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Texas REALTORS®

Winter Meeting Report

February 7-11, 2025 — Austin, TX



The Texas REALTORS® 2025 Winter Meeting took place in Austin from February 7th to 11th.

Over a thousand members gathered to connect with fellow REALTORS® from across Texas to discuss issues impacting our industry and share market insights. The conference also included business meetings, engaging speakers, and networking opportunities. Attendees heard about the latest industry trends to help them boost their success, and there were also fun events like the Opening Session, the STARs Reception, and TREPAC events.

Here are some of the key highlights:

- **Shelyna Tinglin won the 2024 Educator of the Year Award!!** She was lauded for her exceptional work, including her service on the Texas Real Estate Commission (TREC) Education Standards Advisory Committee and as the 2024 Chair of the CCAR Professional Development Committee.
- **Collin County Area REALTORS® was honored with the Mark Lehman Governmental Affairs Achievement Award!!** We were recognized for our outstanding performance in fundraising, grassroots efforts, and other governmental affairs initiatives.
- **Cindi Bulla** of the Amarillo Association of REALTORS® was named the **2024 Texas REALTOR® of the Year**. Bulla has been in the real estate industry since 1996 and has made significant contributions to the REALTOR® Association, the real estate industry, and her community.
- At the President and President-Elect break, Kevin Brown took questions and discussed initiatives and the focus of NAR. Feedback from Texas REALTORS® about NAR staff not being cooperative came up.
- REALTOR® Day at the Capital details were discussed.
 - Opening rally 10 am. Photo 10:20 ish
 - The meeting schedule and talking points aren't out yet.
 - Business professional attire. No TREPAC logos!
 - \$1000 local board stipend
- Lori Levy gave an insightful legal update:
 - We are working to add an Insurance Work Group
 - Also, adding an Appraisal task force
 - non-representation showing service is being discussed
 - Subagency is being removed from the statute
- TREC Meeting on Monday, 2/10 highlights:
 - The next traveling TREC meeting is May 5th, 2025, in San Antonio.

- This is Scott Kessner's last year as TREC Chairman.
- They heard 2 cases regarding licensing denial. The outcome - "If your law license is suspended, you will not receive a TR license. If you have 25 felony convictions in another state, you will not get a TR license." - Scott Kessner
- Definition of a legal holiday. How broad should the definition be?
- Average TREC call hold time 4m30s (2 minutes is the normal threshold)
- They received over 3,000 calls over the last 2 days of the month
- 13,866 calls in December
- 13k emails per month with a response time of one business day.
- Resolution time is 92 days for complaints/enforcement
- TREC's 75th anniversary was the most popular social media post.
- The Pickleball for TREPAC event raised over \$30k!
 - 1st Place - Kyle Paris and Aaron Mullens
 - 2nd Place - Jennifer and Todd Wauhob
 - 3rd Place - Ashley Gentry and Mike Acquisto

These are some of my favorite quotes from the conference.

- ★ We are stronger together than pulled apart. - Kevin Sears
- ★ The entity that is closest to the customer is the strongest. - Travis Kessler
- ★ It's about continuity and unity. - Travis
- ★ Prepare for iterative change. We're not done, and it's going to keep going. Be adaptable in the years and months ahead. - Justin Landon
- ★ If your voice isn't in the room, you won't enjoy being involved. - Leslie Rouda Smith
- ★ It's not about age. It's how you feel. - Bob Hale (when discussing YPN)
- ★ I used to be a prosecutor and put bad guys away, and this is much harder. - AE of the year, Gilbert Gonzalez

I'm incredibly grateful for the opportunity to have attended the 2025 Texas REALTORS® Winter Meeting in Austin. It was an incredibly valuable experience, filled with insightful sessions, fantastic networking opportunities, and a renewed sense of connection with the Texas REALTOR® community.



Kyle Paris
2025 President-Elect