

# REALTORS TODAY

-NEWSLETTER-



# OGAR

Ozark Gateway  
Association of REALTORS®

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



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Calendar of Events

- June 7:  
Membership Engagement Committee Meeting Via Email
- Community Relations Committee  
Community Clean Up 9:00-12:00
- June 8:  
Finance Committee Meeting 10:00
- MLS Committee Meeting 11:00
- Program Committee Meeting 1:30
- June 10:  
Holliday Newman's Wedding
- June 15:  
Local Leadership Academy Class #6 and Graduation 8:30-1:00
- All Member Luncheon 11:30-1:00
- June 21:  
Marketing and Networking Class 10:00-11:30
- June 22:  
Local Leadership Academy Project at the Joplin Mineral Museum 4:00-6:00
- June 29:  
Board of Directors Meeting 9:00



**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!

2023 Gold Level Affiliate  
[www.arvest.com](http://www.arvest.com)

[arvest.com/homeloan](http://arvest.com/homeloan)  **ARVEST BANK**

Member FDIC Equal Housing Lender Loans subject to credit approval.

2023 Gold Level Affiliate



**Central Bank of the Ozarks**

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



# BIRTHDAYS

## June

1  
Tami Fulp  
Carol Woodward  
Danielle Del Marco

2  
Sheila Whitehead

3  
Myra Percy  
Maggie Hagins

4  
Steve Owen  
Debbie Hutson  
Janet Day  
Bonnie Behrend

6  
Don Fifer

7  
Bill Cearnal  
Deb Moore

8  
Philip Brown  
Don Cook  
Jeff Hallmark

9  
Margaret Kelly  
Elizabeth Clark

10  
Dan Higdon  
Shaun-Ann Bristol  
Paula George  
Shelly Hildebrandt  
Brooklyn Katrana

11  
Justin Wagner  
Chris Cribb

12  
Sharon Vernon  
Jeff Quade  
Cord Mays  
Mary Hunt

13  
Heather Roach

14  
Nancy Stephenson  
Stephanie DeTar  
Angie Baine

16  
Barbara Calwhite  
Josh Bronson

17  
Tiffany Norvell  
Tamera Murphy

19  
Sharon Eaton  
Philip Edwards

20  
Roland Miller  
Sarah Couch  
Jason Simmons

22  
Derek Gander  
Joni Good

23  
Lisa Mason

24  
Shaylea Brown  
Rhonda Bounous  
Ariana Judd

25  
Ed August

26  
Crystal Pierson  
Charles Nolan

27  
Paul Smith  
Ellen Cassady  
Jason Lehman  
Cassie Sammons

28  
Mike Woolston  
Melinda Stout

30  
Kellen Bounous



H  
A  
P  
P  
Y  
  
B  
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R  
T  
H  
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A  
Y

