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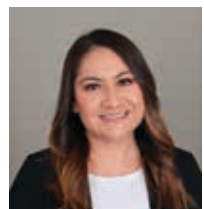
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3114 CR 7660	5/3/2	2707	\$568,470
3510 CR 7670	4/3/2	2576	\$540,960
3113 CR 7660	4/3/2	2602	\$554,226
17304 CR 2100	4/3/2	2630	\$569,950
17022 CR 2110	4/3/2	2543	\$559,950
3401 CR 7660	4/3/2	2676	\$577,950
3501 CR 7670	4/3/3	2682	\$595,950
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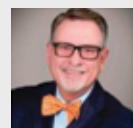
Address	Bed/Bath	Sq.Ft.	Price
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2110 CR 7815	4/3/2	2480	\$484,525



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Raised in Lubbock, Dustin is committed to building relationships with families and individuals and he enjoys partnering with REALTORS to help their clients become homeowners.

Dustin is passionate about building a legacy for his children, Clyde and Grady.



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Frenship 1SD

Micah	4/3/2+OFFICE	Nov	\$371,850
Tuscany	4/2/2002	Nov	\$351,900
Kindred	4/3/2002	Nov	\$369,100

Frenship 1SD

Matt	4/2.5/2	Jan	\$298,600
Landyn	4/2/2002	Jan	\$284,280
Corbin	4/2/2002	Jan	\$267,300
Gary	3/2/2002	Jan	\$264,600
Landyn	4/2/2002	Jan	\$280,780
Corbin	4/2/2002	Dec	\$267,600
Matt	4/2.5/2	Dec	\$300,100
Gary	3/2/2002	Dec	\$263,400
Corbin	4/2/2002	Dec	SOLD

Frenship 1SD

Corbin	4/2/2002	Aug	SOLD
Ruben	4/2/2002	Sept	\$291,800
Corbin	4/2/2002	Aug	SOLD
Moose	4/2/2002	Aug	SOLD

Lubbock-Cooper 1SD

Micah	4/3/2+OFFICE	Jan	\$380,150
Micah	4/3/2+OFFICE	Feb	\$405,400

Frenship 1SD

Corbin	4/2/2002	Oct	SOLD
Corbin	4/2/2002	Oct	\$280,200
Gary	3/2/2002	Sept	SOLD



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Charity Leeson

Williams and Co Real Estate

Story by **Tori Eiselstein** | Photos by **Alicea Jare Photography** (unless otherwise noted)

Charity Leeson embraces the ever-changing world of real estate and serves her clients with the utmost integrity and compassion. She thrives on being a problem solver and finding new ways to overcome obstacles. “Home is such an important place for everyone,” remarks this mom of four on how she feels honored to be an integral part of her clients’ journeys.

Although real estate has always fascinated Charity, her experience buying and selling her first home confirmed that being a REALTOR® was a career path she could take. The buying transaction was exasperating compared to the selling transaction, which went rather smoothly. “I saw the difference a professional agent and advisor made in the process,” she states.

Charity graduated from Texas Tech with a Management of Information Systems degree. Within a year, she realized that her programming job was far too mundane for her taste. She worked in human resources and training for a decade before taking a few years to stay home and raise her young children. Ultimately, she knew she didn’t want to return to corporate and embarked on her new career in real estate.

“It is equal parts maddening and thrilling that the landscape of real estate changes so often and new obstacles arise,” Charity comments on how life as a REALTOR® possesses unpredictability, in contrast to her previous jobs. As the markets change, this line of work requires continual pivoting and discovering new ways to approach obstructions.

Charity realizes that each client has a set of individual needs, which require “proactive solutions.” Her devotion to resources and unmatched customer service help clients have peace of mind through a significant financial undertaking. Her expertise assists her in handling potential issues before they come to fruition.





Photo by Corrie Williams, Olive Tree Photography.

Leading with integrity and kindness, Charity evolves as a person and agent by learning from her mistakes. Her motto, “learn the lesson and go again,” has aided her in scaling her real estate business. Maneuvering through the continual changes in the industry, she finds new ways to add value to the lives of her clients and the Lubbock community. “Success at this point in my life,” says Charity, “is lying my head down at night knowing I gave my best effort to my family and my clients and getting up to do the same thing the next morning.”

Connecting with clients at local businesses like J&B Coffee and Good Line Beer Co. is one of the ways Charity expresses her love for the community. She is currently learning more about commercial real estate and her knowledge of residential real estate to contribute to the area. Her plans involve specializing in the older sections of Lubbock, which contain the uniquely charming and historical homes she wants to preserve.

