

REALTORS TODAY

-NEWSLETTER-



Office Hours
Mon – Fri
8-4:30
Open during lunch
hours

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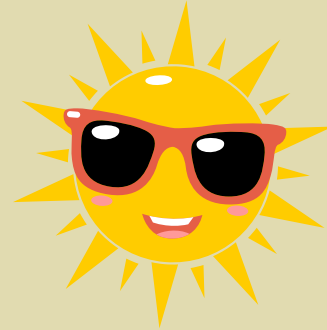
2023 Gold Level Affiliate
www.arvest.com

arvest.com/homeloan  **ARVEST BANK**

Member FDIC  Equal Housing Lender Loans subject to credit approval.

Calendar of Events

- August 9: Governing Docs Task Force Meeting 1:00-3:00
- Membership Engagement Committee Meeting 10:00
- Community Relations Committee Meeting 11:00
- August 10: Finance Committee Meeting 10:00
- MLS Committee Meeting 11:00
- Program Committee Meeting 1:30
- August 15: Muffins & MREC Class 10:00
- August 23: Legal Line CE Classes
Understanding the Residential Real Estate Transaction from Contract to Close 9:00-12:00
- Best of Legal Line 1:00-4:00
- August 24: BOD Meeting 9:00



2023 Gold Level Affiliate



**Central Bank
of the Ozarks**

For Great Online CE and Monthly Promotions Visit:
<http://theogar.theceshop.com/>