## July

1  
Bridgette Farley  
Matt Stokes  
Travis Buck  
Samantha Evans  
Jay Triplett

2  
Bill Punch  
Leevi Babb

3  
Colby Hughes

4  
Ray Goepfert  
Natasha Higdon  
Ragan Gullett

5  
Nancy Walters  
Jennifer Harvey  
Kelly Smith  
Donna Strup

6  
Jennifer Reaves  
Rick Ham

7  
Deborah Gould  
Brittanii Lehman

9  
Amanda Mankin  
Jennifer Bakken  
Heather Duncan

10  
Kraig Beyersdorfer  
Ryan Flanagan  
Tim Breedlove

11  
Amanda Wells

12  
Danny Drake

13  
David Glenn  
Summer George  
Dameika Kelso  
Stephanie Brust

14  
Debby Pearson  
Kelly Garst  
Rita Scott  
Silas Belcher

15  
Dee Kassab  
Todd Keeling  
Corey Adams

16  
Tiffany Gratton  
Andrea Stevens

17  
Tammy Trimble  
Missy Snodgrass  
Amy Sallee  
Karen Stephens

18  
Warren Johnson

19  
Scott Stevens  
Julie Zorn

20  
Christi Weidenhammer  
Robert Dodson  
Elisa Bittner  
Benji Fox  
Christine Thompson

21  
Creighton Olson  
Bobbi Hylton  
Steve Friedman

22  
Cheryl Efird  
Allen Hall  
Angie Crawford  
Mark Godinez  
Amanda Hurn  
Rashele Hubbard

23  
James Dray  
Joe Martin  
Sandy Atnip

25  
Debbie Garrett  
Jesse Bruce  
Laura Triplett  
Alisha Stirewalt

26  
Sara Fink  
Heather Plouffe

27  
Bert Kellum  
Kody Bates  
Thomas O'Leary

28  
Randall Johnson  
Joseph Fiscus  
Ericka Boblett

29  
Sonja McWilliams  
Diane Phipps

30  
Summer Haste  
Colby McGehee  
Shannon Neill  
Jennifer Ramroth

31  
Robert Goodall  
Melinda Walker  
James Like  
Drew Aggus

# App of the Month

Compliments of the OGAR Technology and Education Committee



Canva makes it easy to create professional designs and to share or print them.

nationslending.com  
 nationslending.  
**Home loans. Made human.®**  
**Andrea Malcolm**  
Branch Manager | nmls# 1877264  
**417-439-8161**

Corp nmls# 32046 | Verify a mortgage company or individual license on the Nationwide Mortgage Licensing Consumer Access Site: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)

**2023 Gold Level Affiliate**



 **Meridian Title Company**

2902 Arizona  
Joplin, MO 64804  
417-623-1910  
[www.mtc.illc](http://www.mtc.illc)

**2023 Platinum Level Affiliate**

## 2023 MR STATE DIRECTORS

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

## MREC COMMISSIONER

Steve Kenny

## 2023 OGAR LEADERSHIP

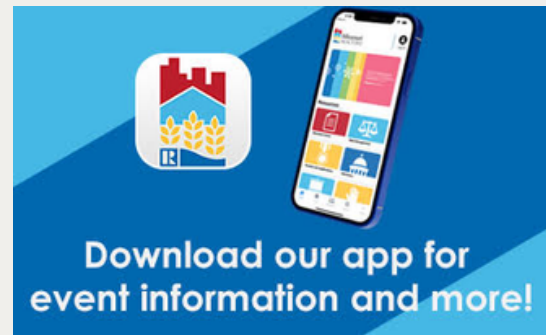
Jessica Hubbard, President  
Courtney Denney, President Elect  
Kandice Yapple, Vice President  
Jeremy Ritchie, Treasurer  
Chris Nickle, Past President  
Michael Wicklund-3 Year Director  
Steve Johnson-2 Year Director  
Judy Lowe-1 Year Director  
Kalan Hubbard-1 Year Director  
Heather Owens-1 Year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

[missourirealtor.org/missourirealtors/resources/app](https://missourirealtor.org/missourirealtors/resources/app)



## Board Store Special

### Two Riders for \$7

Under Contract

WOW!

Sold



# Agents on the Move

## Drops

Micah Lowrey  
Keller Williams

Vicki Carlile  
Pro 100 Joplin

Jericha Lambeth  
Keller Williams

John Dorton  
Keller Williams

Andrea Conner  
Ofirio MO, LLC

## New MLS Only Offices

None

## New Offices

Allen, Williford and Seale, Inc.  
DA is Carlo Forni

United Country Real Estate  
Buckhorn Land and Home  
DR is Julie Zorn

RealPro Carthage  
DR is Danny Ross

Found It, LLC  
DR is Thomas O'Leary

## New Affiliates

None

## New Appraisers

None

## Transfers

Vicki Chew  
to Great American Title

Jami Hendren  
to Keller Williams

Brian Moritz  
to Pro 100 Joplin

Dan Higdon  
to Charles Burt Joplin

Allen Deitz  
to RealPro Carthage

Grant Ousley  
to Real Broker, LLC

Jason Wallace  
to Charles Burt Joplin

Nichole West  
to RealPro Carthage

Keri Ralston  
to RealPro Carthage

Nick Brand  
to Realty One Group  
Ovation

Thomas O'Leary  
to Found It, LLC

Brittney Straw  
to Charles Burt Joplin

Becky McDaniel (MO)  
to RealPro Carthage

Shannon Neill  
to RealPro Carthage

Brian Atnip  
to RealPro Carthage

Deborah French  
to RealPro Carthage

Janice Dunn  
to RealPro Carthage

Shawn Burton  
to RealPro Carthage

Melinda Stout  
to RealPro Carthage

## New Members

Danielle Calvin  
Keller Williams

Melissa Cleaveland  
Show Me Real Estate

Brittany Samuelson  
Elite Real Estate Group

Jami Hendren  
Andrew Bright & Associates

Cameron James  
Keller Williams

Skyler Rauch  
Pro 100 Joplin

Karen Stephens  
Venture Group Real Estate

Christi Bragg  
Pro 100 Joplin

Sydney Smith  
Keller Williams

Bre Cuffee  
Charles Burt Joplin

Jeff Hallmark  
NextHome SOMO Life

Carlo Forni  
Allen, Williford and Seale, Inc.

