# REALTORS TODAY

Newsletter





#### **OGAR Office Hours**

Mon-Fri 8:00-4:30 Open During Lunch Hours

# REALTOR®

#### **OGAR Staff**

Kim Cox, Association
Executive/CEO
Diane Newman,
Membership & MLS
Director
Michelle Delaney,
Accounting & Education
Director
Jane Winnett, Member
Services Coordinator

July 2025

Issue 7 of 12

#### Inside this Issue

Page 2: Birthdays

Page 3: App of the Month/ OGAR Leadership

Page 4: Newmie's Newbie Blog/ Board Store Special

Pages 5: Agents on the Move

Pages 6-9: Board of Directors Mtg. Minutes

Page 10-11: Education

Page 12-15: MLS Statistics

Pages 16: Affiliate Blog

Page 17: OGAR Family Fun Day

Page 18: All-Member Luncheon

Page 19: Local Leadership Academy

Page 20: Tour of Homes Schedule

#### Calendar of Events

July 2: RPAC Committee Mtg. - 2:00

July 4: OGAR Office Closed to observe Independence Day

July 9: Membership & Public Engagement Committee Mtg. - 10:00

July 10: Finance Committee Mtg. - 10:00 MLS Committee Mtg. - 11:00 Program Committee Mtg. - 1:30

July 17: Technology & Education Committee Mtg. - 10:00 Leadership Development Zoom Mtg. - 11:00

July 23: Manufactured Homes Panel at OGAR - 10:00

July 24: Board of Directors Mtg. - 9:00



2025 Bronze Level Affiliate

# Birthdays

July

Tammy Trimble Missy Snodgrass Bridgette Farley Mătt Stokes Jay Triplett Amy Sallee Sam Evans Warren Johnson Bill Punch Emma Bushnell Joel Hinckley Leevi Babb Scott Stevens Ray Goepfert Natasha Higdon Ragan Gullett 20 Benji Fox Robert Dodson Elisa Bittner Jeanne Fenske 21 Nancy Walters Jennifer Harvey Creighton Olson Bobbi Hylton Kelly Smith Steve Friédman Donńa Strup Amber Green Cheryl Efird Jeff Wary Angie Crawford Jennifer Reaves Deborah Gould Mărk Godinez Brittanii Lehman Rashcle Hubbard Amanda Hurn Mizone Vue Chandler Roberts Sam Hickey 23 Sandy Atnip Jamés Dray Heather Duncan Jennifer Bakken 25 Debbie Garrett Jesse Bruce Laura Triplett Kraig Beyersdorfer Ryan\_Flanagan Clint Cooper Tim Breedlove 26 Sara Fink Heather Plouffe Amanda Wells David Glenn Bert Kellum Summer George Thomas O'Leary Kameika Kelso Julie Vaughn Stephanie Brust Randall Johnson Allen Schmidt Joe Riley Silas Belcher Jamie Strickland Rio Parker Kanda Cornell Nick Miller 30 Summer Haste Dee Kassab Shannon Neill Todd Keeling Corey Adams

Luke Beaty

James Liké

Andrea Stevens

August 17 Michelle Clemons Gary Greene Kim Minor Mechelle Lawson Robert Gaul 18 Courtney King Terry Osborne Maria Sanchez Richard Chambers Sam Wingo 20 5 Luke Gibson Eric Hill Nick Williams Melody Lowery Tiffany DeBusk Carrie Martin Amy Ringsdorf Julie Martinez Smith Cristobal Villa-Gaucin Gil Stevens Ron Dunaway Allyn Burt Daryl Rhodes Connie Bell Kylín Garvin Gary McVay Melynn Rhe'a Adam Escoto Karen Nagurne Rachel Möffett 8 Dave Bird 23 Jennifer Siebert Lori Layne Chris Williams Rejeanna Williams **Heather Davis** Carol Ferguson Stephanie Willis Janelle Dunaway Tony Willis Andrea Malcolm Melissa Sharples 26 10 Mark Adams Melissa Annis Mary Beth Williams Kim Turner Lynnd Guerra Kálan Hubbard Mark Barrett Larry Doty Ashley Jacobs Jordan Dhooghe Boone Hardy Don Goetz Stefan Bunch Brad Totman Stephanie Colbert Lånce Packard Stephanie Farstvedt 28 Andrea Conner Vanessa Rogers Anthony Miller Sophia McClărnon Taunya Lesley Steven McWilliams Dusty Bell Rita Womack-Cummings Regina Lehmann Jessica Long Tera Dover Lisa Reed

