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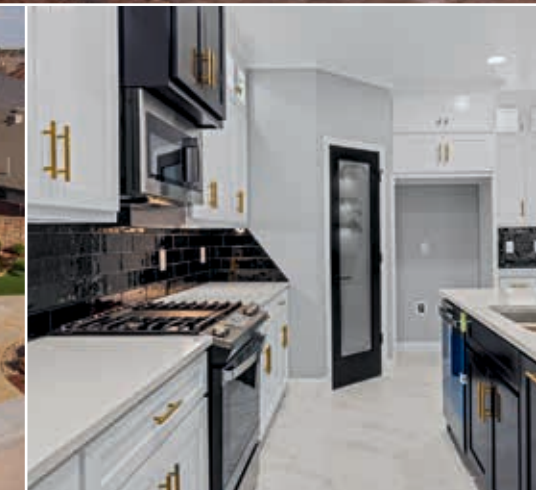
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at stephanie.miller@n2co.com

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By Beth McCabe
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David Wade

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Starting Young

David's journey in the finance industry began unexpectedly, as a bank teller at the age of 18. Little did he know that this humble start would pave the way for a remarkable career trajectory. He was promoted early on in his career and started working in loans. Then, he and his wife Sharon moved from Amarillo, TX, to Midland, TX, for an opportunity to work at a mortgage lender in June 2006.

Solid Work Ethic

One of David's secrets to success lies in his unwavering work ethic. He lives by the mantra, "The best fertilizer is the gardener's feet." For David, this means being present in the proverbial garden of his profession every day, tending to it diligently. "I work 7 days a week," he shares. "Most of the business is done on the weekends when the real estate agents work. Our office hours are Monday to Friday, but I take calls after hours to work on pre-approvals. In my industry, the people who work hard are successful."

Leading a dedicated team of professionals at PrimeLending, David ensures a seamless process for clients. With two loan officers and two processors, totaling five people, there's always someone available to move transactions forward. "If I'm on vacation, deals still close on time with no delay," he assures. Accessibility is paramount in David's approach. "When you work with me, you have access to my team's cell phones, email, and can come into the office to meet with us."

David emphasizes the importance of face-to-face interactions in an increasingly digital world. "We have found with 18 years of success that if we can get in front of people and work face to face, especially first-time homebuyers, it lowers their anxiety and builds rapport," he explains. This personal touch extends to every aspect of their service, resulting in a high repeat rate of clients. "All of our business is word of mouth, referral, or repeat."

A Rewarding Career

Passionate about his profession, David measures success by the smiles at closing. "Winning in my world is measured by smiles at closing – when people are happy with the process and the service that we give," he states. Beyond the numbers, it's about the joy of handing over keys to new homeowners.

Family First

In his personal life, David finds balance through family, including his wife Sharon, daughters Alice and Sophia, and their dog Eleanor. Free time is spent enjoying hobbies like golfing and cooking, activities that bring laughter and lightness to his life.

Advice for Real Producers

For those embarking on their homeownership journey, David offers sage advice: "Work with someone that you know, like, and trust. Don't take a deal just because it's cheap." His commitment to guiding clients through the process, holding their hands every step of the way, sets him apart.

In the world of mortgage lending, David Wade isn't just a branch manager; he's a dream maker, dedicated to ensuring that each client's journey to homeownership is as smooth and joyful as possible.

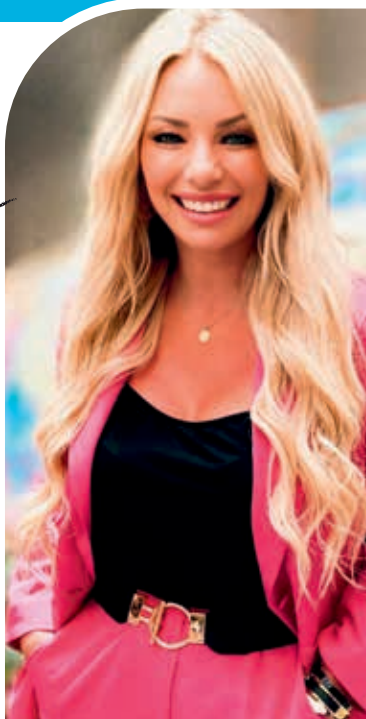
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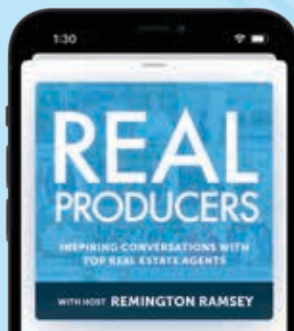
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Ray & Matthew Martinez

