

LUBBOCK

JANUARY 2025

# REAL PRODUCERS<sup>®</sup>

## Josh Nichols

PROVIDENCE  
REALTY



SEE ALL OF  
OUR BUSINESS  
PARTNERS  
Pages 6-7

FEATURED REALTOR<sup>®</sup>  
Leigh Anne Brozo

SPOTLIGHT REALTOR<sup>®</sup>  
Grant Roehm

PARTNER SPOTLIGHT  
3-8 Real Estate Inspections

EVENT RECAP  
Red & Black Event and  
Toy Drive

WHAT'S IN YOUR BAG?



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**10** Josh Nichols  
COVER STORY

If you are interested in nominating people for certain stories, please email us at: [kathy.pettit@realproducersmag.com](mailto:kathy.pettit@realproducersmag.com)

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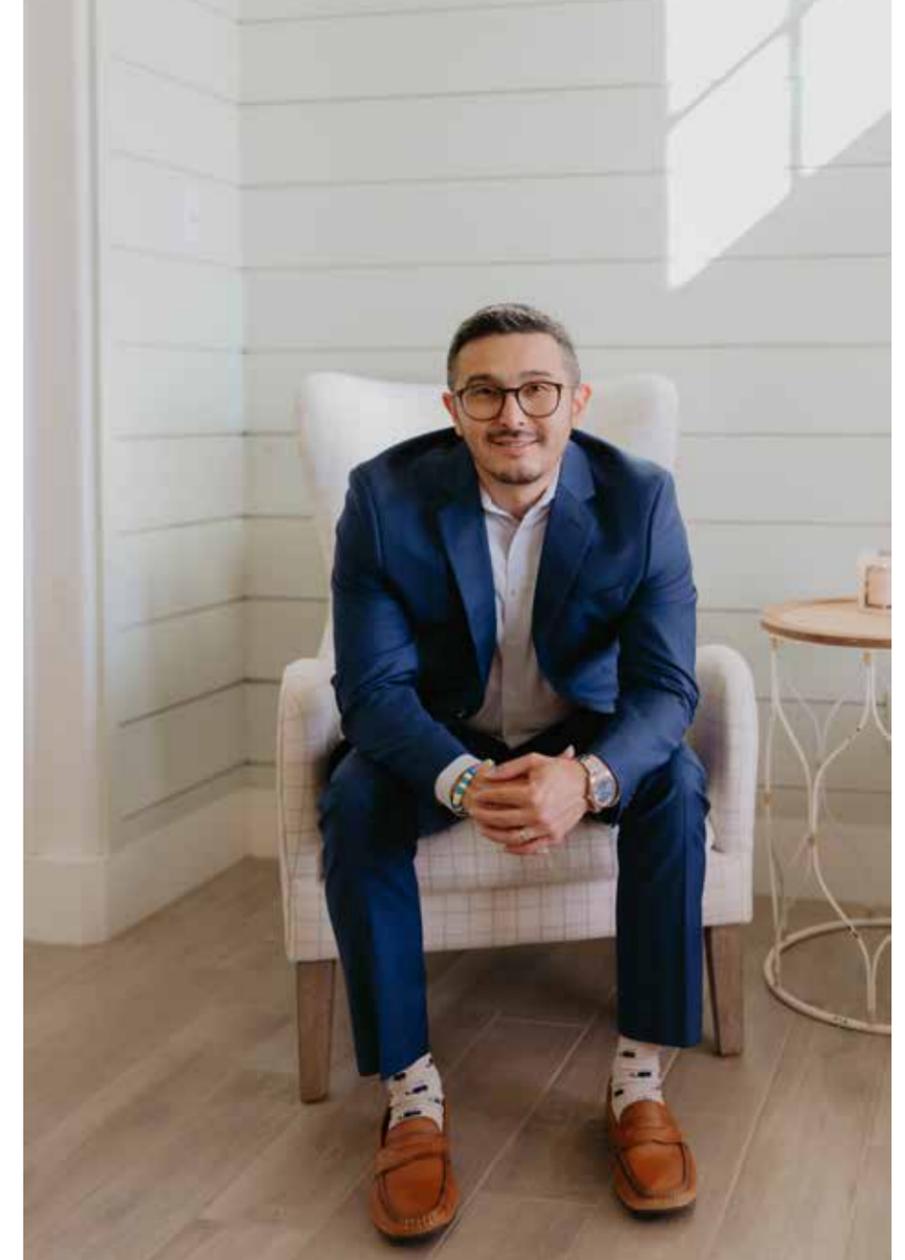