Yvonne Raczkowski Ashley Pryer Victor Hérnández Jill Trento

Danny Ross

16 Janice Dunn

30 Judy Lowe Patti Kassab Clorissa Fauvergue

Thomas Staples Shelbi Widener

# App of the Month







The Commitment to Excellence (C2EX) program

A member's Commitment to Excellence is a continual practice, and a lifelong commitment to superior professionalism and providing first-rate customer service. The C2EX program aims to sharpen, expand, and engage industry skills while helping REALTORS® to track their growth and progress. The app takes each REALTOR® through a learning and behavior-change process which culminates in a C2EX Endorsement to be renewed every three years. C2EX is intended to:

- Improve the quality and consistency of the service of REALTORS®
  - Improve the reputation of REALTORS® in the public eye
  - Encourage engagement "beyond the sale" by showcasing the value of assisting other REALTORS® and becoming involved in advocacy
    - Continuously engage the REALTOR® in the process of selfimprovement without disruption to the REALTOR®'S life

# OGAR 2025 Leadership

2025 OGAR LEADERSHIP
Kandace DeShields, President
Jeremy Ritchie, President-Elect
Amy Hunt, Vice President
Hunter Perry, Treasurer
Courtney Denney, Past President
Lori Salchow, 1 Year Director
Forrest Stodghill, 3 Year Director
Steve Johnson, 2 Year Director
Heather Owens, 2 Year Director
Kyle Lewis, 3 Year Director
Sheri Sztamenits, 1 Year
Laura Webb, MLS Chair/1 Year

Xandace DeShields
Courtney Denney
Kalan Hubbard
Forrest Stodghill
Melissa Annis
Debbie Barlos
Brandi Haddock
Jennifer Reaves
Crystal Pierson
Jessica Hubbard
Donny Allen
Kim Cox
Andy Beasley
Dena Loder-Hurley

# Newmie's Newbie Blog

# Consumer Guide: REALTORS®' Duty to Put Client Interests Above Their Own



When you work with an agent who is a REALTOR®, your best interests come first. Bound by a Code of Ethics, REALTORS® prioritize your needs over their own. Learn more about their commitment to you.

#NARFacts

Learn more: <a href="https://www.nar.realtor/the-facts/consumer-guide-realtors-duty-to-put-client-interests-above-their-own">https://www.nar.realtor/the-facts/consumer-guide-realtors-duty-to-put-client-interests-above-their-own</a>

# **Board Store Special**





newamerican

FUNDING

2025 Platinum Level Affiliate

# Agents on the Move

#### **Drops:**

Sean Brogan Power Sync Solar, LLC

William "Randy" Harbin Century 21 Heartfelt Homes

Teoda "Tee" Walker Keller Williams Elevate

#### **Transfers:**

Jacque Haik-Hagale to Greater Springfield Realty, LLC

> Jennifer Harvey to Pro 100 Joplin

> Tim Hopper to Pro 100 Joplin

#### **New Appraisers:**

Clint Cooper Landmark Appraisals of the Ozarks

#### **New Agents:**

James Bolin Greater Springfield Realty, LLC

> Nicole "Nikki" Brecheen Reece Nichols Neosho

Andie Joseph Charles Burt Joplin

Nikki Burton Jones Heritage Realtors

Steven "Steve" Weathers Realty One Group Ovation

#### New Agents:

Lily Moore Pro 100

Lisa Reed A-List Properties Prmier, LLC

> Nathan Miller Charles Burt Joplin

Jaxson "JB" Beshears Keller Williams Elevate

Isaiah Bussey Keller Williams Elevate

Bryan Emmert Reece Nichols Neosho

Jill Trento Realty One Group Ovation

#### New Agents:

Timothy "Tim" Weems Pro X Realty, LLC

Kimberly "Kim" Henderson Charles Burt Joplin

#### **New Offices:**

Greater Springfield Realty, LLC DR is James Bolin

Landmark Appraisals of the Ozarks DA is Clint Cooper

#### **New Affiliates:**

John Blankenship Dry Master Carpet Cleaner

2025 Bronze Level Affiliate



# 2025 Bronze Level Affiliate

#### Renovations Simplified

#### How it Works

- Tell Us About
   Your Home
- Tour & Estimate
- Renovate Today, Pay Later
- Expert Design, Streamlined
- Project Launch



Chat with Rejeanna & Jack (417) 538-3100 rejeanna@renovationsells.com

RENOVATIONSELLS.COM

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

Thursday, June 26th, 2025, at 9:00 a.m.