Through the years, Charity has learned that it isn’t uncommon for a transaction to coincide with challenging circumstances, whether through a divorce, financial hardships or losing a loved one. She aims to help her clients navigate through the process as their “trusted advisor,” anticipating their needs to provide quality solutions. “I don’t just open doors,” Charity remarks. “I work to see the best outcome for each family, educate on the process and advise as we go.”

One experience she had resulted in a steady flow of referrals. A previous client referred a family who was undergoing a difficult situation and needed to sell their home and downsize immediately. Charity worked diligently to help them and, consequently, later helped the family’s two children buy and sell their own homes. Eventually, she was referred to one of their in-laws and multiple members of their church.

“Life can be hard, and these vital relationships we invest ourselves in are what life is all about,” Charity says about the support she and her children have received from loved ones. She stays busy with her four children: Grace (15), twins Jack and Sam (13) and Charlie (9). Their home is also filled with their

beloved rescue pups, Winston Churchill and Nacho Libre, and their cat, Athena Moon. They take trips to the beach or mountains and regularly have movie nights complete with popcorn and candy. They also regularly spend time with their lively extended family.

Charity has a background in singing, a passion for musical theater and an appreciation for live music. However, she admits she may be a bit too opinionated regarding her “eclectic music taste.” She stays active, enjoys the outdoors and travels when she can, whether taking a road trip or flying internationally. Charity reads personal development books and listens to podcasts, including *The School of Greatness*, to fuel her growth and mindset.

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▶ partner spotlight



APEX CONSTRUCTION

Story by **Caroline Kelsick** • Photos by **Alicea Jare Photography** (unless otherwise noted)

Apex Construction offers a wide variety of spec and custom homes that make dream homes a reality. Whether clients have a comprehensive plan or are starting from scratch, Apex Construction helps design and build homes to fit every client's wishes. The company currently builds in mostly Frenship and Cooper. Most of their homes start at \$400,000, with their most recent projects including \$1 million and \$2 million homes. They also offer full landscape packages, refrigerators and window coverings in all their homes. In addition to home design and building, Apex Construction provides the development of rental communities for investors and light commercial construction.

Apex Construction started in 2014 from builder and founder Tyson Reed's vision. Tyson graduated from Texas Tech in 2008 with a bachelor's degree in economics. "Entrepreneurship runs deep in my family roots," he shares. "I started Apex with the desire to help families achieve their dreams of home ownership. In 2017, Tyson became business partners with Carey Taylor, who now works as a builder for Apex. Carey spent 12 years working in the chemical industry. "During that time, I began buying and remodeling investment properties for myself," he says. "After leaving that industry I received the opportunity to join in a partnership with Tyson and Apex Construction."

The customer experience is of utmost importance at Apex. The Apex team feels that success in home construction

means clients are always taken care of. "We pride ourselves with customer service and communication that is second to none," Tyson said. Apex wants to take the stress out of building a dream home. "It is most likely the largest investment a client makes in their lives," Tyson said. "We focus on integrity, communication, quality and a step-by-step process to achieve customer satisfaction. We welcome all real estate professionals to join in and share in our process and success."

For both Tyson and Carey, being a part of a homebuyer's experience is the most fulfilling part of their work. "Watching the excitement that first-time homebuyers have when they move into their new home is most fulfilling," Carey shares. "It's rewarding to be a small part of the process of

changing families' lives and the community for the better," Tyson says.

Tyson emphasizes a helping hand throughout all his work. His advice for others in the real estate industry is to learn a strong work ethic, take risks and find ways to separate yourself in a competitive landscape. "Honesty, integrity and having a servant's heart will always withstand the course of time," he shares.

Both Tyson and Carey view community building as a major perk of their jobs. Tyson wants to be known for his relationship with Christ and for living his life for the advantage of others. Carey cherishes the opportunity to work with so many good people and participate in the homebuilder's association where "everyone is more like friends instead of competitors." With the help of their team, they aim to satisfy every client's desire for a dream home, from the small details to the big picture.



