners and would love to build one with you.

STICK WITH US TO BE ON POINT



4202 84th Street
Lubbock, TX
79423

WESTERN TITLE
C.O.M.P.A.N.Y.
Since 1963
www.westerntitlelubbock.com

806-793-0704



Joe Bellar
Real Estate
Inspection, LLC
SINCE 1999

INSPECTION SERVICES

- Structural • Plumbing • Irrigation • Wells
- Electrical • Mechanical • Pools • Septic

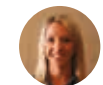


Joe's experience and building knowledge will provide you with impeccable confidence.



Kelly Cummings

Jordan Parker



Brittane Shiley

Joe and his team are always in your corner!

Joe Bellar, License, 4743
Kelly Cummings, License, 21901

Jordan Parker, License, 22121
Brittnee Shirey, License, 23197

806.786.1375

77%

of Buyers Easily Visualize a Staged Home as a Future Home!



Photo Courtesy of Kristen Bednarz

THE POWER OF HOME STAGING!

Shugg's

Professional Home Staging

KIM WYLIE | 806-786-1296
shuggsstaging@gmail.com | shuggsstaging.com

**Lubbock Abstract
& Title Company**

**Progressive
Professionalism
for over
75 years.**



📍 1216 Texas Avenue 📍 4505 82nd St. #1
☎️ 806.763.0431 ☎️ 806.798.9800

www.LubbockAbstract.com

**25 Years of Experience,
Commitment and Dedication**

Home • Auto • Life • Commercial

Call Missy Today 806-239-0911



Missy Lawrence
Born and Raised in West Texas



Solid Companies | Options
Commitment | Competitive Rates



▶▶ letter from the president

TEXAS REALTORS®

WHEN REALTORS® WIN, EVERYONE WINS



Cade Fowler, Lubbock Association
of REALTORS

We talk a lot about legislative issues amongst ourselves, but we don't do a great job of talking about them with our customers, clients, and the public in general. We should, because if we told our clients about the victories we have at the legislature, they'd know that we're much more than real estate agents, we're their advocates. For example, in 2015, Texas REALTORS® (us) played a huge role in passing a constitutional amendment banning transfer taxes on real estate in Texas. Folks, that's a big deal. In California, the taxes a buyer AND seller would pay on the sale of a \$175,000 home (good luck finding that) ranges from \$700 to more than \$2,000. That's money that must be paid at closing and can't be rolled

into a mortgage. Imagine how that would affect real estate here. So, we saved private property owners – residential and commercial alike – millions of dollars in taxes. That's something to brag about.

We had some great wins this year too. We supported a bill ending forced annexation statewide, so your clients who want to live outside the city limits don't have to worry about being annexed, unless the residents in that area approve it by vote. We all complain about property taxes. One of the issues we supported makes our tax bill more transparent. Senate Bill 2, also known as The Texas Property Tax Reform and Transparency Act, makes Central Appraisal Districts create an online database to show property owners how proposed rate changes would affect their bills

and make it easier for taxpayers to comment on increases using an automatically generated online form. The database will also include information about when taxing entities are holding public hearings to set their tax rates.

We also supported school finance reform with House Bill 3. The highlights of this bill are that it lowers school property taxes statewide, increases the state's share of education funding from 38% to 45% and raises the money school districts receive for students from \$5,140 to \$6,160. You can read more about it at thetexasplan.com. You can read about our other victories at texasrealestate.com. So, take some time with your clients and tell them how we're looking out for their private property rights. They'll appreciate you even more.

ALPHA
PUBLIC ADJUSTERS

**Insurance adjusters represent
your insurance company
we represent YOU and YOUR client!**

Property damage claims are typically underpaid by 40%, often much more.
Our service doesn't cost - it pays!

Hail damage from May 2018?
You may have just 12 months to file a claim or reopen a denied claim.

**Hail Damage - Fire Damage - Water Damage
All Property Damage Claims!**

(806) 544-4592

Public Adjuster License: 2266703 | Alpha: 227-3815

Monday - Saturday: 9am - 9pm

CUSTOMERS GIVE
PRIMEWEST
MORTGAGE AN **A+**

Based on customer surveys submitted in May, 2019, and on a scale of 1-100, 33 customers completing the survey rated PrimeWest at 97.7%.