Present: Kandace DeShields, Jeremy Ritchie, Amy Hunt, Hunter Perry, Courtney Denney, Steve Johnson, Forrest Stodghill, Heather Owens, Lori Salchow, Sheri Sztamenits and Laura Webb.

Staff Present: Kim Cox and Diane Newman

Roll call was taken from attendance in the room by AE assistant. President called meeting to order.

Motion made to approve the June meeting agenda as emailed. Motion made to approve minutes from the May BOD meeting as emailed.

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

- Motion made/approved to approve financials for May and Year-to-Date for 2025.
- Motion made/approved on main photo rule with no frames, borders, colors or collages MLS Rule 2.11 to make it applicable to residential AND Multi-Family, Farms and Rentals.
- Motion made/approved to add listing agent's name/team name to the list of shall not include broker's address, email address, website address, or phone numbers to MLS Rule 2.29.
- Motion made/approved to donate \$200 to the Empowered Souls annual movie night in July for all local educators.
- Motion made/approved to add a required "Number of Baths" field to Multi-Family listings.





- Motion made/approved to donate an item up to \$100 for the MR Fall Business Conference RPAC auction.
- Motion made/approved to have Laura Webb step into the role of Vice-Chair of the Strategic Planning Committee due to the vacant position left by Travis Trueblood, who moved to Indiana.
- Motion made/approved to send out the completed 2024-2026 (3-year) Strat Plan to the membership in the following ways:
  - o Post a link to it on the MLS home screen.
  - Post a link to it on the OGAR website.
  - Add a copy to the new member packets.
  - Do a "drip campaign" ad of the 11 sections on our private FB page (one section per month).
  - o Add it to the (Jotform) committee sign-up sheet that goes out in September.
- Motion made/approved to add some addition verbiage to the current bylaws that
  will go for a vote of the membership in September. Section 18.9 Strategic Planning
  to now read "The Chair is appointed by the President. The President Elect
  appoints the Vice Chair. The Vice Chair does not automatically move up the
  following year. The Chair appoints a minimum of 3 Realtor members at large who
  are currently Chairs or Vice Chairs of an OGAR committee, plus the President,
  MLS Chair, MLS Vice Chair, Treasurer, and the Immediate Past President.

Standing monthly motion for conditional memberships: On behalf of the Membership Engagement Committee

New Agents/Offices:

Jean "Jeanne" Fenske – Reece Nichols Neosho (Secondary) Melissa Sharples – RealPro Carthage





2025 Silver Level Affiliate www.jomomoving.com

James Bolin – Greater Springfield Realty (DR) (Secondary) Sophia Carranco – Charles Burt Joplin

Howard "Steve" Williams – Reece Nichols Sunflower Joplin Luke Aggus – Realty Executives Tri-States

Ana Luz Arredondo Arguelles – Charles Burt Joplin Grace Box – Pro 100 Joplin Steven "Steve" Weathers – Realty One Group Ovation Andie Joseph – Charles Burt Joplin

Clint Cooper – Landmark Appraisals of the Ozarks (DA)(Secondary) Lily Moore – Pro 100 Joplin

New Affiliates:

Hightime Home Inspections – John Jones Keaton Conrad – Nook and Kranny Home Inspections

Committees that met with no Motions/Recommendations: None

President's Report - Kandace DeShields

- Inclusion Task Force Met immediately following this BOD meeting. Minutes to be presented next month.
- Auction Task Force Reviewed minutes from the last meeting, discussion held, a
  vote was taken by the BOD members that auction listings will remain excluded
  from the MLS. Laura Webb to type up a notice for the staff to send to the members.
  Thank you to the members of this group for their 6 months of research and
  meetings.
- June All Member lunch had 101 members attend. We raised \$2,325 for SHINE in about 20 minutes!