Tyson Reed / Photo by Haley D Photography



Tyson Reed and family / Photo by Haley D Photography

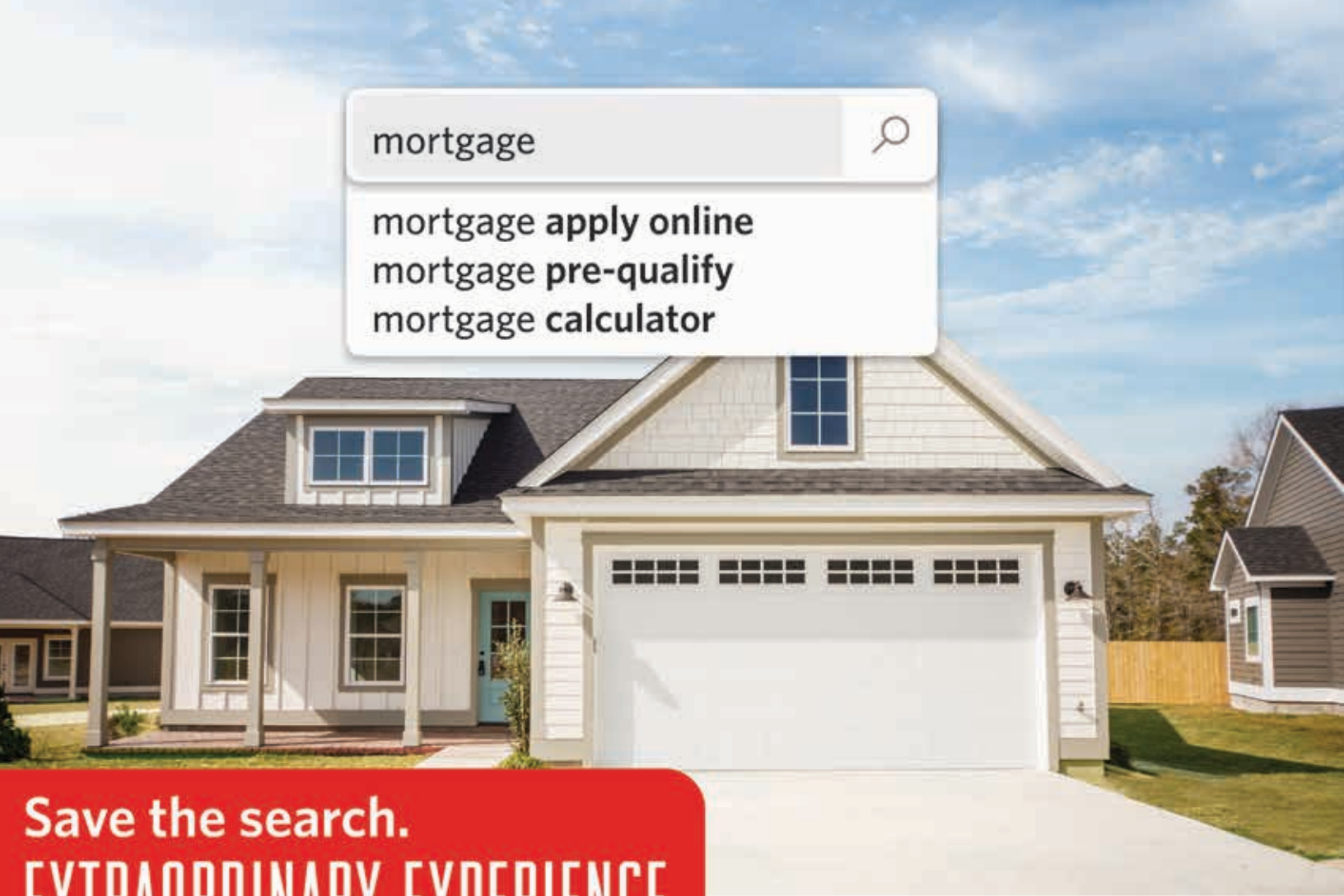


Carey Taylor and family



Carey Taylor

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Submitted by Amy Osborne
By Photos by Alicea Jare Photography

Steadfast Realty

When did you start your career in real estate? I began my real estate journey in 2016 as an office manager for Amy Tapp while I attended real estate courses online. I received my license on July 18, 2017.

What did you do before you became a REALTOR®/agent? I worked as a legal assistant for a local Lubbock law firm, gaining a passion for contracts and the attention to detail that I have incorporated into being the best REALTOR® I can be.

Share the life events that led you to become a real estate agent. Each season of my diversified life has brought me to where I am today. I got married at 18 and began raising four amazing children while working as a church secretary. Shortly after my youngest went to kindergarten, I needed to challenge myself, and I landed my wonderful job as a legal assistant. But the more I advanced, the less I saw my children. I recall a specific moment in time when I knew I had to choose between my career and my family, and it rocked me to my core. My oldest son was participating in his first-ever track meet and wanted so much for me to attend. I drove across town on my lunch break, walking up to the chain-link fence and wishing him luck before getting in my car and driving back to work. I knew I had to find some way to use the talents God gifted me to balance my love for helping others with the love of being present with my family.