Brooklyn Katrana  
Keller Williams

Julie Zorn  
United Country Real Estate  
Buckhorn Land and Home

James Edwards  
United Country Real Estate  
Buckhorn Land and Home

Joshua Bard  
Keller Williams

Lalaine Mohr  
Realty One Group Ovation

Christine Thompson  
Charles Burt Joplin

## New Members

Sophia McClarnon  
Charles Burt Homefolks

Elsa Lopez  
Charles Burt Joplin

## New MLS Only Members

None



# Board of Directors Minutes

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

Thursday, May 25th, 2023, at 9:00 am Present: Jessica Hubbard, Courtney Denney, Kandace Yapple, Jeremy Ritchie, Chris Nickle (zoom), Michael Wicklund, Steve Johnson, Kalan Hubbard, Heather Owens and Audrey Sneed. Local Leadership guests present: Marney Scotten, Dave Cook, Tim Hopper and Katie Boydston. Staff Present: Kim Cox and Diane Newman Roll call was taken from attendance in the room by the Association Executive. President called meeting to order. Motion made to approve the May meeting agenda as emailed. Motion made to approve minutes from the April BOD meeting.

Local Leadership Academy presented their 2023 project proposal to the Board of Directors. Motion was made and approved for them to complete their project on the awareness of Fair Housing. The event is scheduled for June 22nd, 2023. Motion was made and approved for Kim Cox to send DR's a note about giving support to the Local Leadership project.

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

1. Recommendation by the Finance Committee. Motion made and approved to approve the financials for April and the Year-To-Date for 2023.
2. Recommendation by the MLS Committee. Discussion was held and Motion was made and approved to send out a request to members and admin asking that the primary photos be changed at closing to a front exterior photo.
3. Recommendation by the MLS Committee. Motion made and approved to send out an educational piece to the membership regarding the importance of ANSI Standards. The staff will resend the Standardized Property Measuring Guidelines as a reminder.
4. Recommendation by the Program Committee. Motion made and approved to purchase a cooler and goodies to fill it, not to exceed \$100, as a giveaway at the June All Member Lunch. The staff will also reach out to Affiliates for "Summer Goodies" to give away in it.
5. Recommendation by the Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below:

New Agents: Danielle DelMarco – Keller Williams Cameron James – Keller Williams Sydney Smith – Keller Williams Dylan Brooks – Pro 100 Joplin Regina Lehmann – Show-Me RE Ragan Gullett – Keller Williams Tyler Palmer – Keller Williams Danielle Calvin – Keller Williams Melissa Cleaveland – Show-Me RE Brittany Samuelson – Elite RE Group Karen Stephens – Venture Group RE Jami Hendren – Andrew Bright & Assoc Skyler Rauch – Pro 100 Joplin Christi Bragg – Pro 100 Joplin Brooklyn Katrina – Keller Williams Jeffery Hallmark – Next Home SOMO Life Jennifer Ramroth – Real Property Management Momentum (Secondary) Thomas Staples – 1 Percent Lists SWMO (Secondary) New Appraisers: None New Offices: Pro 100 Carthage – DR is Eric Wood Real Property Management Momentum – DR is Jennifer Ramroth (Secondary) Affiliates: Richard Chambers – Community Bank and Trust - Neosho

# Board of Directors Minutes

Committees that met with no Recommendations/Motions:

1. Community Relations Committee
2. Technology and Teaching Committee
3. RPAC and Advocacy Committee

President's Report – Jessica Hubbard None

Association Executive Report – Kim Cox 1. Informed BOD of the NAR dues increase of \$6 per year, starting in 2024. 2. Informed BOD of the Fair Housing pamphlet that was created by CHRFB through NAR FH grant. 3. Updated BOD on the call from Samantha Jones, regarding the Jasper County lead and cadmium well test that is mandatory for sellers. BOD will revisit in two months and possibly have staff request a copy of the spreadsheet that holds all the test results, in order to familiarize with it.