# Josh Nichols

Providence Realty

STORY BY DAN CLARK  
PHOTOS BY ROWDIE RICHARDSON,  
ROWDIE BRIGHT PHOTOGRAPHY



The inspiration to pursue a career in real estate comes from many places. Some people have always been interested and need only a nudge to take the next step. Others discover their passion during the process of buying or selling their home. For Josh Nichols, helping others furnish their new residences lit the fire.

“I worked in furniture sales at Bob Mills Furniture, where I was the top producer in the Lubbock store for six years and in the top five for the entire company,” Josh explains. “I had a lot of customers and clients who were in the process of buying a home, or had just purchased a new home, and needed furniture to furnish their new spaces. The excitement on their faces always brightened my day, and knowing the

feeling of buying my own home and what a blessing it was really tied the link between producing a curiosity and passion for it.”

Although he had to temporarily delay his plans to go full-time by two years due to COVID, Josh was able to get his dreams up and running in the spring of 2022, joining his wife at Expand Realty. “My wife had been in the real estate business for a year before I jumped in,” he recalls. “She was the transaction coordinator for Expand Realty at the time, so working side by side with her made a lot of sense, as we had met and worked together in furniture sales.”

Becoming a REALTOR® has been a professional triumph for Josh, and the most fulfilling part of real estate has been serving his clients and helping

them accomplish their goals as he has accomplished his. "I've always thought real estate is the pinnacle of professional sales in a lot of ways," he says about his transition into the field. "Everyone has a different story and journey, and it's such a blessing to help them achieve their dreams and goals."

No matter the situation his clients face, Josh is passionate about providing them with the best service possible, and he views every challenge he comes across in transactions as a development opportunity that will help him better assist his clients. "I'm passionate about growing every single day I wake up, to be challenged, to be more insightful, to gain more wisdom and knowledge, and to become the best version of myself for everyone I encounter to serve them to the best of my abilities," he expounds.

Josh recently achieved a significant milestone by opening his

own brokerage, Providence Realty. Reflecting on his journey, he shares, "When I started, I set out a five-year vision to become the owner/operator of a brokerage and to build a great reputation within our community among REALTORS®, vendors, lenders, and clients." He continues, "Through God's timing, that vision has become a reality. My focus remains on doing right by people, knowing that success is always a by-product of integrity and service."

With his drive and determination to accomplish all that he puts his mind and heart into, Josh will undoubtedly achieve his dreams, save for one: that he had started his real estate career sooner. "The only thing I would do differently with my career would be to have started it sooner," he declares. "I wake up every day and love what I do. Being in this industry with the best people is such a blessing."



When he isn't serving his clients, Josh loves to spend his time with his wife of six years, Allie, and their 14-year-old daughter, Bristol, as well as their three dogs, Asher, Penny, and Meli. "We honestly like to hang out at home, but we do enjoy getting out and going on walks or hikes and taking in God's creation," he shares. "We lead a small group from our church weekly and are plugged into our church a great deal. We also like to travel. We have a bucket list to visit every NFL stadium. So far, we've been to four. Our favorite thing to do is root for the Lions on Sundays."

**JOSH NICHOLS**  
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# Leigh Anne Brozo

Lubbock Homestead Realty Group

STORY BY KAELEA PENA  
PHOTOS BY ALICEA MULLINS, ALICEA JARE PHOTOGRAPHY  
DRESSED BY J HOFFMAN'S

Leigh Anne Brozo made the courageous decision to step away from her role as a stay-at-home mother to her twin daughters and took a leap of faith, ultimately working her way up to becoming a REALTOR®. She already had a related background, as she had worked in banking and then went to court reporting school. A friend and neighbor was a REALTOR® then and tried to talk Leigh Anne out of the profession. "I wanted to give it a shot," Leigh Anne discloses. "I prayed about it, took classes, passed the test the first time, and everything just fell into place."