How and why did you choose your current brokerage? I met Jim Archer in the summer of 2017. He had just gotten his license and was such a charismatic and great person to be around. He likes to say I helped him get off the ground, but Jim was soaring the second he started his journey. When Jim started Steadfast a little more than a year ago, I was so proud of him. I met with him over coffee and hours of stories, ideas and comradery, and I just knew Steadfast was where I belonged. I moved to Steadfast in June of 2022, and I have had the most successful year to date for me.

What are you most passionate about right now? As a former military spouse and current Army mama, my

heartstrings are tied to our courageous veterans. I have made lifelong friendships and gained valuable knowledge about VA loans and processes and real-life knowledge about the sacrifices veterans make to keep us safe.

What do you find most fulfilling about your work? I love a good challenge, whether finding the perfect home, working out tough deals or finding creative ways to arrive at the closing table. Real estate is the same contract in thousands of different ways, and I enjoy thinking outside the box.

What do you see for your future? I would love to continue to grow my relationships with veterans and help them gain insight into all the benefits and tools they can use when using their VA loans. I am looking to start my investment portfolio this year, and I would also love to teach. Helping others gain that knowledge is something I have always felt called to do.



What sets you apart from other REALTORS®/agents? I am a firm believer in giving: 2 Corinthians 12:15 says, "I will very gladly spend and be spent for you" / I take great care in making sure I am present with clients. I would like to think that knowing the ins and outs of the contracts, forms and guidelines of each loan and providing sound and in-depth knowledge to my clients sets me apart in some small way. Real estate is not just a job to me, a checked box and onto the next. I love and value the people and relationships I build through my work.

Tell us about your family. I am a mama of four amazingly smart and funny kids. Ashley just turned 21, and we are currently planning a wedding to remember. She is in school to become a teacher in Lubbock. Tristan is 18 and has made me a very proud Army mama. He is currently stationed in Ft. Bragg, North Carolina, where he is a Military Policeman and training to go Airborne. Noah just turned 16 and is currently keeping me on my toes in a big way. He is a country kid at heart and loves welding and guitar. Emma is 15 and has been a

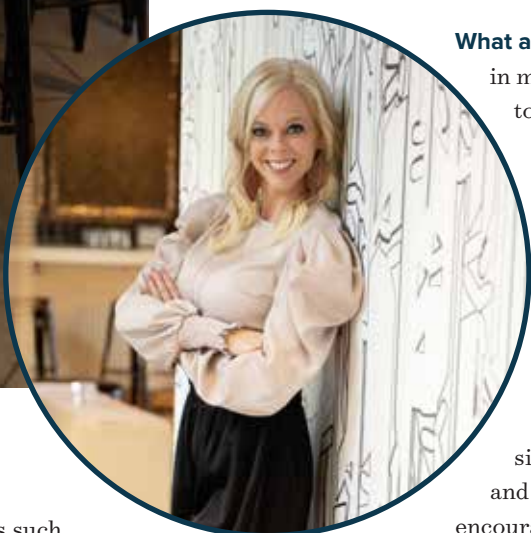


I LOVE A GOOD CHALLENGE, WHETHER FINDING THE PERFECT HOME, WORKING OUT TOUGH DEALS OR FINDING CREATIVE WAYS TO ARRIVE AT THE CLOSING TABLE.

volunteering at my daughter's dance performances and watching her grow in the arts.

How do you define success? Knowing that clients can walk into their homes after a long, hard day and find comfort and solace there and that the moment I unlocked that key box and turned on the first light, a legacy began. Success is knowing that I took part in something much bigger than myself, faced and tackled it and watched that tiny seed grow into something long-lasting and cherished.

What do you want to be remembered for? For my genuine love for others and that I have given others value. I count myself lucky to be able to freely give kindness and compassion. I want to be remembered for the way I touched and impacted others' lives so they can continue growing and thriving long after I am unable to share myself with the world.



What are you most grateful for? The people in my life. I would not be the person I am today without the love and support of my parents, who have loved me fiercely even when I may have been quite unlovable and my children, who keep me going and continually show me the most valuable life lessons. And I am thankful for those who have trusted me with one of the greatest decisions of their lives and allowed me to walk alongside them in achieving those dreams and others in this business who have all encouraged and cheered me on.

What is something that not many people know about you? I am an ambivert by nature, a walking contradiction, if you may. I am simultaneously the life of the party while also desperately trying to find the darkest corner of the room to hide in. Let me just say, if there is a doggo in a room full of people, I will be on the floor criss-cross applesauce living my best life. When I am my extroverted self, the off switch in my brain takes a mini vacation.