Association Executive's Report - Kim Cox

- Accounts past due update presented. 13 Agents/ 12 Companies / 1 Affiliate(s)/0
- Violations update. Clear Co-op: 0; Other violations: 4. Violation breakdown; 1 No Photo; 1 - Status updates:



2902 Arizona Joplin, MO 64804 417-623-1910 www.mtc.llc

Meridian Title Company

2025 Platinum Level Affiliate

- 1 Sentrilock # Missing; 1 No room dimensions.
- Gave Capitol update from NAR Midyear meeting. No dues increase for 2026.
- Attended MR Strat Plan meeting and OGAR got "props" for our involvement at the state level.

#### **New Business:**

- Motion made/approved to select Jeremy Beres as the replacement of the vacant BOD 1 year director's position. Tim Hopper was removed from the BOD as he transferred to a company that already had 3 representatives on it, as per the Bylaws. We thank Tim for his service to the board and to its members!
- Discussed the success of the OGAR Family Fun Day, motioned and approved by the 2024 BOD. Due to the weather, we could not have the bounce house, so we will look at using it on October 30<sup>th</sup> for a Trunk or Treat at OGAR for the members. Thank you to all those that attended and made it a fun afternoon!
- Motion made/approved to remove "Manufactured Home", "Modular Home" and "Mobile Home" from the "Residential Type" drop down in the MLS.
- Discussed the fact that a current member recently put up signs with the words "Realty Office" on it, and they are not registered with MREC. The staff to send them and their Broker a letter regarding the rules on this.

The above motions passed with majority vote.

Meeting adjourned.

2025 Platinum Level Affiliate



# newamerican FUNDING

# **Education Corner**

# Reverse Mortgage Class from June 18th





# Expanding Housing Opportunities Class from June 25th







Thank you to Lee Smith from Fairway Mortgage and to Blake Willoughby from Missouri Realtors for coming to OGAR as instructors for CE in June.

We also appreciate our sponsors, OGAR, Missouri Realtors, and Renovation Sells Ozarks for sponsoring breakfasts for those two classes.

## **Education Corner**

#### INFORMATIONAL CLASS COMING SOON....

# BUYING & SELLING MANUFACTURED HOMES

Informational Panel





Do you have a client who's planning to sell or one who wants to buy a property with a manufactured home? We have put together a panel of members to share their knowledge of the process. Join us!

#### **PANEL MEMBERS**

- · Chrisanna Janes, CJ Appraisal
- Richard Chambers, Southwest Missouri Bank
- Andrea Malcolm, New American Funding
- · Carrie Martin, Flat Branch Home Loans
- Tami Marlay, First American Title Company

**RSVP Here** 



JULY 23<sup>RD</sup> AT 10:00 A.M. IN THE OGAR CONFERENCE CENTER

PLEASE REGISTER BY JULY 17TH

RSVP at https://form.jotform.com/251735523116149

Contact michelle@theogar.com with any questions.

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
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
2022	3628	758	2060	810	1536	533	201	985	2	176	160	35
2023	3281	725	1831	725	1267	508	226	910	0	202	128	39
2024	3411	742	1943	726	1367	533	251	865	1	216	122	52
MAY 2024	347	68	211	68	146	58	22	89	1	10	10	9
MAY 2025	291	46	175	70	110	58	13	67	0	21	9	13

**Total Number of Active & Pending Listings: 1276** 

1-30 Days: 51 31-60 Days: 125 61-90 Days: 39 91-120 Days: 27 120+ days: 51

Total Units Sold: 291 Avg. DOM: 82

Avg. Sold Price: \$228,627 Median Sold Price: \$200,000

Absorption Rate: 3.3 months

Summary Statistics	MAY-25	MAY-24	% Chg	2025 YTD	2024 YTD	% Chg
Absorption Rate	3.3	2.98	10.74	3.15	2.79	12.90
Average List Price	\$315,467	\$340,672	-7.40	\$269,111	\$269,465	-0.13
Median List Price	\$250,000	\$245,450	1.85	\$215,000	\$219,000	-1.83
Average Sale Price	\$228,627	\$219,183	4.31	\$224,046	\$217,319	3.10
Median Sale Price	\$200,000	\$197,151	1.45	\$198,000	\$192,750	2.72
Average DOM	82	78	5.13	91	85	7.06
Median DOM	53	54	-1.85	64	59	8.47