"I WANTED TO GIVE IT A SHOT. I PRAYED ABOUT IT, TOOK CLASSES, PASSED THE TEST THE FIRST TIME, AND EVERYTHING JUST FELL INTO PLACE."



“

I appreciate the opportunities that led me to where I am today.”

Marking her ground as a new REALTOR® in 2006, Leigh Anne left quite the impact at WestMark REALTORS® before starting Lubbock Homestead Realty Group in January 2024. She spent 18 great years at WestMark REALTORS®, the first nine of which she assisted Pat Ham, learning a great deal about real estate. From 2017 to 2023, she served as Sales Manager at the brokerage, where she gained more leadership experience.



A born leader, Leigh Anne strives to help clients fulfill their dreams of homeownership and meet their financial goals—two of the most rewarding aspects of this career. “I truly believe my God-given gift is being a leader,” Leigh Anne emphasizes. She loves to lead agents to be their best at whatever they want to do and be. She credits the fantastic REALTORS® and leaders she has admired and learned from. “I appreciate the opportunities that led me to where I am today,” Leigh Anne says with a smile.

Real estate is a tough industry, and Leigh Anne has learned important and challenging lessons from many mistakes. One thing she would do differently and advise others to do is to embrace a business mindset. When you’re an independent contractor, you are a small business, so having that business mindset sooner would have been helpful.

Success is personal for each person, and Leigh Anne defines her path as achieving personal and professional goals and positively impacting her family and the people around her. Carrying those traits into her work life, Leigh Anne recognizes her unique ability to connect with her clients and help grow her new business.

Leigh Anne pours her heart and soul into her life outside of work. She highlights that she married the most wonderful person, her biggest cheerleader, Jeremy; they will celebrate 30 years of marriage in June. She gushes about their successful

twin daughters, who will turn 28 in April. Aubrey Brozo Van Houtven has a master’s degree in social work and is a family therapist in Phoenix, where she and her husband, Dom, live. Brittney Brozo will graduate in August 2025 with her master’s family nurse practitioner degree. “To say we are proud of these two is an understatement,” Leigh Anne notes, adding that her family has two cats (one is a grand cat) and a grand dog. When she is not loaded with work, Leigh Anne and her husband love to sit on the back patio and watch baseball or football. Sometimes, they even indulge in traveling.

Moving forward, Leigh Anne hopes to continue to expand her knowledge in the industry and grow her new company. “I started Lubbock Homestead one year ago in January, and God has blessed me with a great vision and wonderful, hardworking agents,” Leigh Anne proclaims. For the future of her company’s success, she wants to live by a quote from Mark McMillan at NextHome CORE Realty: “No hill is too high for a climber like you!”

**LEIGH ANNE BROZO, BROKER**  
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Family photo at Aubrey’s wedding. Photo by Steven Aquilino