Amy Osborne • Steadfast Realty
806-781-3269 • amy@steadfast-realty.com

ballet dancer since she was 3 years old at Christ In The Arts. She just went on pointe shoe this year and is such a beautiful dancer. As a family, we love music, movies and destroying one another at board games. We also have four Yorkies (because chaos breeds chaos). You can find Tucker, Dottie, Mousy and Toby all barking at birds, demanding treats or lazily sleeping in the sunspots on the floor.

When you aren't working, what's your favorite way to spend time? If I have my way, I will be tucked away somewhere with a book in hand for far too long. I also love spending time with family, meeting new friends and gathering with old ones. I also enjoy

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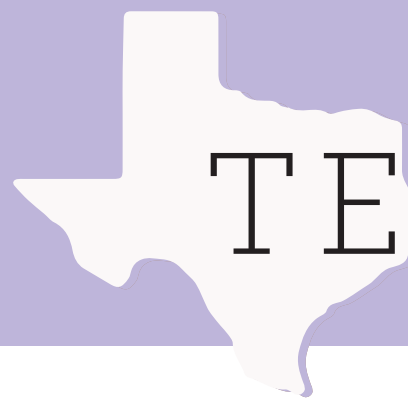
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letter from the president

By Donna Sue Clements, Lubbock Association of REALTORS®

TEXAS REALTORS®

Hello and happy April, West Texas REALTORS®!

April is National Fair Housing month, and one of the ways we can show our REALTOR® Value is by adhering to Fair Housing laws. These laws protect our communities, our state and our nation. I truly believe there is a key for every lock and a home for every family. It is an extreme honor to help consumers find the place they will call home, raise their families and make memories.

The Fair Housing Act was signed in 1968 to protect people from discrimination when they are renting or buying a home, getting a mortgage, seeking housing assistance or engaging in other housing-related activities. We are lucky to live in West Texas, where neighbors help neighbors. We support our communities, both as REALTORS® and as Lubbock residents. However, don't be lulled into a false sense

of security thinking Fair Housing is not an issue that we have to deal with in West Texas.

One way to stay current on all things Fair Housing is to visit Fairhaven, the online Fair Housing simulation created by NAR. Fairhaven uses the power of storytelling to help identify, prevent and address discriminatory practices in real estate. Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process. The training provides customized feedback that REALTORS® can apply to daily business interactions. You can learn more at nar.realtor/fair-housing/fairhaven.

Everyone needs a place to call home, and our job is to help them find it. Since this is the biggest financial decision most people will make in their lifetime, we must demonstrate our REALTOR® Value by being the trusted resource for the consumer. REALTORS® are champions for home ownership, safety, security, prosperity, generational wealth and the American Dream.

For more information about the Fair Housing Act, visit hud.gov/program_offices/fair_housing_equal_opp.



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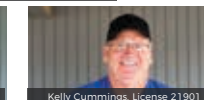
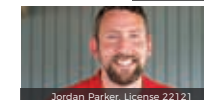
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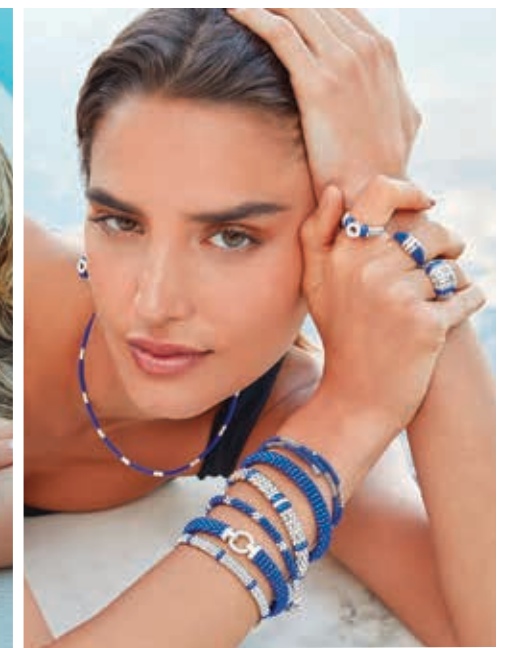
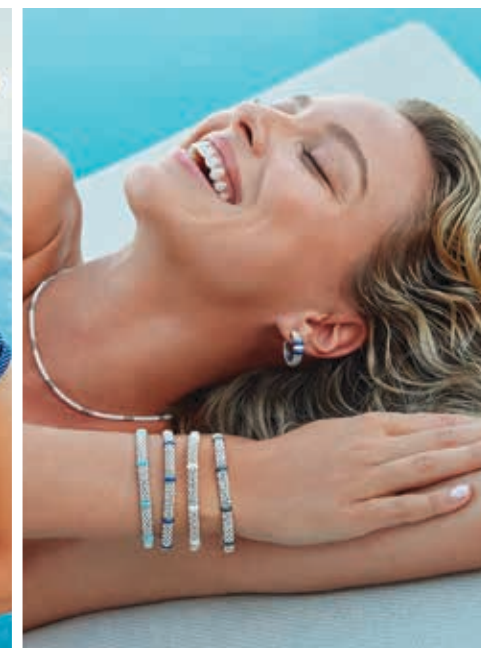
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Tawanda and Rusty Ferguson with daughter Tessa



