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▶ top producer/
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REX ANDREWS

Written by **Lindsey Wells**
Photography by **Joe Baker Photography**



TOP PRODUCER PUTS AN EMPHASIS ON SERVICE

At the top of his game, wielding incomparable business savvy and a knack for sales, Rex Andrews was blazing an impressive trail in the corporate world, as he sold products for and represented several well-known companies and brands. His interest in real estate was piqued while working for a couple of construction and custom-building companies. It wasn't until after some encouragement from a company CEO to pursue his real estate license that Rex finally budged and decided to pursue real estate as a full-time career. He got his license five years ago and is now an agent at Keller Williams Realty.

Long before real estate, Rex was employed at Great Plains Distributors, where he was in charge of the first-largest and third-largest single Coors Beer accounts in the United States, Doc's Beer and Doc's Liquor. Little did he know, this job would affect and help shape his real estate career, as both stores were owned by Jimmy Dunlap and managed by Vince Wyatt, two real estate professionals themselves. "Vince was my Team Leader and mentor for the first year of my real estate career, and he and his wife, Ashleigh, showed me the ropes of real estate," Rex said. "Leigh Ann Wikle-Dunlap, Jimmy's wife, was my mentor on the commercial real estate side of my career. Without the patience and guidance of these four individuals, it's safe to say I would not still be in real estate."

Five years later, Rex continues to be rewarded by his relationships with both clients and colleagues. "I was showing a house one time to a

client who had actually grown up in the house I had listed and wanted to repurchase it as an adult," Rex recalled. "I asked her what she did for a living, and she said she and her husband put smiles on people's faces. They would dress up as clowns and go into hospitals and assisted living facilities to make people laugh and smile. I told her how cool I thought that was because I do the same thing. When people buy their houses, it puts a smile on their face, and when people sell their houses, it puts a smile on their face. I enjoy putting smiles on people's faces."

Rex admits that knowing when to turn off his phone has been a challenge in his career. He and his wife, Rebeca, started dating in 2016 for the second time, 40 years after they initially dated in high school. "Recently, she took me to Lake Granbury to get away and celebrate my 59th birthday," Rex said. "During dinner, I negotiated four different contracts





...

with four different REALTORS®. Learning how to balance work and family time is my biggest challenge; I simply could not have done this much while raising my kids, so I have a deep respect for a lot of my colleagues who are doing both.”

Before real estate, Rex stayed at home for 12 years after his first child was born in 1995. “It was then that I quit my job and embarked on the most important, most satisfying, rewarding, frustrating, and memorable job of my entire career: becoming a full-time Mr. Mom for two amazing kids, Chase, my son, and Grace, my daughter, who has taught me more about life than I have taught her,” Rex said. He was heavily involved in both kids’ lives while staying home with them, from serving as classroom room mother to coaching sports for both boys and girls. Rex even volunteered at his church every day as a trustee, Sunday school teacher, maintenance man, and groundskeeper. Eventually, he started a daycare called First Steps, which enrolls over 300 children today.



His passion for helping others stretches into the Lubbock community as a whole. Rex has either been a member of, sat on the board of, or volunteered with such organizations as Make-A-Wish, Lubbock Chamber of Commerce Ambassador Program, West Texas Home Builders Association, American Heart Association, Go Red for Women Heart Walk, and Alliance Credit Union, where,



as Chairman of the Board, he oversees seven branches, over 100 employees, and over 50,000 active member accounts. Rex also owns AR Andrews Construction Company, founded in 2019.

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from Whitney Chaney

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Kimber MOORE

When did you start your career in real estate? February, 2017.

What did you do before you became a REALTOR®? I was an outside sales representative for temporary staffing in the construction industry for 10 years in Austin, Texas.

What are you passionate about right now in your business? Growth and expansion.

What has been the most rewarding part of your business? Meeting

so many wonderful families! Also, playing an integral role in one of my clients' biggest investments and occasionally being someone for them to lean on during difficult transitions.

What was your biggest challenge as a REALTOR®? Time management. In real estate, everything seems to come in waves. I've learned to enjoy the small moments when I'm not so busy and focus on my family life.

How does real estate fit into your dreams and goals? Real estate provides me the flexibility to travel, spend time

with family, and enjoy my hobbies while maintaining financial freedom, which is a real blessing these days.

What's your favorite part of being a REALTOR®? I enjoy being able to provide guidance to friends, family, and clients during such a major life event. It's an honor to be the person someone chooses to trust with this tedious and often extensive process.