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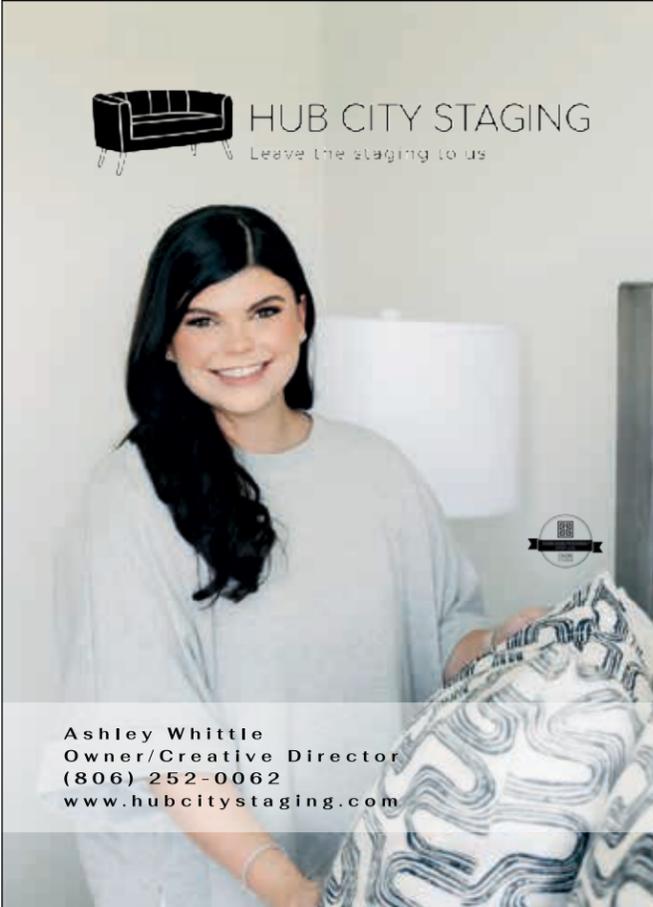
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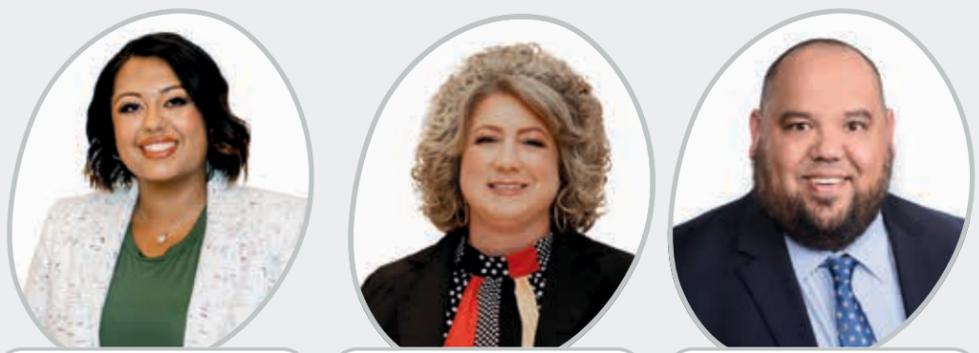


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## Darian Bethune

3-8 Real Estate Inspections

STORY BY JACKI DONALDSON  
PHOTOS BY ROWDIE RICHARDSON, ROWDIE  
BRIGHT PHOTOGRAPHY

In the competitive arena of real estate, reliable and comprehensive home inspections are essential for ensuring confidence and transparency for both agents and buyers. Founded by Lubbock native Darian Bethune, 3-8 Real Estate Inspections brings a fresh approach to home inspections across West Texas, prioritizing accuracy, client education, and industry-leading tools. With a background in the U.S. Air Force and 13 years in law enforcement, Darian brings precision and integrity to each inspection.

Based in Lubbock and also serving Midland and Odessa (Amarillo and other markets coming soon), 3-8 Real Estate Inspections offers a wide range of services for residential and commercial properties. “We cover all visible and accessible aspects of a home, from the foundation to the roof, including major systems like HVAC, plumbing, and electrical,” Darian explains. The team also offers specialized services, such as sewer and septic inspections, water quality testing, well flow inspections, termite inspections, infrared thermal camera services, and the impressive FoundationScan. This software tool uses laser measurements to analyze foundation movement and produces heat images to give clients a clear view into the health of the property’s foundation. “We also provide same-day reports, so our clients have the information they need without delay,” Darian adds.

3-8 Real Estate Inspections emphasizes clear communication and client education to help clients understand the implications of findings, negotiate effectively, and close deals confidently. “Our reputation for quality service has helped us grow from a



“WE COVER ALL VISIBLE AND ACCESSIBLE ASPECTS OF A HOME, FROM THE FOUNDATION TO THE ROOF, INCLUDING MAJOR SYSTEMS LIKE HVAC, PLUMBING, AND ELECTRICAL.”

single-inspector operation to a team serving multiple locations, with plans for further expansion,” shares Darian. “We go above and beyond the typical Standards of Practice and invest in extensive training and certifications for our inspectors.”