4

q&a

Q&A by Jacki Donaldson | Photo by EMW Digital



QUESTIONS FOR Rusty's Bug Stop

Rusty and Tawndra Ferguson, the proud owners of Rusty's Bug Stop, a locally owned and family operated, full-service pest control company that services residential and commercial properties, are answering four questions for us this month. Keep reading and then add this dynamic duo to your contacts so you can reach out to keep life from getting buggy!

What are your superpowers?

We are a locally owned and family-operated pest control company protecting homes and businesses from unwanted pests like roaches, spiders, mice, termites, ants and more. Our technicians stay up to date with the newest and most effective treatments, making sure they

can best serve their customers. In both work and life, we are gracious, caring people who love others and the work we do.

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What is your priority at Rusty's Bug Stop?

To bring excellent customer service and satisfaction into every home we step into. We work very hard to build and maintain a one-on-one relationship with every customer we have the privilege of meeting.

Share some fun facts about yourselves.

We love spending time with our children and grandson and volunteering at church, fishing, riding our ATV on trails and vacationing in the mountains.

Please contact bug experts Rusty and Tawndra Ferguson, owners of Rusty's Bug Stop, at (806) 777-7424 or rustysbugstop@gmail.com. Visit them online at www.rustysbugstop.com.



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Ward



Better Homes and Gardens Blu Realty

Story by **Tori Eiselstein**
Photos by **Alicea Jare Photography**

Texas Tech alumni and former football player Keenon Ward devotes his life to developing connections and making a difference in his community. “My love for the people and community of West Texas runs deep,” he says. His drive to serve and create a legacy for his son and others is evident in the way he conducts his life and business.

Keenon worked in a corporate oilfield sales position after graduating from college with a business degree. The job provided him the opportunity to work with widely known corporations such as Chevron, Oxy and Apache. After four years in this industry, he switched careers and became a REALTOR®. Playing football for Texas Tech allowed him to better connect with the community, and he realized that real estate was the ideal avenue for leveraging those connections. “I found a true passion for helping others and giving back the best way I could,” Keenon remarks.

Keenon chose Better Homes and Gardens Blu Realty as a brokerage because it is a reputable establishment that shares his values. Previously, he had worked alongside John Darden with the Texas Tech sports media platform *The Nation*, and that relationship further affirmed his decision. “The supportive and competitive environment fostered by the brokerage allows me to continue to grow and improve as an agent,” says Keenon.

As a new agent in 2021, Keenon encountered one of his most memorable client experiences. He helped his client move after selling the Lakeridge home she had lived in for three decades. “As we came across old photographs and trinkets, she would take a moment to reflect on the past, and I was honored to be a part of that journey,” he recalls. After sharing laughter and tears, they felt like family, and their friendship continues to this day.

Keenon has an undeniably big heart for the community of Lubbock, particularly East

Lubbock. With a vision to generate opportunities for businesses and residents, he plans to utilize his real estate expertise to develop the city. He's currently learning more about land development to turn this dream into a reality. He supports local and

meets with his clients at places like Sugar Browns Coffee Co., Table 82 and Narrow Bar.

Keenon and his girlfriend, Paije, who is an SK architecture interior designer, are raising their 3-year-old,

“
My love for the people and community of West Texas runs deep.

Karter. They spend time together playing and watching sports and being outdoors. Keenon's goal is to create generational wealth for Karter. He is grateful for the way his mom raised him to be mentally tough and how to work hard. "She taught me that I was capable of anything I set my mind to," he states.

A few of Keenon's favorite pastimes are working out, listening to sports podcasts like *New Heights* and hunting in his hometown Snyder with loved ones. He also has a passion for cheering on the Chief's football team because his former teammate and roommate is Patrick Mahomes. Personal growth is imperative to Keenon, and he spends time listening to business podcasts and reading books such as *The Power of Habit* by Charles Duhigg.

Keenon's time playing football instilled invaluable lessons of tenacity and accountability, which equipped him for his career in real estate. He has a broad knowledge of the local market and a deep connection to its residents. His strong work ethic and striving for excellence result in a positive experience for his clients and everyone else he encounters.