*"Perfect service!
Couldn't ask for better."*

- JOHNNY AND ANNETTE W.

PrimeWest Mortgage
EQUAL HOUSING LENDER
JEFF SICKING
NMLS 335861
940.627.0047
JEFF.SICKING@PRIMEWESTCORP.COM

AMY RIGGAN

SETS HERSELF APART IN THE INSURANCE WORLD!

LEADER - EMPATHETIC - MULTI LINES



JUST ANNOUNCED:
AMY RIGGAN
2018 MASTER AGENT
TEXAS FARM BUREAU



Amy Riggan is Working for You and Your Clients!

Call Today (806) 787-4177



HUB CITY LENDING

Home Buyer with Poor Credit?

Hub City Lending has a Solution

A FULL LINE OF FINANCING SOLUTIONS

- Up to 96.5% LTV with 3.5% down
- Investor & Owner Occupied Loans • No Exorbitant Upfront Deposits
- Same Day Approvals • Most Rates from 4.20% to 6.75%
- Purchase, Refinance & Cash-Out
- Most Commercial Properties Considered
- Nationwide Programs • 100% VA Loans Down to a 500 Credit Score
- Self-employed bank statement program
- Business loans

Approvals on Most Loans With Credit Score Down to 500

Locally Owned by Donald and Lori Spoon

(806) 317-0730

donald@hubcitylending.com

lori@hubcitylending.com

Hubcitylending.com

NMLS #1743440 • Hub City Lending NMLS #1744962

WAYS A COMPANY CAN SPEND \$3 MILLION:



BUY A PRIVATE JET



UPGRADE THE OFFICE WITH FANCY FURNITURE AND GADGETS



GIVE THE C-SUITE A NICE RAISE



ENABLE THE RESCUE OF THOUSANDS OF HUMAN TRAFFICKING VICTIMS WORLDWIDE

N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

TO LEARN MORE, VISIT N2GIVES.COM



the most sought-after

Fashion Experience!

Contact your personal cabi Stylist

Kathy McCandless Pettit

806-368-1526

kathypettit3@gmail.com



N2 SERVES DAY

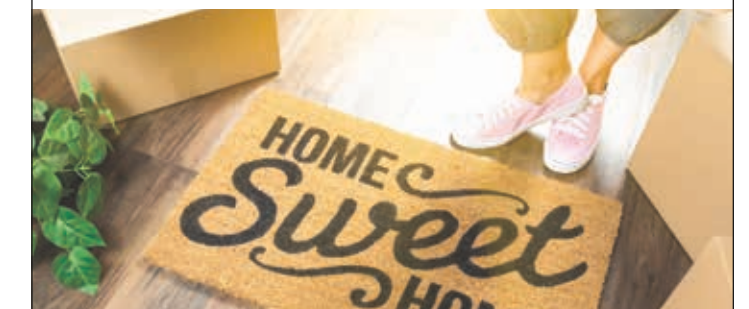
#SKIPWORKDOGOOD

N2 Publishing, the company behind this publication, has challenged its entire organization to skip work and volunteer on September 27. Together, we aim to make an even greater impact on communities nationwide.



Follow #SkipWorkDoGood on social media to see the impact we can make in a single day!

AMERICAN MOMENTUM BANK



Joining with Momentum

For more than 25 years, I've had great success nurturing realtors and mortgage clients in the Lubbock area. And today, I'm excited to announce that I'm joining forces with American Momentum Bank.



Jana C. Longbotham
Mortgage Loan Originator
NMLS# 177103
Toll Free. (877) 215-7474
jlongbotham@americanmomentum.bank
6533 82nd Street, Lubbock TX 79424

americanmomentum.bank

© 2019 American Momentum Bank | Member FDIC



PRSRST STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

TX_Lubbock REAL Producers



sedona

SEE YOURSELF IN SEDONA

LUBBOCK'S NEWEST LUXURY COMMUNITY

146TH & QUAKER | SEDONALUBBOCK.COM

► We hope you'll consider each of these communities as you search for the perfect neighborhood to fit your lifestyle.

806.712.7881



19th & Upland



CANTERA

Erskine & Milwaukee



Escondido
-RANCH-

50th & Alcove