BIRTHDAYS

August

September

1
Gary Greene
Kim Minor
Robert Gaul

2
Maria Sanchez
Dana Sisk
Richard Chambers

5
Eric Hill
Nick Williams

6
Gil Stevens
Ron Dunaway
Heather Poage

7
Connie Bell
Gary McVay
Melynn Rhea

8
Dave Bird

9
Heather Davis
Janelle Dunaway
Tony Willis
Andrea Malcolm
Mackenzie Moore

10
Melissa Annis
Mary Beth Williams
Kalan Hubbard
Larry Doty

11
Don Goetz
Brad Totman

12
Richard Webb
Anthony Miller
Andrea Conner

13
Dusty Bell
Regina Lehmann

14
Yvonne Raczkowski
Ashley Pryer

15
Danny Ross

16
Janice Dunn
Belinda Vaness

17
Michelle Clemons
Mechelle Lawson

18
Terry Osborne
Adam Underation

19
Jack Walling
Sam Wingo

20
Luke Gibson
Melody Lowery
Tiffany DeBusk
Carrie Martin
Julie Martinez Smith
Cristobal Villa-Gaucin
Nova Fancher

21
Allyn Burt
Daryl Rhodes
Kylin Garvin
JaNell Simpson

22
Karen Nagurne
Rita Glenn
Rachel Moffett

23
Lori Layne
Chris Williams

24
Carol Ferguson
Stephanie Willis
Yeng Yang
Kasey Cowger

25
Carol Meyer

26
Mark Adams
Kim Turner
Lynn Guerra
Christie Morris

27
Jordan Dhooghe
Boone Hardy
Stefan Bunch
Stephanie Colbert
Lance Packard

28
Vanessa Rogers
Sophia McClarnon

29
Hugo Avendano

30
Judy Lowe
Patti Kassab

31
Jessica Dearnley
Shelbi Widener
Thomas Staples

1
Gay Lynne Dawson
Cathy Forson
Danielle Calvin
Audra George
Jonathan Meador

2
Jim Hunter

3
Jo Kleinsorge

4
Lori Salchow
Melody Morgan

5
Laura Webb
Jordyn Kirby

6
Bruce Anderson
Kyle Allen
Bethany Newsom
Katelyn Ferdig

7
Nicholas Sanders
Connor McGehee

8
Nick Gratton
Robert Craft
Mauricio Reyes-Gonzalez

9
Spencer Aggus
Jay Gibby

10
John Hyman
Chuck Kitchen
L. Dee Murdock
Will Seagraves

11
James Carlile
Kirk Friesen
Jill Childs
Gracie Heckart
Krista Porter
Ryan Litwin
Elizabeth Riggins

13
Christopher Coberley

14
Julie Wendt
Kelsey Warren
Shannon Frieling
Cynthia Mallinak
Ronda Hickey
Heidi Williams
Shawn Parise

15
DJ Driskill
Taylah Cope
Sydni Cornman

16
Melissa Cleaveland
Elizabeth Johanson
Bob Lasswell

17
Eden Teer
Mark Lee
Matthew Neel
Dakota Maxon

18
Deborah French
Ryan Thompson
Richard Jones
Blake Fisher
JJ Ortiz
Jana Jeffery

19
Kenny Rowe
Angela Vogel

20
Taylor Means
Michelle Landry

21
Fred Landreth
Jenny Hocker
Jonathan Lundy
Jeremy Mohney
Lex Cook

22
Mark Wolfe
Ramona Lannon
Jon Stephens
Randi Offutt

24
Greg West

25
Matthew Shear

26
Jeremy Ritchie

27
Melanie Epperson
Audrey McAuliff
Josh Bard
Elsa Lopez

28
Karen Wright
Beth Wright
Jessica Roth
Teresa Viguera
Arlene Richardson

29
Bobby Severn
Melissa Elliott

30
Diana Smith
Linda Richmond
Lisa Fletcher
Jennifer Jason
Jeff Sterling
Stormie Riggs

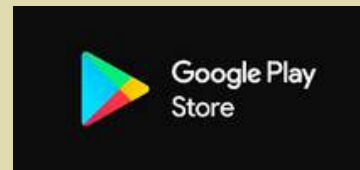
Happy
Birthday

App of the Month

Compliments of the OGAR Technology and Education Committee



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2023 Gold Level Affiliate 

2023 Platinum Level Affiliate
www.wacotitle.com



wacotitle.com

2023 MR STATE DIRECTORS

Jessica Hubbard
Donny Allen
Kalan Hubbard
Forrest Stodghill
Melissa Annis
Debbie Barlos
Crystal Pierson
Brandi Haddock
Jennifer Reaves
Kim Cox

2023 OGAR LEADERSHIP

Jessica Hubbard, President
Courtney Denney, President Elect
Kandice Yaple, Vice President
Jeremy Ritchie, Treasurer
Chris Nickle, Past President
Michael Wicklund-3 Year Director
Steve Johnson-2 Year Director
Judy Lowe-1 Year Director
Kalan Hubbard-1 Year Director
Heather Owens-1 Year Director
Audrey Sneed-MLS Chair/1 Year

OGAR STAFF

Kim Cox, Association Executive/CEO
Stephanie Burkhart, Director of Operations
Diane Newman, Director of Membership
Leia Anderson, MLS & Education Director
Cassia Ferrell, Member Services Coordinator

Newmie's Newbie Blog

NAR Emails and Newsletters

NAR offers email newsletters to its members and associations, keeping you informed on the most important real estate business news and business specialty updates.

Sign Up: <https://www.nar.realtor/email>

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Joplin, MO 64804
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www.mtc.llc



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SALE

Agents on the Move

Drops

Diane Phipps
Keller Williams

Rhonda Kelly
Real Broker, LLC

Danielle Gooder
USA Mortgage

Alisha Stirewalt
Smith Midwest

Mitchell Gilstrap
Living the Dream, Inc.