#### MARKET STATISTICS May 2025

Prepared June 18, 2025

	,				,		
Number of Listings from Reporting MLS's	10,602	10,605	11,771	13,562	14,173	27.3% c	of listings
Year-to-date Figures	May-22	May-23	May-24	May-26	2025 YTD vs 2024 YTD	2026 YTD vs 2023 YTD	2026 YTD vs 2022 YTD
Number of Residential Properties Sold - YTD	32,818	26,707	27,993	27,681	-1.1%	3.6%	-15.7%
Median Residential Property Selling Price-YTD	230,000	239,500	250,000	265,000	6.0%	10.6%	15.2%
						May 195 or	May 195 ye

Monthly Detail Comparison	May-23	May-24	April-26	May-26	May vs April	May '26 vs May '24	May "25 vs May "23
Number of Homes Sold	6,836	7,260	5,495	7,309	33.0%	0.7%	6.9%
Number of Days on Market	35	37	47	50	6.4%	35.1%	42.9%
Average Selling Price	\$299,406	\$319,760	\$317,555	\$334,995	5.5%	4.8%	11.9%
Median Selling Price	\$255,000	\$268,000	\$268,000	\$279,916	4.4%	4.4%	9.8%
Monthly Dollar Volume	\$2,046,742,333	\$2,321,457,767	\$1,744,966,838	\$2,448,477,323	40.3%	5.5%	19.6%

The statewide information in this report is furnished by participating Local Boards, Associations and Multiple Listing Services.

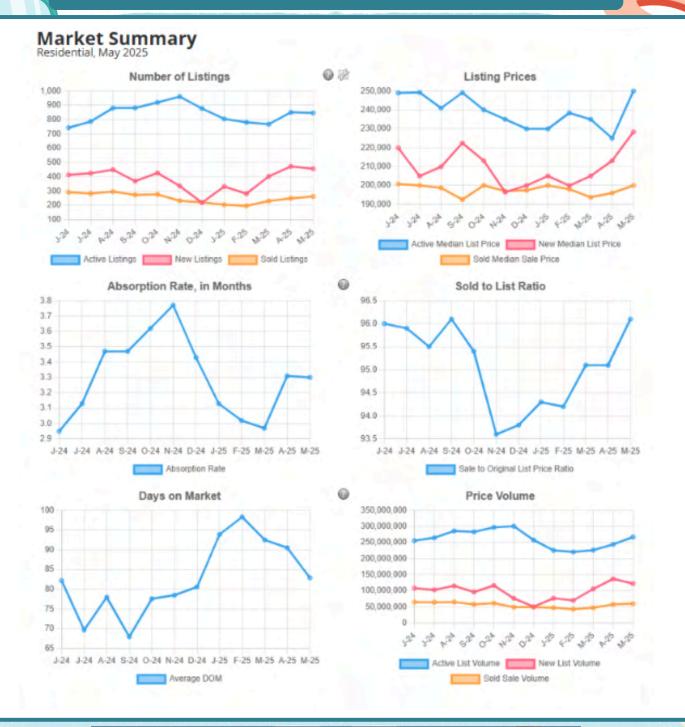
This information does not reflect all real estate activity in Missouri.

MR Membership May-23		May-24	April-26	May-26	May vs April	May '25 vs May '24	May "26 vs May "28	
Number of REALTORS®	25,738	25,578	24,723	24,863	0.6%	-2.8%	-3.4%	



#### **2025 Platinum Level Affiliate**

https://tlclender.com/locations/missouri/joplin/





Ozark Gateway Association of REALTORS®

Designated REALTOR® 57

Designated Secondary REALTOR® 50

MLS Only Designated REALTOR® 7

Primary REALTOR® 535

Secondary REALTOR® 95

MLS Only REALTOR® 46

Salesperson 17

Designated Appraiser 34

Associate Appraiser 3
Associate Secondary Appraiser 3
Associate Secondary Appraiser 1
MLS Only Designated Appraiser 17
MLS Only Associate Appraiser 0
Designated Affiliate 57
Affiliate 51

Total Board/MLS 876
Total Board with Affiliates 984





2025 Platinum Level Affiliate

# HOME IS MORE IMPORTANT THAN EVER

Need a loan to buy your next new home? Build your dream home? Improve your current home? We're ready to help. Apply online today!