THE BACK RANK TEAM

Mastering the Game

Few games require more strategy, planning, and preparation than chess. It's a game that brought two brothers, Ray and Matthew Martinez, together, creating memories that would prepare them for the game of life. Little did they know, years later, that their shared love of chess would inspire the name of their real estate venture, The Back Rank Team.

"Chess goes hand in hand with real estate because we're always trying to checkmate a lot of the challenges we come across," explains Ray. With chess being a strategy-based game, the brothers see the game as a perfect metaphor for the problem-solving skills they bring to real estate.

Brothers in Life and Business

Ray, 29, and Matthew, 26, share more than just strikingly similar looks. However, their personalities couldn't be more different. "I hate going out in public with him because we look so much alike," jokes Matthew. Despite these differences, chess remained their common ground growing up, eventually paving the way for their joint real estate career.

"We've been playing chess since we were kids, and it was one of the few things we had in common," says Ray. "Now, it's the foundation of our business approach."



In March 2023, the brothers both earned their real estate licenses in the same week. Coming from diverse career backgrounds—Ray from property management and Matthew from supply chain planning in the oil and gas sector—they felt a desire to contribute more to society. “I didn’t feel like I was making a difference,” Matthew recalls. “Helping someone find a home gives me a sense of fulfillment I never got from my previous jobs.”

From Land Development to Real Estate Success

The brothers’ journey into real estate started with their grandfather, who showed them the ropes in land development. “We’d show people the land, and if they didn’t like it, they’d ask us to help them find something else,” Ray explains. This early experience in land development gave them an edge when transitioning into real estate. They saw an opportunity to expand their knowledge and serve more clients in a meaningful way.

What started as a side project quickly became a full-time venture. The brothers quit their respective jobs to fully

commit to real estate and never looked back. “We had no idea the kind of traction we’d get,” Ray says. “It got so busy that I had to leave my property management job because servicing our clients became the priority.”

The Back Rank Team Approach

In their first official year, Ray and Matthew found their niche in helping first-time homebuyers. “There are so many people who don’t know how to get started,” Matthew says. “We took that and ran with it, becoming first-time homebuyer specialists.”

Ray and Matthew’s approach to real estate is rooted in patience, education, and strategic planning. Ray is the extroverted face of the team, handling client meetings, negotiations, and the day-to-day dealings. “Ray is a really good salesman,” Matthew notes. “He’s great with clients, while I manage the behind-the-scenes systems, strategy, and finances. We complement each other really well.”

Chess goes hand in hand with real estate because we’re always trying to checkmate a lot of the challenges we come across,

Matthew ensures clients are financially prepared and works closely with lenders to facilitate smooth transactions. “We don’t pressure anyone to buy or sell,” says Ray. “We’re here to help when the time is right for them. Buying a home is a major life event, and we’re honored to be part of that journey.”

A Vision for the Future

The brothers are optimistic about the future of The Back Rank Team. “We hope to double everything,” Ray shares. “We’ve already taken one agent under our wing, and she’s doing great. We want to build a team that people want to be part of.”

When not working, Ray enjoys playing guitar and hanging out with his cousins and brother. “I love to grill, cookout, and I am a big barbecue guy,” he smiles. “When I’m not working, I’m completely the opposite,” jokes Matthew, who describes himself as an introvert. An avid reader, he converted his guest bedroom into a personal library of business books, sales books, and motivational books. “I also like to journal as well,” adds Matthew. He enjoys spending time with his wife and two dogs and traveling when possible.

Optimistic Outlook

With their combined skills and strategic mindset, The Back Rank Team is just getting started. Ray and Matthew Martinez are changing lives, one move at a time. Helping people is what it is all about for these two brothers. The best news? They are just getting started. Stay tuned for what they accomplish next!