Tamara Hume
RealPro Columbus

Sean Murphy
Century 21 Properties Unlimited

John Tiffany
Keller Williams

New Offices

Ferstl Valuation Services
DR is Mark Daven

Transfers

Katelyn Ferdig
to Keller Williams

Brenda Murray
to Pro 100 Joplin

New Members

Jana Jeffery
Real Broker, LLC

Shawn Parise
Real Broker, LLC

Zach King
Keller Williams

Mark Daven
Ferstl Valuation Services

Susan Halfacre
EXP Realty, LLC

Jessica Mustain
Keller Williams Market Pro
Realty

Andres Deleon
Century 21 Properties
Unlimited

Sam Wingo
Charles Burt Joplin

Dylan Mills
Realty One Group Ovation

Ashlee Ricks
ReeceNichols Sunflower Joplin

New MLS Only Offices

None

New MLS Only Members

None

New Appraisers

None

New Affiliates

Drew Beaty
Cronkhite Homes

Kelsey Sneed
Cronkhite Homes

Darin Morehead
Morehead Inspections

Chelsey Bureson
Home Inspectations

Mackenzie Moore
Home Inspectations

www.smbonline.com
2023 Platinum Level Affiliate



2023 Silver Level Affiliate
www.jomomoving.com

Board of Directors Minutes

Ozark Gateway Assoc of REALTORS®, a Regional MLS Board of Directors Minutes

Thursday, July 27th, 2023, at 9:00 am

Present: Courtney Denney, Kandace Yapple, Chris Nickle, Judy Lowe, Steve Johnson, Michael Wicklund, Heather Owens and Audrey Sneed.

Staff Present: Kim Cox and Diane Newman

Roll call was taken from attendance in the room by the Association Executive.

The Executive Committee was invited to stay and review quarterly financial reports.

President called meeting to order.

Motion made to approve the July meeting agenda as emailed.

Motion made to approve minutes from the June BOD meeting.

Motions/Recommendations brought forward by committees/AE/BOD/members:

1. Recommendation by the Finance Committee. Motion made and approved to approve the financials for June and the Year-To-Date for 2023.
2. Recommendation by the MLS Committee. Motion made and approved to add a searchable field under the "New Construction" tab, that will have a "Yes" or "No" option. If "YES" is selected the following options will be available: "Move-In Ready"; "In Process" (and a fillable box will be available for a completion date); and "Begins Upon Contract" (with a fillable box for comments). All these dates will be estimates.
3. Recommendation brought forward by the Membership Engagement Committee regarding Facebook page and rules was not discussed and tabled until the August meeting.
4. Recommendation by the Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below:
New Agents: Mauricio Reyes-Gonzalez – Keller Williams Tatyana Jones – Keller Williams Viktoriya Reynolds – Joplin Area Real Estate Gregory Adam Underation – Keller Williams Linda Madison Hayes – Charles Burt Joplin Jace Opel – Next Home SOMO Life Shawn Parise – Real Broker, LLC Larry Doty – EXP Realty (Secondary) Charles Tanner – HB Real Estate (Secondary) Larani Thexton – Keller Williams (Secondary) New Offices: HB Real Estate Services, Inc. – DR is Charles Tanner Affiliates: Gershman Mortgage – Nicole Hopper All Points Inspection – Cory Heinz Apex Title Closing Services – Belinda Hurley, Jen Ervin and Jill Bolain Elite Inspectors – Christopher Blake Butler

Committees that met with no Recommendations/Motions:

1. Community Relations Committee
2. Program and Events Committee
3. Technology and Teaching Committee – No quorum
4. Leadership Development Committee – BOD made a Motion to ratify the 2 slates presented for either the 11- or 13-member Board of Directors. A vote will be going out to the membership to vote on in August.

Board of Directors Minutes

President's Report – Jessica Hubbard None

Association Executive Report – Kim Cox

1. Gave update on forced password change and it was successful. The staff is keeping track with the Gumshoe report and most of the issues are assistants that should be super-using, so we are educating the members. The MLS Committee is going to monitor this for the remainder of the year and provide an update back to the BOD at the end.
2. Gave update on the bathroom and kitchen remodel quotes. We called 3 construction companies and only one came to look at and quote, still need two more. The staff is going to reach out to Sprouls Construction, who built the new OGAR building, to get a quote. BOD discussed and would like the structure to remain as it is and just update the cabinetry, fixtures, etc. They do not want the newly painted cabinets in the conference center to be removed.
3. Discussed the roof evaluations for both the office and the conf center. Motion was made to complete the suggested repairs by Superior Roofing totaling \$225.
4. BOD member brought forward a request for a Tee Box Sponsor for FCA (Fellowship of Christian Athletes) of \$250 and BOD is not going to do this at this time but would like to see what other sponsorship opportunities there are for this organization for the remainder of the year.
5. Updated the BOD on membership growth numbers.
6. Gave legal update regarding IDX feed and this discussion will be tabled until the August meeting.