2025 Gold Level Affiliate https://www.arvest.com/

arvest.com/homeloan



ARVEST BANK

# **Affiliate Blog**

# All About First American!

Tami Marlay
Business Development Representative
PHONE 417-726-4467
TMarlay@firstam.com
https://local.firstam.com/mo



As a premier provider of title insurance and settlement services, First American Title has been helping people seamlessly navigate complex real estate transactions for more than 130 years. We know closings, which means you can enjoy peace of mind knowing your client's closing experience will be as smooth and simple as possible.

With First American Title, you get the best of both worlds—the financial strength, support, and systems of a big company combined with personalized service delivered by local teams who understand the nuances of the communities we serve. We also offer a comprehensive suite of tools and resources designed to help real estate professionals stay ahead of the curve, such as property and ownership information, market data, educational materials, multicultural resources, and much more. And our highly secure, state-of-the-art Transactions portal provides an extra layer of protection while providing a secure and seamless, joint experience between buyers, sellers, real estate professionals, and escrow.

Buying a home is not just a financial transaction; it's a milestone. So, if you're looking for a dedicated team of experts to support you and your clients at every stage, choose **First American Title**.

First Anderdom trea instructor Complete, to the appeting strated in these change cause of my late treating varieties of an appeting strated in the applicable proposed and applicable proposed or applicable p

83804 First American Risandial Corporation and/or its affiliates. All rights reserved. | NYSC: FAF

# **OGAR Family Fun**

OGAR's first Family Fun Day at Christine's Vineyard was a success! There were yard games, snow cones, pizza, fishing access, and lots of great conversations happening! It was a lot of fun! Thanks to the OGAR Board of Directors for sponsoring this event.



## All-Member Luncheon



Thank you to the 100+ members who joined us for the all-member luncheon and to those who participated in the purse/basket auction that raised \$2325 for SHINE Joplin.

100





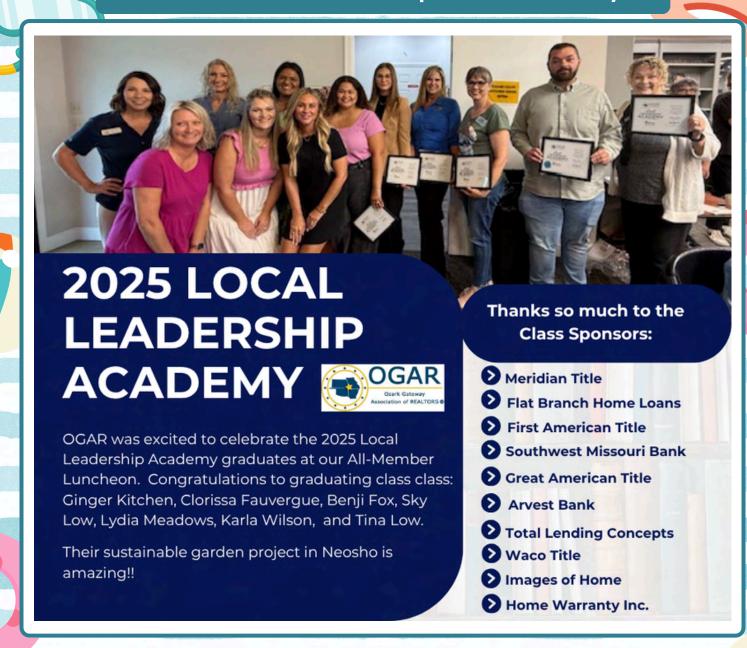
Special thanks go to Jason Simmons, Realty One Group Ovation, for his entertaining auctioneering at the event and to the OGAR Board of Directors for providing members a FREE Big R's lunch and s'mores!



Where community comes first.



# Local Leadership Academy









2025 Platinum Level Affiliate



June

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

July

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

29th: S

August

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

26th: NE

September

2nd: NW 9th: S 16th: NE

23rd: NW 30th: S

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

28th: NE

October



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



Ozark Gateway
Association of
REALTORS®