We’re here to help when the time is right for them. Buying a home is a major life event, and we’re honored to be part of that journey.

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This November, as we gather to give thanks, I want to extend a special offer to the dedicated agents of the Permian Basin. As a proud sponsor of Real Producers and your go-to mortgage loan officer, I am grateful for your partnership and trust.

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DOSS

The Doss Team at Midland 1st Choice

By Jacki Donaldson
Photos by The Stones
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Guided by Faith

SKEET DOSS operates according to a guiding principle. “You know that old song *God Will Take Care of You?*” he says while reflecting on his life and career. “That is my mantra.” The 74-year old Seminole, TX, native who thinks he might just be the oldest REALTOR® in town, commits to paying forward his gifts from God, dropping by local retirement homes to play the piano and sing for residents; entertaining audiences on the Midland Community Theater stage; pouring himself into all manner of church endeavors alongside Nancy, his wife of 51 years; and tirelessly working to advance the real estate landscape.

In all areas of his life, Skeet tries to put others first. “I have never had the desire to grow a big business because I’ve always felt one of my obligations in real estate has been to be a leader in the local, state, and national levels to protect my REALTOR® friends and ensure we have the best tools to utilize,” he shares. You’d be hard-pressed to find a board or committee that Skeet has not served on. In the past 20 years, he has held every office on the local level, and some twice, and has been on every committee at least once, and some four times. Skeet is also active in the Odessa Board of REALTORS® and headed up the Texas Association of REALTORS® Political Action Committee in 2010. He has served at many state levels and headed up the Permian Basin Board of REALTORS. “My mission in real estate has been to make it a better place for the people who work in it,” Skeet remarks. He is currently trying to inspire the West Texas REALTORS® to unite in a new, larger association.

Regarding the agents on The Doss Team at Midland First Choice, Skeet proudly explains his role as broker/owner. “Most important to me in this business is for the people who work for me to know I always have their back and will provide a place where they can work and earn the most money possible,” he states. “I pride myself and team on our longevity in this business and our reputation.”

Skeet began building his real estate reputation when he got his license in 1989. Previously, the hard-working Baylor University graduate, who had a paper route at age 6 and held at least two jobs throughout college, worked for Sherwin Williams in Houston for a year and then joined forces with his dad in the oil and gas business. The father and son formed Doss & Doss, procuring leases for oil companies for 20 years. When the economy buckled in the late 1980s, Skeet, knee-deep in raising two children and putting them through school, needed another source of income. Residential real estate