How many years have you been a REALTOR®? Almost four years. Time sure has flown by!

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Kimber and her son, Brody Moore

What is your career volume as a REALTOR®? \$9,462,000.00

What was your total volume last year? \$4,312,900.00

What awards have you achieved as a REALTOR®? RE/MAX 100% Club 2019 and will be making the club again for 2020!

Favorite books? Honestly, I rarely have time to read but I love listening to podcasts. Crime Junkies is my favorite along with Morbid: a True Crime podcast, and Counter Clock.

Are there any charities or organizations you support? I absolutely love to volunteer for Blue Santa. My father is now a retired Austin police officer but we still try and make it every year for delivery day. Volunteers from all over Austin gather at Blue Santa Headquarters and the North

and South police substations to pick up and deliver the prepared packages for each sponsored family. I really wish LPD would start a program here!

What are your hobbies and interests outside of the real estate business? I opened a day labor staffing company here in Lubbock in 2018, which is a passion of mine as well. My company employs people to help clean up commercial job sites around Lubbock. It has also come in handy for some of my clients needing extra hands to help move into their new home! Otherwise, my son and I love to go to the movie theatre on the weekends. We are movie buffs; even the employees at Cinemark know us!

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▶▶ REALTOR® spotlight

Written by Lindsey Wells
Photography by Angela
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Photo location the new
Cotton Court Hotel



Stacy CHANCE

*turning tragedy
into something positive*

From the time she was a child, Stacy Chance was fascinated by homes. The blueprints, the building process—if it was home-related, she wanted to know more. On Sunday afternoons after church, Stacy and her mother could be found attending open houses for fun or visiting the Parade of Homes. “I could go in and memorize floor plans and then drive by the same house years later and remember small details about it, like a cool little kitchen nook in the corner,” Stacy said. Nine years ago, when Stacy’s husband, John, was doing well in his own business and the family was financially stable, she finally secured her dream job in real estate. Stacy earned her real estate license and has never looked back. Now, she is an agent with TODAY Realty, Inc. Two years ago, her story took a turn. On January 24, 2019, Stacy’s husband took his own life after a hard-fought battle with depression following a devastating hit to his career. Now, Stacy shares her journey to finding courage, comfort, and community after an unthinkable loss.

John Chance was just one of those guys. He would literally give you the shirt off his back if you needed it. His natural desire to spread compassion to those less fortunate stretched far beyond helping out financially, which he also did. John was known to keep a journal that he would pass back and forth to homeless individuals, asking them questions, getting to know them, and making them feel a little less alone in the world. You’d be hard-pressed to find anyone in John’s life that had a single negative thing to say about him. He was caring. He was hilarious. He was easy to talk to. He always did the right thing. “John was the type of guy that would open the door, not only for me, but if he saw one of my friends getting out of the car, he would run over and open their door, or he would make sure they made it safely to their car,” Stacy said warmly of her husband. “He loved his job—unfortunately too much because I feel like that was defining him. He put everything into his work.”

More than 264 million people worldwide suffer from depression. This illness doesn’t discriminate; it can sink its claws into anyone, regardless of age, race, or background. When John lost his career and a business he had helped build, he sunk into a severe depression that he couldn’t break free from. Within two years, the illness forced the once jovial, carefree John to take his own life. ●●●

Even through the suffering and pain, Stacy has remained strong. She has remained positive, and she hopes her story reaches even just one person who may be contemplating suicide themselves.



“Since this happened, I get up every day for myself and my boys”

From left to right, Blaise, John, Stacy, and Slade. Photo by DreamArt Photography



...

It has been almost two years since that day. Stacy and her boys are still learning how to live without their husband and father. Even through the suffering and pain, Stacy has remained strong. She has remained positive, and she hopes her story reaches even just one person who may be contemplating suicide themselves. "Since this happened, I get up every day for myself and my boys because I know that he was not trying to hurt us. He thought he was doing us justice by leaving," Stacy said, "which was the furthest from the truth. When you're depressed, you're sick. A person doesn't just take their own life for no reason."

Stacy said she was shocked by the number of people in Lubbock who have reached out to her with their own stories of being directly affected by suicide.



Stacy's son, Slade

She encourages you to reach out for help whether you're someone contemplating suicide yourself or close to someone who is contemplating suicide. "You have to take it seriously. My husband wasn't someone that anybody could have ever fathomed would take his own life," she said. "If you don't know what to do, then you have to reach out to somebody else. You can't just let it go."