Darian and his team are grateful for the opportunity to help protect their clients’ largest purchase and investment—their home. “We understand that buying a home is a significant and often emotional decision, and our goal is to provide the peace of mind that comes from knowing exactly what you’re investing in,” he remarks. “By delivering thorough and detailed inspections, we can identify potential issues early on, allowing clients to make informed decisions and avoid costly repairs down the road.”

Defining success as a balance between professional growth and personal fulfillment, Darian carves out quality time to create lasting memories with his wife, Danielle, and his children, Harlow and Trenton. “Whether building a thriving business or sharing special moments with my loved ones, success is about making a meaningful impact in both my work and personal life,” he asserts. “That said, being self-employed and building a business does take up a significant amount of my time. Even outside of typical work hours, I’m often handling phone calls, scheduling, or keeping up with continuing education to ensure we’re always offering the best service possible. The commitment is demanding but rewarding, and I balance it with quality family time whenever I can.” The family enjoys traveling together, exploring different scenery.

With its dedication to quality and client-centered service, 3-8 Real Estate Inspections is setting new standards for home inspections in West Texas. As Darian Bethune and his team continue to grow, they’re helping agents and buyers feel secure in their investments.

#### Advice for Agents

Invest in quality inspections to prevent surprises down the road and add credibility to the transaction. Detailed inspection reports covering potential

**“BY DELIVERING THOROUGH AND DETAILED INSPECTIONS, WE CAN IDENTIFY POTENTIAL ISSUES EARLY ON, ALLOWING CLIENTS TO MAKE INFORMED DECISIONS AND AVOID COSTLY REPAIRS DOWN THE ROAD.”**



issues and suggested remedies help clients navigate negotiations, protect their investments, and reach the best outcomes.

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**G**rant Roehm started his real estate career based on a Craigslist ad he saw recruiting folks “interested in real estate.” Although no one in his family has worked in the industry, he interned with a multifamily developer in Houston the summer before he got his real estate license and thought real estate was a career path worth exploring. He joined the student organization Real Estate Organization at the Rawls College of Business during his junior year and finished his finance degree with a concentration in commercial real estate. He also began working when he finished school in the summer and fall of 2018.

Keller Williams was the first and only brokerage Grant explored in Lubbock, and it was an immediate fit for him. “I was instantly drawn to the ‘live a life worth living’ mentality,” Grant notes. Because he didn’t know anyone in real estate, he says he wouldn’t be where he is today without the mentorship he’s received at his office from other agents, leadership, and clients. He thanks Greg Brown and Tara Newton for taking a chance on him. “Without them, there’s a good chance I would not be in real estate today,” Grant discloses.

Coming off one of the greatest bull markets in the history of investment real estate in the 21st century, many have built extraordinary wealth and careers during this time, but it has unfortunately left some groups in a bind. Grant and his team are well-equipped and experienced in helping their clients navigate these challenges. Their job as investment sales agents is ultimately a brokering niche, and they get helpful information promptly to those who need it most. He’s passionate about his team’s ability to break down complex issues into an easily digestible order of operations to serve clients better. Grant likens real estate to needing a complex and rare surgery, in which case, you will likely seek out a surgeon who comes highly recommended by peers and possesses the skills and confidence to operate. He’s passionate about proficiently performing real estate surgery for their clients. “We won’t let you bleed out on the table,” Grant exclaims.

At the time of writing this, Grant has the pleasure of representing a family selling a historic hotel in West Texas. He is hopeful that the deal, one of the most unique opportunities he’s had in real estate, will close in the next few months. The building is chock-full with history, from movie stars shooting blockbuster films in the lobby to rumors about Pancho Villa being an early patron. “Regardless of how this deal turns out, I’ve learned quite a lot along the journey, and I’m thankful for the opportunity,” Grant smiles.

Grant loves travelling around the world with his fiancée, Rebecca, when he isn’t serving his clients or meeting them at Neighborhood F+B or the Lakeridge golf course. Together, they have a dog, a cat, and a bunny. When not vacuuming their furniture, they love to travel the world and eat delicious food. Grant reports that he’s an avid home cook. One of his favorite pastimes is creating something for his fiancée to try. “I think most people I work with would be surprised by that,” Grant adds.