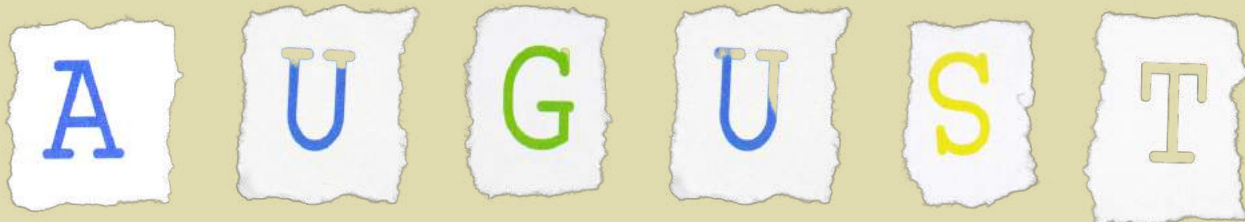
Recurring business – Reported by Association Executive (Kim Cox):

1. Accounts past due presented; 23 agents, 3 companies, 1 affiliate.
2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (8): 2 - No photo; 3 - Status Updates needed, 2 - Sentrilock serial numbers missing; 1 – No room dimensions

New Business: None

All the above motions passed with majority vote.

Meeting adjourned.



MLS Statistics

May RESIDENTIAL SALES TRENDS Figures are taken from a comprehensive report compiled monthly By the MLS Service of the Ozark Gateway Association of REALTORS®, Inc.

Number of Units SOLD

Number of Units FINANCED

Year	Total	1-2 Bed	3 Bed	4+ Bed	Conv.	FHA	VA	Cash	Own	Lease Purch	RD	Other
2018	3091	612	1716	759	1378	390	149	755	13	157	208	31
2019	3281	628	1867	779	1393	445	170	765	14	243	228	22
2020	3497	620	2042	870	1497	557	193	702	9	231	311	35
2021	3965	763	2189	1013	1797	554	225	997	5	116	243	28
JUNE 2022	388	64	224	100	168	71	20	102	0	14	11	3
JUNE 2023	314	62	180	72	125	54	16	80	0	22	11	5

Total Number of Active & Pending Listings: 958

1-30 Days: 54 31-60 Days: 130 61-90 Days: 67 91-120 Days: 26 120+ days: 37

Total Units Sold: 314 Avg. DOM: 70

Avg. Sold Price: \$211,551 Median Sold Price: \$179,100

Absorption Rate: 2.2 months

Summary Statistics	JUNE-23	JUNE-22	% Chg.	2023 YTD	2022 YTD	% Chg.
Absorption Rate	2.2	1.81	21.55	1.98	1.4	41.43
Average List Price	\$298,539	\$253,349	17.84	\$214,807	\$221,900	8.97
Median List Price	\$239,000	\$192,552	24.12	\$199,900	\$185,000	8.05
Average Sale Price	\$211,551	\$211,887	-0.16	\$197,130	\$198,453	-0.67
Median Sale Price	\$179,100	\$189,000	-5.24	\$176,000	\$175,000	0.57
Average DOM	70	63	11.11	76	72	5.56
Median DOM	54	51	5.88	55	52	5.77



MARKET STATISTICS

June 2023

Prepared July 17, 2023

Number of Listings	February-23	March-23	April-23	May-23	June-23	June-23 Pending
Number of Listings from Reporting MLS's	7,304	7,523	7,386	7,961	8,877	44%

Year-to-date Figures	June-20	June-21	June-22	June-23	2023 YTD vs 2022 TD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	36,723	43,789	41,608	39,528	-5.0%	-9.7%	7.6%
Median Residential Property Selling Price-YTD	176,000	210,000	236,300	245,130	3.7%	16.7%	39.3%