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Left to right: Denise Rocha, Todd Timberlake, Brent Noble, Susan McIntire, Audra Boedeker, Carla Smock

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Service Title Company

Local Legends: Retirement and New Generation Presidency

By Audra Boedeker

After 45 years of working at and leading as President of Service Title Company, Tex Timberlake has announced his retirement. His father, the late Fred Timberlake, founded the company in 1951.

During his 45-year term, Tex has passionately led and carried out the same loyalty and respect his father established more than 72 years ago. During his service, he has earned well-deserved respect in our community.

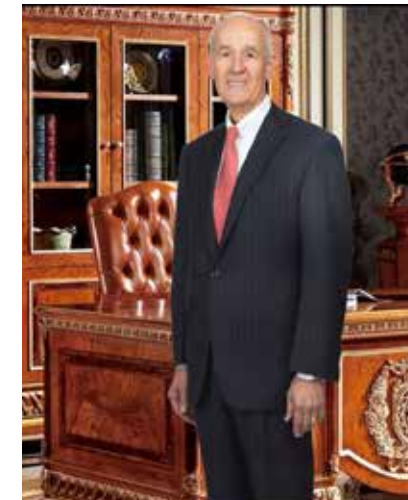
He has helped Lubbock's growth in both commercial and residential real estate, closing almost 40,000 transactions in his career.

The Service Title team, consisting of 38 employees and countless builders, REALTORS®, lenders, buyers, sellers and tradesmen, will miss his daily presence. He has always been known to "go the extra mile." He has led with expertise, reason, ethics and, lastly, humor and grace.

Service Title is proud to announce that Tex's son, Todd Timberlake, has assumed the position of President. He has the same vision, passion and goals as the two generations before him. In his 17 years served at Service Title, he has worked in virtually every position beginning at the entry level. Todd will continue to provide the same quality service as that of his father and grandfather.

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TONI

EXIT Realty of Lubbock

▶ spotlight REALTOR®

Story by **Caroline Kelsick**
Photos by **Alicea Jare Photography**
(unless otherwise noted)

BURNS



Photo by Logan Smith

Toni Burns had a unique entry into the real estate profession. She began her career in fall 2014 after serving as a missionary in Guadalajara, Mexico, for 10 years. Toni sought a job with flexibility — one that would allow her to support her kids in adjusting to school and life in the USA. She currently works at EXIT Realty of Lubbock. Her brokers are longtime friends who share a passion for mission work. “Gene McGuire traveled to Africa with my husband on a mission trip a few years before we moved to Mexico,” Toni shared. “The McGuire’s values were exactly what I wanted.”

The McGuires equally admire Toni. “If anyone ever wanted a picture of Colossians 3:23 — ‘Whatever you do, work at it with all your heart as working for the Lord not for men’ — they can see that in action by watching Toni,” says broker Russell McGuire. “She has a true heart for serving and helping

people, which always comes before profit. I couldn’t be prouder of how Toni displays the kingdom of God as she works in the marketplace.”

Toni has her sights set on helping young REALTORS® succeed. Mentoring is a passion that allows her to give back to the industry. “I want to help young REALTORS® build a solid foundation to help them excel in an amazing industry,” she shares. Education is another pillar of Toni’s work. To work with clients, Toni feels you must empower them with the knowledge and understanding of the best real estate choices for them. “I love educating my clients and helping them make choices that will forever impact them,” she says. “I love to meet them and walk them through each step until I get to hand them the keys.” Relationships are at the root

of her work. Whether it takes three months or three years for her clients to purchase or sell a property, Toni will stick beside them every step of the way. “I enjoy the relationship I build, whether the transactions will happen or not,” she says. “The friendship will always be there.”

Twenty-five years ago, Toni met her husband through the Adventures In Missions program. He now serves as the program’s director. The couple share son Josiah (21) and two daughters, Abigail (18) and Hannah (16). They love to travel anywhere — in the last eight years, Toni and her husband have been to Brazil, China, Israel and Mexico multiple times. “When we lived in Mexico, we took every opportunity to visit new regions and pueblitos and learn Mexican customs and culture,” Toni shares. When Toni is not working, she loves spending



time with her family, cooking and volunteering. She currently serves on two boards, Team Luke Hope For Minds and DiscipleTrips.

One of Toni's favorite memories from her career was when she helped dear friends acquire a home that was for sale by owner. "More than a decade earlier, when they were just starting to date, they would walk to school and pass a particular house," she says. "My friend would tell her boyfriend, 'I love that house. I want to live there someday.' Fast forward to the spring of 2015, the house goes on the market as for sale by owner. We were able to negotiate and get the house for my friends. Every time I pull up to their house, I realize how fun my job is!" Each day, Toni strives to be just a little better than the day before. She wants most to be remembered for impacting others' lives and helping them want to be more like Christ. "I have been blessed with a very rich life," she says. "I look forward to what is to come."