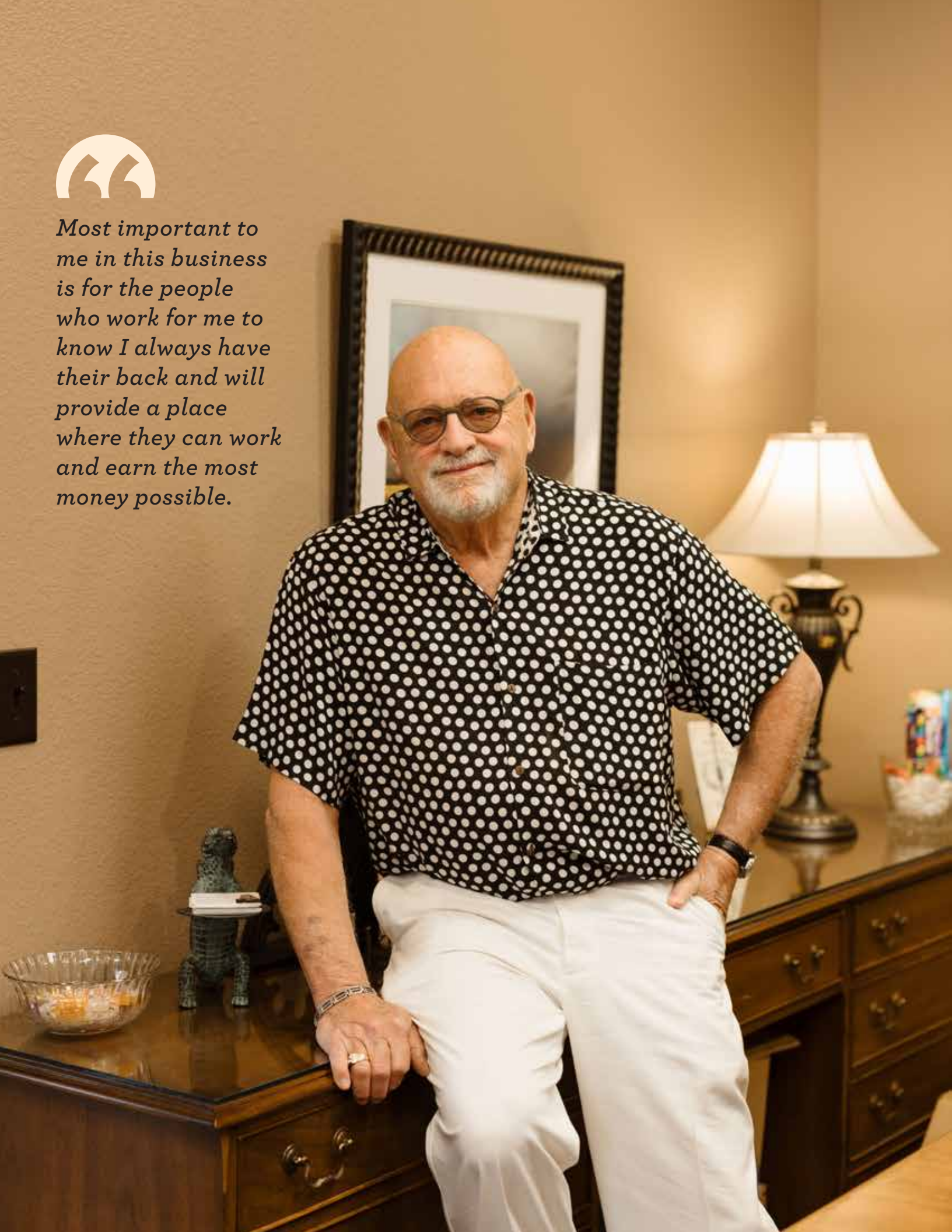
was a natural progression. After a few years of balancing both careers, Skeet went full-time in real estate.

Working with friends helped Skeet cultivate a successful business. “I am one of the lucky ones,” he declares. “I got into real estate as I was approaching 40, and having a circle of friends in this town has benefitted me greatly.” His work with non-profits—Midland Arts Assembly, Aphasia Center of West Texas, Spectrum of Solutions, March of Dimes, and more—expanded his circle, and his unyielding work ethic cemented his footprint as a pillar of real estate.

During his tenure in the industry, Skeet has witnessed and helped institute real estate changes to better meet the needs of agents, buyers, sellers, and investors. He’s seen lockboxes, MLS, and computers evolve and has marveled at how the local board has grown from 130 people in 1999 to eight times that number. Skeet looks forward to the future of the ever-changing field in which



Most important to me in this business is for the people who work for me to know I always have their back and will provide a place where they can work and earn the most money possible.



he has become well-known as an industry icon.

Skeet is also known for being a devoted family man and always having his beloved pup, Petunia, by his side, often driving the sweet girl around town in his prized 1963 Studebaker Lark. He names his parents and Nancy as the best things to ever happen to him and cherishes time with Nancy, a retired teacher and best wife ever; their adult children, Zach and his wife Vickie, and Dixie; and two grandchildren, Wyatt and E.J. Skeet and Nancy also count as a family member a young man, Tyler Smart, whom they took in 13 years ago. Tyler is now married and a father of two sons, one named Doss in honor of Skeet and Nancy.

Skeet spent many years of his life leading and teaching youth Sunday school, directing youth choirs and directing many youth group productions. He has also served as a Deacon of the Presbyterian Church and currently sings gospel music with his men's group he has been a member of for more than 25 years.

In 1904, a woman named Civilla D. Martin wrote the hymn *God Will Take Care of You* while confined to bed due to illness. Her husband had been away preaching when she penned the song, and when he returned home, he wrote the music for the lyrics. The song has reached a wide and varied audience during its 120 years. Skeet is one of many the song has inspired, and his five-word mantra has moved him to live a life of unwavering faith and service to others. *God Will Take Care of You* has served Skeet—and everyone in his path—well.



My mission in real estate has been to make it a better place for the people who work in it.



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