Monthly Detail Comparison	June-21	June-22	May-23	June-23	June vs May	June '23 vs June '22	June '23 vs June '21
Number of Homes Sold	9,925	8,761	6,836	7,509	9.8%	-14.3%	-24.3%
Number of Days on Market	23	22	35	31	-11.4%	40.9%	34.8%
Average Selling Price	\$273,837	\$306,973	\$299,406	\$317,627	6.1%	3.5%	16.0%
Median Selling Price	\$227,250	\$260,750	\$255,000	\$261,000	2.4%	0.1%	14.9%
Monthly Dollar Volume	\$2,717,830,339	\$2,689,392,620	\$2,046,742,333	\$2,385,063,487	16.5%	-11.3%	-12.2%

Quarterly Comparison	2nd Qtr 2021	2nd Qtr 2022	1st Qtr 2023	2nd Qtr 2023	2nd Qtr '23 vs 1st Qtr '23	2nd Qtr '23 vs 2nd Qtr '22	2nd Qtr '23 vs 2nd Qtr '21
Number of Homes Sold	25,955	24,077	13,952	19,986	43.2%	-17.0%	-23.0%
Number of Days on Market	28	25	47	36	-23.4%	46.3%	28.6%
Average Selling Price	\$263,270	\$294,083	\$268,411	\$302,139	12.6%	2.7%	14.8%
Median Selling Price	\$220,000	\$249,000	\$225,000	\$255,000	13.3%	2.4%	15.9%
Quarterly Dollar Volume	\$6,854,903,759	\$7,099,505,449	\$3,759,540,134	\$6,064,223,279	61.3%	-14.6%	-11.5%

The statewide information in this report is furnished by participating Local Boards, Associations and Multiple Listing Services.
This information does not reflect all real estate activity in Missouri.

MR Membership	June-21	June-22	May-23	June-23	June vs May	June '23 vs June '22	June '23 vs June '21
Number of REALTORS®	24,874	25,911	25,738	25,841	0.4%	-0.3%	3.9%

MARKET STATISTICS
JUNE 2023

7,509
RESIDENTIAL
PROPERTIES SOLD
-14.3% vs. June 2022

↓

31
AVERAGE DAYS
ON MARKET
June 2022: 22

↑

\$261,000
MEDIAN SALE
PRICE
+0.1% vs. June 2022

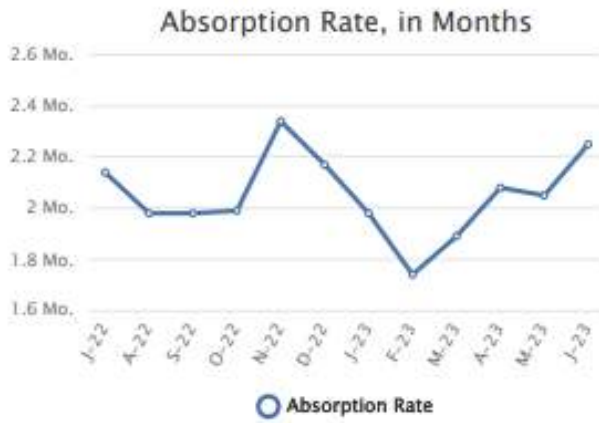
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\$2.3 BILLION
TOTAL DOLLAR
VOLUME
-11.3% vs. June 2022

↓

Market Summary

Residential, June 2023



Ozark Gateway Association of REALTORS®

Designated REALTOR® 49
 Designated Secondary REALTOR® 43
 MLS Only Designated REALTOR® 19
 REALTOR® 547
 Secondary REALTOR® 70
 MLS Only REALTOR® 55
 Salesperson 10
 Designated Appraiser 32

Designated Secondary Appraiser 12
 Associate Appraiser 5
 Associate Secondary Appraiser 2
 MLS Only Designated Appraiser 19
 Designated Affiliate 59
 Affiliate 59

Total Board/MLS 864
Total Board with Affiliates 982

Congratulations to Kyle Lewis for being selected for the upcoming Missouri Realtors Leadership Academy!

