

Texas Realtors Midwinter Conference
February 6-11, 2025
Austin, Texas

As always, it is a joy to attend the Texas Realtors meetings. After a quick drive to Austin my schedule was immediately packed. Thursday afternoon we had a hat party and fundraiser for Women's Council of Realtors with our past state presidents, our current state officers and our National President Tammy Noll-Adams. While making a custom hat has been on my bucket list for years, I never expected it to be as much fun as it was. I completely suggest CCAR or TREPAC consider doing a hat party event. After a few hours of fun, we headed to a dinner to celebrate a legacy of leadership including our National President, Current officers and past Presidents. This was a uniquely special event as I got to spend some time with our National President Tammy. Tammy holds a special place in my heart because she was the "new kid" on the team when I served as National President. I take pride in seeing how much she has grown in leadership over the year and is proudly my president for 2025.

Friday began bright and early with the Leadership Development Advisory Committee Forum. This is my first year to serve on this committee so I found the Forum to be very engaging and informative. We spent most of the time doing roundtables in which we discussed the topics TRLP Alumni, the Texas Realtors Mentorship Program and other leadership development opportunities. The ideas were amazing and I highly recommend that CCAR pursue surveying leadership (Board members and Committees) to dispel the idea that you can't serve and make money in order to encourage new volunteers for the association. Another thing that would be great to explore is doing our own Leadership Fair to start laying the foundation for our future leaders of the association. In the afternoon we had our LDAC Committee meeting where I serve on the subcommittee TRLP Alumni. One of the best ideas was to create a leadership award to be presented at TRLP graduations to encourage more participation and truly make it an event that not only alumni want to attend but also future candidates. The afternoon rounded out with celebrating Travis Kessler's retirement and Mike Barnett's new position. While the joint session about leadership and vision was amazing, it was also a very emotional session to see Travis tear up. As someone that has personally been touched by Travis throughout my leadership journey, I hate to see him go but am so happy for him. #TrustTravis

Saturday began even earlier with the Women's Council Governing Board. I am rounding my final year on National Executive Committee as well as Vice Chair of National Credentialing Committee. I had to step out of the board meeting to interview for RVP for Region 4. I was unsuccessful and failed in getting the position for CCAR. 2025 is bittersweet. Over 20 years of service ends for me in all volunteer positions.

Sunday we had the Regional Caucus where each region briefly spoke about our online Regional Caucus meeting; however the more interesting part was hearing about how Texas Realtors is working to end subagency in a 3 tier process that would create transparency as well as staying in compliance with NAR requirements.

At the STARS event, Cindi Bulla was announced as Realtor of the Year.

Some bullet points from the Board of Directors meetings:

Budget and finance

- 150,746 realtors high for 2024
- 6.3 % decrease in members Jan 24 to 25 but expected to grow throughout the year

Govt affairs

- Realtor day at the Capitol March 26
- Subscribe to the recap email from Texas realtors to stay abreast of what is happening. Normally the emails are once a month but expect weekly during this legislative session

NAR updates

- Surrogates being the realtor voice in the media to tell facts and amplify our message.
- Sharing Facts.realtor for 1 page document
- 2024 over 5,000 meetings with legislators
- NAR advocacy scoop podcast
- Text wins to 30644 to get win updates

Trec updates

- Changes to paragraph 12
- License holder count is beginning to shift 23 and 24 leveling out but 25 seeing small declines
- Trec rolling out new database in Aug/sept so those with Aug Sept license renewals need to renew early
- May 5 Trec meeting in San Antonio

Texas realtors high estate research center

- Slight sales increase in 2024

2025 Texas Real Estate Forecast | Texas Real Estate Research Center

<https://trerc.tamu.edu/article/2025-texas-real-estate-forecast/>

Legal update

- Insurance workgroup
- Appraisal process workgroup
- Disaster relief workgroup
- Paragraph 12 flowchart on Texas realtors website and a 3 page how to and an article in the magazine this month
- “The Bill” which would allow for transparency, clarity and choices
 - Written agreement
 - Choices-allow for showing options vs representation

- Consumer clarity-remove subagency from law

TXR consumer awareness campaign

- Advertising campaign
- Bring it home campaign for first time home buyers to launch in March will include YouTube, targeted ads, streaming audio and Facebook/insta

Distinguished service award

- Robert wright-Austin Board

Travis recognize Jef Conn as the youngest chairman in history of Texas Realtors.

Thank you for the opportunity to serve.

Sylvia