Recurring business – Reported by Association Executive (Kim Cox): 1. Accounts past due presented; 4 agent/agents, 3 company/companies. 2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (4): 1 - No photo; 2 - Status Updates needed, 1 - Sentrilock serial numbers missing; 1 – No closing costs on SOLD property.

New Business:

1. Motion made and approved for staff to order new conference room office chairs (like the gray ones that we already have) not to exceed \$2,500. Staff to look at cleanitsupply.com for a Memorial Day sale.
2. Discussion held on a lockbox scenarios that pertain to teams and team members, particularly when a team disbands or a team member leaves a team. Motion was made and approved to add the following verbiage to sections 3d and 11e on the Sentikey Access/App Login and Electronic Lock Box – REALTOR/Appraiser Agreement: Team Affiliation does NOT negate any of these responsibilities. (This is in regards to who physically checks out the lockboxes and whose responsibility it is until box is returned.)

BOD motioned to enter Executive Session. BOD motioned to exit Executive Session. Minutes kept separately.

Other Business:

None.

All the above motions passed with majority vote.

Meeting adjourned.

2023 Silver Level Affiliate  
[www.cbtitleinc.com](http://www.cbtitleinc.com)

[www.smbonline.com](http://www.smbonline.com)  
2023 Platinum Level Affiliate





# MLS Statistics

April 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
APRIL 2022	321	66	178	77	144	51	20	79	0	13	13	0
APRIL 2023	255	63	145	47	89	32	21	81	0	24	7	2

Total Number of Active & Pending Listings: 882

1-30 Days: 63 31-60 Days: 102 61-90 Days: 39 91-120 Days: 13 120+ days: 39

Total Units Sold: 256 Avg. DOM: 50

Avg. Sold Price: \$191,468 Median Sold Price: \$170,000

Absorption Rate: 2.03 months

Agent Type	Count
Designated REALTOR®	93
Designated REALTOR® MLS only	10
REALTOR®	594
REALTOR® MLS only	57
Salesperson	13
Waiver	0
Designated Appraiser	45
Associate Appraiser	7
Designated Affiliate	52
Associate Affiliate	54
Total Board/MLS	819
Total Board with Affiliates	925

Summary Statistics	APRIL-23	APRIL-22	% Chg	2023 YTD	2022 YTD	% Chg
Absorption Rate	2.03	1.41	43.97	1.9	1.29	47.29
Average List Price	\$294,009	\$246,251	19.39	\$243,232	\$223,578	8.79
Median List Price	\$229,900	\$188,192	22.16	\$199,500	\$185,000	7.84
Average Sale Price	\$191,468	\$205,059	-6.63	\$187,500	\$192,256	-2.47
Median Sale Price	\$174,000	\$180,000	-3.33	\$170,373	\$166,500	2.33
Average DOM	70	70	0	79	77	2.60
Median DOM	50	49	2.04	56	55	1.82



## MARKET STATISTICS April 2023

Prepared May 17, 2023

Number of Listings	December-22	January-23	February-23	March-23	April-23	April-23 Pending
Number of Listings from Reporting MLS's	8,318	7,780	7,304	7,523	7,386	52.8% of Listings

Year-to-date Figures	April-20	April-21	April-22	April-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	21,599	25,617	24,623	19,872	-19.3%	-22.4%	-8.0%
Median Residential Property Selling Price-YTD	170,000	200,000	225,000	230,500	2.4%	15.3%	35.6%

Monthly Detail Comparison	April-21	April-22	March-23	April-23	April vs March	April '23 vs April '22	April '23 vs April '21
Number of Homes Sold	7,783	7,188	5,762	5,641	-2.1%	-21.5%	-27.5%
Number of Days on Market	33	28	46	41	-10.9%	46.4%	24.2%
Average Selling Price	\$254,631	\$285,764	\$277,887	\$289,384	4.1%	1.3%	13.6%
Median Selling Price	\$210,000	\$238,500	\$235,000	\$241,000	2.6%	1.0%	14.8%
Monthly Dollar Volume	\$1,981,796,236	\$2,054,068,777	\$1,601,187,554	\$1,632,417,559	2.0%	-20.5%	-17.6%

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	April-21	April-22	March-23	April-23	April vs March	April '23 vs April '22	April '23 vs April '21
Number of REALTORS®	24,301	25,468	25,213	25,460	1.0%	0.0%	4.8%