Leadership Academy
Missouri REALTORS®

Class of 2024

 Rachel Barnett <i>Tri Lakes</i>		 Kimberly Turner <i>St. Louis</i>		
 Tammy Campbell <i>St. Charles</i>	 Cameron Cotten <i>Jefferson City</i>	 Jessica Nilges <i>Heart of Missouri</i>	 Laura Simmons <i>Bagnell Dam</i>	 Debbie Weber <i>St. Louis</i>
 Jen Colvin <i>Jefferson City</i>	 Kyle Lewis <i>Ozark Gateway</i>	 Sonya Sewald <i>Franklin County</i>	 Tami Smith <i>Greater Springfield</i>	 Jackie Wolverton <i>St. Charles</i>

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2023 Gold Level Affiliate



Technology Bytes

How to Avoid Wrong Number Text Scams by Burton Kelso, Tech Expert

If you own a mobile phone, it's likely you've received a random text from someone who meant to send it to someone else. In recent months, more and more of you are reporting that you've received a mysterious text from someone who sent it to the wrong number. I have even received text messages from people asking "Hi! are you ready for piano lessons tonight", and "Hi, this is Wendy. Why are you in my address book?" Those random, odd text messages that are appearing on your smartphone are actually from cyber crooks who are looking to dupe you with another cybercrime scheme called the 'Wrong Number Scams.' Here's what you need to know:

When you receive a wrong number text message you would typically delete it especially if the text centered around something you didn't know about. Cybercriminals are constantly thinking of new ways to get you to interact with them so they can employ socially engineered attacks against you. This means they attempt to contact you in methods that will make you curious enough to respond to the messages that appear on your phone. They try tactics such as acting like they are trying to look for a merchant selling goods or services. They will attempt to send texts that make you think you're talking to a long-lost friend. The point is for them to get you to interact with a text and start a process that will allow you to gain trust with the criminals. What is worse is that the emergence of AI allows cyber thieves to craft messages without normal grammatical messages. Once they interact with you they can use voice cloning and deep fake scams to masks.

Crooks are hoping what started off as an innocent mistake by the initial text they sent you is actually the start of the long game of conning you out of your money. Some of these text scams can go on over a period of weeks, or even a month, where the scammer will attempt to develop a relationship with you. If you're thinking of another romance scam not always. Sometimes they can work towards a platonic friendship or a mentor relationship with you. Once they make a connection with you, then the conversation turns into tricking you into investing in cryptocurrency, or any other money scheme.

Continued on Page 13

Technology Bytes

How to Avoid Wrong Number Text Scams by Burton Kelso, Tech Expert

How can you keep yourself safe? It goes without saying in today's digital world, you shouldn't respond to unknown text messages, but it takes more than that to stay safe from crafty crooks who are after your money. Here are some tips you should follow:

- **Avoid texts from people you don't know.** If you get a text from a stranger, the safest thing to do is simply ignore it and don't reply. If you respond to a crook briefly, they'll mark down your phone number as active, which could lead to your receiving even more texts from scammers.
- **Stop sharing your smartphone number.** Your smartphone number should only be shared with family and close friends. Even if you run a business, you need to get out of the practice of sharing your mobile number. Instead, as an individual use a Google Voice or Whatsapp number as your public number. For businesses, consider Vonage or Ring Central instead.
- **Don't click on links in text messages.** If you click on links in the message you could download a virus to your phone.
- **Block suspicious numbers.** When texts arrive to your phone that you think might be from scammers, block the numbers to prevent them from being used to contact you again.
- **Guard your personal information.** Be careful with disclosing your full name, your home address, your Social Security number, credit card and banking information, and other personal details. Make darn sure you aren't sharing these details with someone you met over texting.



Tour of Homes

2023 Schedule

August

1st: NE
8th: NW
15th: S
22nd: NE
29th: NW

September

5th: S
12th: NE
19th: NW
26th: S

October

3rd: NE
10th: NW
17th: S
24th: NE
31st: NW

November

7th: S
14th: NE
21st: NW
28th: S

December

5th: NE
12th: NW
19th: S
26th: NE



**Ozark Gateway
Association of
REALTORS®**

**NW — N of 7th & W of Main (CJ)
S — Everything S of 7th
NE — N of 7th & E of Main (WC)**