Mary McGuire, Stacy's broker, said, "Stacy is a very strong woman. She has an amazing story -- one of love and commitment, heart-break and hard work. She is living proof that a woman can walk through hell and still be an angel."

Stacy said her faith and those surrounding her have been her backbone. "They say the second year is always the hardest because everybody's life has gone on. I'm a widow now, I'm a single mom now, so it changed me personally," she said. "I don't sweat the small stuff anymore. I would give anything to be arguing with my husband right now over him forgetting to pick up something from the grocery store. I'm hopefully raising my kids to grow up happy and healthy and to realize that life can be hard, but that there are good people out there."

John used to advise his boys: If you always do the right thing, you never have anything to worry about. Now, Stacy carries that torch. "We still talk about that; we talk about him every day. I don't want them to think they should ever be embarrassed about how their dad died," she said. "He was sick. You're not embarrassed when someone dies from cancer or heart disease, and they shouldn't be either. It's good to talk about it. Hopefully, this will help somebody else if they're struggling or thinking about it."

Call 800-273-8255 to reach the National Suicide Prevention Hotline. Call Stacy Chance at 806-577-3708 or email stacychancetoday@gmail.com.



Stacy's son, Blaise



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KATHY DAVIS

FIDELITY NATIONAL HOME WARRANTY



► sponsor spotlight

Written by **Lindsey Wells**
Photography by **Joe Baker Photography**

Bringing peace of mind to homeowners, real estate agents, and builders are at the center of the mission for Kathy Davis of Fidelity National Home Warranty. As a one-stop-shop for home warranty products, Fidelity National Home Warranty believes that protecting a home should be simple and economical and offers warranty plans to fit every need and budget.

Fidelity National Home Warranty has been helping homeowners for 35 years and currently employs 595 individuals. Owned by Fidelity National Financial, a Fortune 300 company that owns a long list of title companies and title company underwriters, Fidelity National Home Warranty helps homeowners offset the cost of home expenses with protection plans that cover major systems and appliances.

For most of us, our home is the biggest thing we'll ever buy. And for most of us, the cost to unexpectedly repair a major appliance or system isn't exactly an occurrence we welcome with open arms. Statistics show that 68 percent of homes will experience a breakdown each year, and one in five brand-new appliances will break down within the first four years of ownership. These unexpected costs can only be covered by a home warranty, not a homeowner's insurance policy, which is only good for covering the loss from incidents like fire, storms, or vandalism.

Kathy Davis, Fidelity National Home Warranty's Assistant Vice President, began working in home warranty sales with Fidelity in August of

DELIVERING PEACE OF MIND

2011. Before that, she worked in mortgage lending for over 20 years. Kathy attended South Plains College and took a couple of real estate classes, and before she knew it, she was hooked. "A REALTOR® friend told me about the position and encouraged me to apply, and it allowed me to do something different while still getting to stay in the ever-changing business of real estate," Kathy said. "Having a background in mortgage lending helped me to realize the importance of getting things done in a timely manner for the title companies and REALTORS® to achieve the closing date, which is what we all strive for."

At Fidelity, they start their relationship with homeowners at the time of funding and continue that relationship for years due to their high renewal rate. "Our renewal rate in Lubbock exceeds ...



...

industry standards,” Kathy said. She encourages REALTORS® to advocate for their buyers and sellers by partnering with a local home warranty representative that they trust and that will be available to help grow their business. “I am happy to talk to your customers and go over their needs,” she added.

As for individuals just starting in the industry, Kathy encourages them to be persistent and hang in there. “My first year, I was new to sales and struggled with trying to meet goals. I finally asked God to show me a sign and ended up being rewarded with Rookie of the Year!” Kathy said.

Outside of real estate, Kathy has two beautiful and successful daughters, who achieved their undergraduate degrees from Texas Tech. Kathy is “Nana” to three wonderful grandchildren. She and her significant other just bought a fixer-upper lake house, so Kathy has been busy learning to do lots of hands-on home improvement projects. When she has free time, she enjoys reading and is learning how to sew again.

Visit www.homewarranty.com or call 806-781-4823 for more information on Fidelity National Home Warranty.

KATHY DAVIS
806-781-4823
Fidelity National Home Warranty



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▶▶ letter from the president

By Teresa Smith, Lubbock Association of REALTORS®

Texas REALTORS®

2020 President bids farewell, introduces 2021 President Teresa Smith

Happy New Year! Most of us have looked forward to a new year with less stress and discouraging news than we experienced in 2020. Unfortunately, I don't believe we'll get to go back to life as we knew it in 2019. However, there is much to look forward to in 2021.