# APRIL 2023 STATISTICS



MARKET STATISTICS

## 5,641

RESIDENTIAL  
PROPERTIES SOLD  
-21.5% vs April 2022



## 41

AVERAGE DAYS ON  
MARKET  
+46.4% vs April 2022



## \$241,000

RESIDENTIAL  
MEDIAN SALE PRICE  
+1.0% vs April 2022



## OVER \$1.6 BILLION

IN DOLLAR VOLUME  
-20.5% vs April 2022



# Market Summary

Residential, May 2023

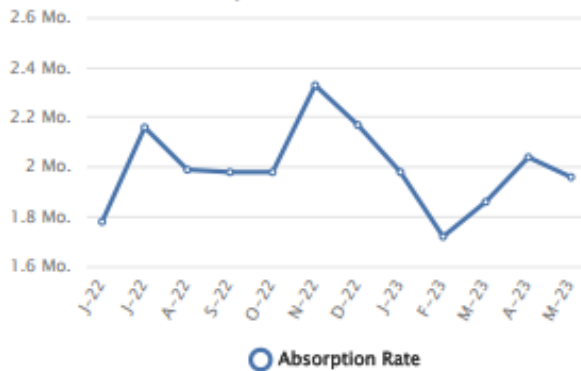
### Number of Listings



### Listing Prices



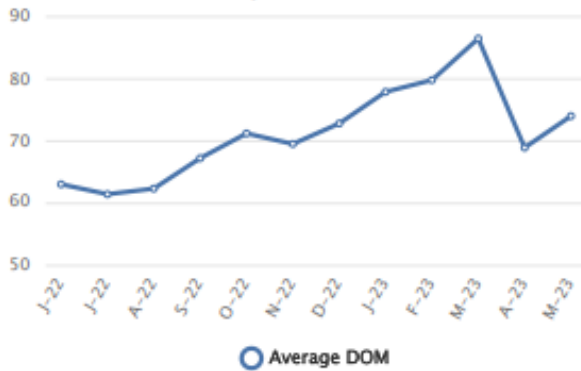
### Absorption Rate, in Months



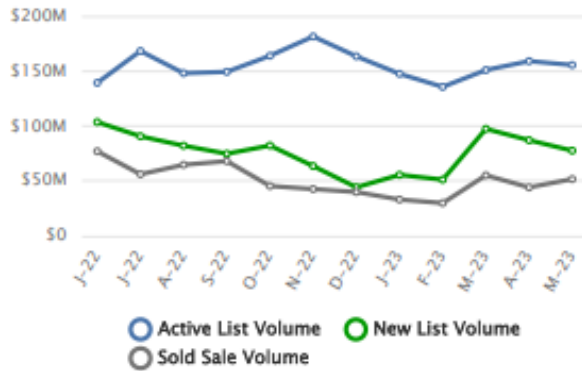
### Sold to List Ratio



### Days on Market



### Price Volume



2023 Silver Level Affiliate  
www.jomomoving.com

**Rashele M. Hubbard**  
Sales Manager  
[D] 417.592.4525  
rhubbard@usa-mortgage.com  
www.rhubbardhome loans.com  
1711 La Questa Drive, Ste. 4 | Healdsburg, MO 64880  
NMLS: 818800

**Mandy McCoy**  
Mortgage Loan Originator  
[D] 417.592.4525  
mmccoy@usa-mortgage.com  
mmccoy.usa-mortgage.com  
240 E. 32nd Street, Suite 51 | Joplin, MO 64804  
NMLS: 2444472

# The 2023 OGAR Local Leadership Academy class at the Missouri REALTORS Spring Business Conference



**Thank you Kandice Yaple for presenting at the May HUD/Foreclosure Class! You ROCKED it!**



Thank you to everyone who donated items for the fundraiser to help Jasper County 4-H create birthday cake kits!



www.smbonline.com  
2023 Platinum Affiliate Member



2023 Bronze Level Affiliate



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**Ozark Gateway  
Association of  
REALTORS®**

# *Tour of Homes* 2023 Schedule

## *January*

3	NE
10	NW
17	S
24	NE
31	NW

## *February*

7	S
14	NE
21	NW
28	S

## *March*

7	NE
14	NW
21	S
28	NE

## *April*

4	NW
11	S
18	NE
25	NW

## *May*

2	S
9	NE
16	NW
23	S
30	NE

## *June*

6	NW
13	S
20	NE
27	NW

## *July*

4	S
11	NE
18	NW
25	S

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