Grant reveals that most people would describe him as an optimistic realist, a strength that underscores his journey of launching into real estate from a Craigslist ad and joining clubs in college to decipher if the industry was right for him. “I want

# Grant Roehm

Keller Williams

STORY BY KAELEA PENA  
PHOTOS BY ROWDIE RICHARDSON,  
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“

I want to be remembered as someone who thought for himself and wasn't afraid to reach for the stars and inspire others to do the same.”



to be remembered as someone who thought for himself and wasn't afraid to reach for the stars and inspire others to do the same,” Grant remarks.

Though Grant wishes he had started real estate at the beginning of college, he is full steam ahead for his future in the industry. He'd like to continue getting more involved with the Center for Real Estate at Texas Tech and help students who were in his shoes.

“I'm grateful to go to work every day in an environment that encourages mentorship, dreaming big, and leading an extraordinary life,” Grant emphasizes. “When I speak with others who work in different workplaces, it becomes apparent that I have a unique working environment for the better, and for that, I'm extremely grateful.”

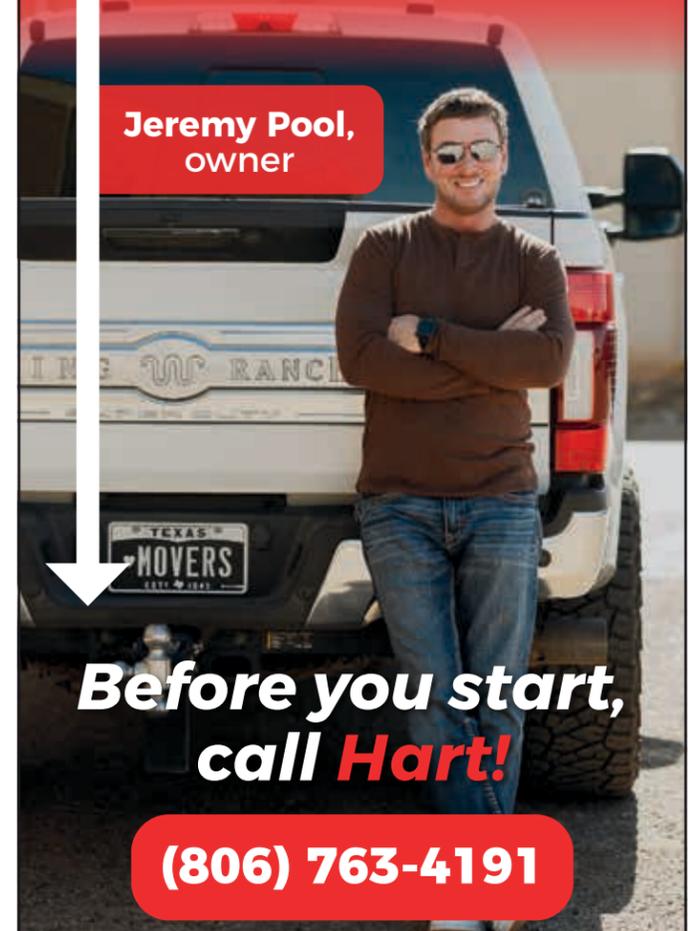


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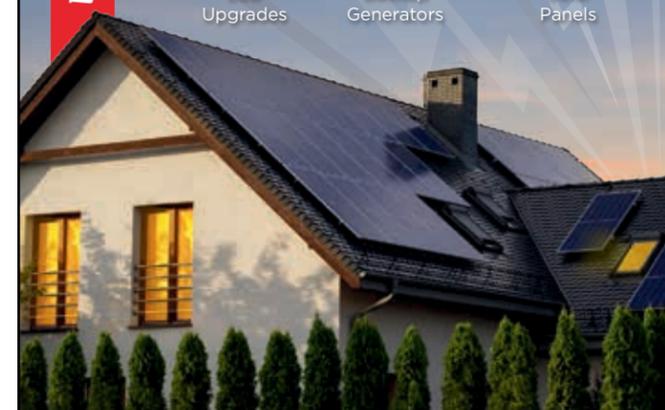
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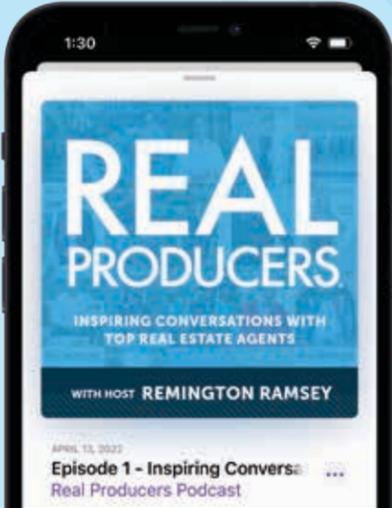