Toni Burns
Exit Realty of Lubbock
806-224-5911
toni@exitlubbock.com



Kate CONNOR

Next Legacy Lending

Kate Conner operates with grit, determination and compassion. As a mortgage broker, she helps people achieve their dreams, even when they previously doubted their dreams were a possibility. She and her team at Next Legacy Lending persevere through the arduous industry of mortgage lending with the intent to transform it.

“We decided the only way we were going to change the industry was to change it ourselves,” Kate states on the birth of Next Legacy Lending. “We want to be the next legacy of mortgage professionals.” Her company consists of members with diverse backgrounds, which include title, banking and even teaching. They all shared a disdain for how difficult the mortgage lending process was and sought to shift that. As a result, Kate and her team launched Next Legacy Lending.

They help the “whole client,” meaning they see the specific needs of the person or business and can pair them with the ideal lender to help accomplish their goals. “We facilitate the origination of loans with many



lenders,” she explains. “We can negotiate terms with many lenders, some of which are only available to brokers.” These lenders are incentivized to earn Kate’s

business and, therefore, provide quality care for their clients. In addition, Next Legacy Lending offers a variety of loan products for their customers.



“It’s not about the commission,” Kate states about how they want to work with real estate professionals who share their values. “It’s about changing lives.” Kate takes the time to educate and explain each step of the way to the client. With full transparency, she is willing to have tough conversations. She doesn’t view the individual as merely a transaction but a “client for life.”

Kate has always been tenacious. After her father passed away when she was only 19 years old, she packed her yellow Mustang and journeyed to her new home and future. “I was born in Springfield, Illinois, and I got to Texas as fast as I could!”

she laughs. A true Texan at heart, she loves Texas country music. She and her daughters, Kennedy and Kyle, have fun dance parties together, and she spends leisurely time at Horseshoe Bay with her husband, Colton, and family.

Through the good and bad transitions in life, Kate wants to assure her clients that she is available to support them. She’s grateful for the team that has supported her in opening Next Legacy Lending, which she says wouldn’t have happened without them, and the mentors who have invested in her with their time and sharing their knowledge of the business. She admits her failures also played a key role in her success.

Undeniably, mortgage lending has its share of woes. Rates go up and down, and some days, Kate and her team feel like they’ve missed the mark. However, they have an unyielding drive along with “grit and determination,” because they are making a difference in others’ lives. When describing what most fulfills her in her work, Kate says, “Helping our clients realize their potential. The potential they never dreamed of. The potential that was only for ‘the other guys.’”

Next Legacy Lending has expanded to Lubbock, Midland and Horseshoe Bay with plans to start an office in San Angelo. Kate and her team continue to serve their clients and make a lasting impact in their industry.

Kate Conner
Next Legacy Lending
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kate@nextlegacylending.com



Behind the Scenes



Slade Terry (Peoples Bank Mortgage) and his pal Tom Couture (TTUCU) and Top Producer Dianna Romans

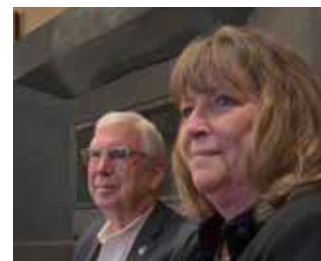


KW Wing Ding, Katie Schafer, Candice Gerron, Skye Valentine, Kathy Pettit

Josh Fecht, Fecht Dirtworks



RP is proud to partner with Thrive Mortgage



Lacie Walton, Peoples Bank Mortgage, making a quick change

Cory Flores (CanTex)



Our annual toy drive was very successful



Candice Gerron (Alliance Credit Union Home Loans)



January Celebratory Top REALTOR® Lunch, sponsored by Lubbock National Bank Home Loans



Brandon Tyler and family



N2 Co / Real Producers Conference



December Celebratory REALTOR® Lunch, sponsored by Alliance Credit Union Mortgage



Yard sign and a yoga mat, always be prepared (Christian Bland's trunk)

Send us your best shot of what goes on behind the scenes with your daily routine: kathy.pettit@n2co.com.

Partner breakfast

▶ event recap

On Thursday, February 9, we gathered at Rudy's BBQ with more than 35 of our preferred partners — the folks who make this publication possible and allow us to provide it at no cost to everyone who receives it. We enjoyed breakfast burritos and coffee and had a wonderful time mingling with other like-minded people, making new connections and discussing how we can work together to serve REALTORS®.





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