Mortgage Bankers Association Chief Economist Mike Fratantoni has stated, "We will see a very cautious Fed when it comes to raising rates from here."

He continues his forecast by stating that interest rates will likely increase on a fixed-rate 30-year mortgage. The increase he predicts, however, could hit around three percent in 2021. That prediction of a rise in interest rate should spur record sales again this spring. Low inventory also may signify an annual appreciation of four percent or greater.

With a promising year ahead of us, January is a great month to make plans for your business. Education is always at the forefront of member benefits. LAR will be offering GRI courses, contracts class, and many other beneficial courses throughout 2021, both online and in-person (hopefully!). Use the LAR calendar at www.lubbockrealtors.com to register for classes and stay up to date on everything happening throughout the year.

We held the REALTOR® Launch class in November and it was a huge hit! We are excited to be able to offer it again this year. This intensive course will hone your skills just in time for a great year.

Finally, budget planning is a great task to complete in January. There are so many considerations for us as self-employed, independent contractors. Here are three apps which may be helpful:

- **Mint** is a free app to help manage your budget, spending, and investments. You can even integrate bank accounts and financial data. This app can even alert you to overspending.
- **Mvelopes** has a free version and is a play on words from the Ramsey envelope system. Another great way to track expenses, especially to categorize items that are tax-deductible.
- **Expensify** is another great free app that will track receipts for tax purposes, submit expenses, collect receipts from your team or clients, and manage expenses.
- **Every Dollar** has a free version that provides zero-based budgeting.

These are just a sample of tools available. Starting the new year with tracking expenses, attending some new classes, and filling your pipeline will ensure a fantastic 2021.



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Ken HARLAN

▶▶ president spotlight

Written by Lindsey Wells
Professional photography by Amy Scully Photography



2020 President of the Lubbock Association of REALTORS® talks leadership, success

After 17 years in the real estate industry, REALTOR® Ken Harlan still finds joy in seeing a first-time homebuyer light up. “Repeat clients are wonderful and definitely a necessity to the longevity of your business, but there is still something special about seeing a first-time buyer’s face when they get their first home,” he said.

Real estate is certainly a service-oriented industry, something that Ken was no stranger to when he got his license in August 2003. Before that, he worked in the automotive

repair business before taking a job as a technician for Stewart & Stevenson. He moved up the company ranks, from technician to shop foreman, to service manager, and then to the rental and sales department.

As an agent with RE/MAX Lubbock, Ken holds himself to a very high standard of professionalism. “Being a REALTOR® is about much more than just selling houses and collecting the commission. For me, being a REALTOR® is about advocating for property rights,” he said. Ken continues to be active in the fight to protect



property rights and the real estate industry. “Our industry is continually being looked at by legislators on the state and federal level, and we need to be politically involved in making sure negative impacts are not allowed in our industry.”

Born and raised in Lubbock, Ken just finished his tenure as the 2020 President of the Lubbock Association of REALTORS® and plans to continue to be involved with real estate associations, the business’s political aspects, and fighting to protect his fellow REALTORS®. Serving others seems to be a common theme in Ken Harlan’s life. He’s passionate about supporting the Lubbock Area United Way and the South Plains Food Bank. He is a member of the Lubbock Chamber of Commerce and Southcrest Baptist Church and is heavily involved in the media ministry. “It’s a great privilege to serve others,” he said.

Ken has been married for 28 years to his wife, Susan, who has a master’s degree in nursing and works at Covenant. The couple has two twin daughters, Lexie and Brooke, 21. Lexie graduated from Texas Tech with honors and is working towards



My guiding principles are integrity, honesty, and fairness. These were given to me by God, and I want these attributes to be seen in a Christ-like way in everything I do.



...

a master's degree at the Health Sciences Center. Brooke is currently working in the medical field and considering attending college to pursue a career in nursing.

Besides working on automobiles, Ken is also a professional bowler and holds a Professional Bowlers Association (PBA) title.

While all real estate agents have to have a certain level of production to be successful in this industry, Ken believes an agent's true value is reflected in how they follow a code of ethics. "The value of a REALTOR® is better measured on the value they present to their community, clients, brokerage, association, other agents, education, and knowledge of business," he said. "My guiding principles are integrity, honesty, and fairness. These were given to me by God, and I want these attributes to be seen in a Christ-like way in everything I do."

KEN HARLAN
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