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# Celebrating Excellence: Lubbock Real Producers Red & Black Event and Toy Drive

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On Tuesday, November 19, Lubbock Real Producers came together to honor the best of the best at the Red & Black Event and Toy Drive. This special evening celebrated our incredible real estate community while giving back to those in need.

We extend our deepest gratitude to our Premium Gold sponsors, City Bank Mortgage and Hub City Title, and our Silver sponsors, South Plains Electric Coop and Plains Roofing. Your support made this event possible, and we couldn't celebrate our outstanding REALTORS® without you!

A huge thank you goes to Carpet Tech for coordinating our successful toy drive and helping to bring joy to local families this holiday season. We are also grateful to the West Texas Home Builders Association (WTHBA) and City Bank Event Center for hosting us in such a welcoming and vibrant space.

Thanks to the Lubbock Real Producers team and our photographers, DayDream Photographers LBK. And a special thank you to City Bank's Cindy Carver.

We're already looking forward to our 2025 events. Thank you to everyone who made this celebration unforgettable.



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# Change Brings Opportunity

Hello REALTORS®. I am Andrea Sturdivant, your 2025 Association President. As we stand on the threshold of an ever-evolving real estate landscape in 2025, it's clear that change has been the theme in recent months. From shifts in fundamental business practices that took effect in August of 2024 to the implementation of a long-awaited MLS conversion process in a few weeks, we, as professionals in our Association, are navigating a season of growth and reinvention. In the words of Greek philosopher Heraclitus, "The only constant in life is change." Embracing this truth allows us to move forward boldly and find opportunities to thrive.

### Embracing Industry Changes

Over the past year, our industry has faced seismic shifts. These changes present new business models and evolving buyer and seller experiences. However, the core values of our professional lives as REALTORS® remain the same: Real estate is more than transactions; it's about being involved in our communities, fostering connections, and helping the American dream take shape for our clients.

### Navigating Technological Innovations

The tools of our trade are also transforming rapidly. Artificial intelligence is now analyzing market trends with astonishing precision, virtual-reality tours are redefining how clients experience properties, and our new MLS platform will be integrated with statewide tax data and a more robust app with client connection. While adopting new systems may feel daunting, they empower us to deliver new and unique value to our clients in a variety of ways. Technology is a tool and will never replace the care, dedication, and transactional experience of YOU, the REALTOR®, the professional.

### Finding Strength in Our Community

Change can feel isolating, but it also brings people together. As a member of LAR, you are part of a vibrant, resilient community that shares knowledge, supports growth, and uplifts one another. Together, we can rise to meet our industry's current challenges and turn



BY 2025 LAR PRESIDENT ANDREA STURDIVANT

them into stepping stones. Lean into your network, attend training and educational events, and engage with your LAR peers. Remember, as Helen Keller said, "Alone we can do so little; together we can do so much."

### Looking Ahead With Optimism

As we move forward, let's view change as an opportunity rather than a threat. By staying agile, embracing innovation, and leaning into our shared values, we can shape a future where REALTORS® continue to thrive and make a profound impact on the lives of others. In the words of Winston Churchill, "To each, there comes in their lifetime a special moment when they are figuratively tapped on the shoulder and offered the chance to do a very special thing, unique to their talents and their calling." This is our moment. Together, we will navigate the winds of change and strengthen our commitment to professionalism and community.

Here's to seizing EVERY opportunity in 2025!

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