

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

- July 4:
Board Office Closed for Independence Day
- July 6:
Governing Docs Task Force Meeting 11:00-1:00
- July 11:
Instashowing Class 10:00
- July 12:
Membership Engagement Committee Meeting 10:00
- Community Relations Committee Meeting 11:00
- July 13:
Finance Committee Meeting 10:00
- MLS Committee Meeting 11:00
- Program Committee Meeting 1:30
- July 17-18:
MR Emerging Issues Forum at Lake of the Ozarks
- July 19:
Leadership Development Meeting 10:00
- July 20:
Ready Realtor Class 10:00-11:00
- July 27:
BOD Meeting 9:00



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



July BIRTHDAYS August

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
Brittani 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
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

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

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

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
Lynnd Guerra
Christie Morris

27
Jordan Dhooghe
Boone Hardy
Stefan Bunch
Stephanie Colbert
Lance Packard

28
Vanessa Rogers
Sophia McClarnon

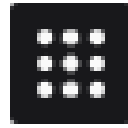
29
Hugo Avendano

30
Judy Lowe
Patti Kassab

31
Jessica Dearnley
Shelbi Widener
Thomas Staples

App of the Month

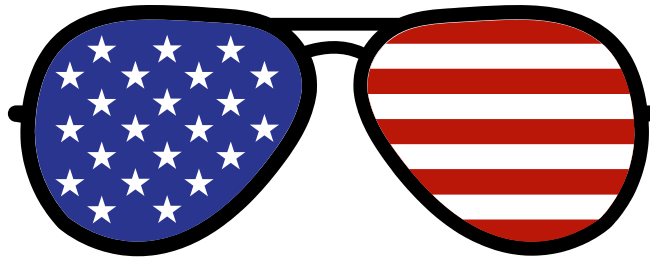
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Andrea Malcolm

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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 Yable, 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

SentriLock Webinar

Join SentriLock for an exclusive webinar featuring Vince O'Neill, Chief Economist and Sr. Data Scientist at Plunk. Get real-time insights into the housing market as Vince shares updates on market trends in 2023 and what to expect for 2024.

Some of the things that will be covered include:

- How COVID changed the industry and what it will look like when we hit 5 years after COVID.
- The impact of the rise of rentals on single-family markets.
- How companies shifting employees back in-house might impact the real estate market.
- Analysis of markets that exploded post-COVID and how they are faring now

When: July 12th, 2023 03:00 p.m. EST

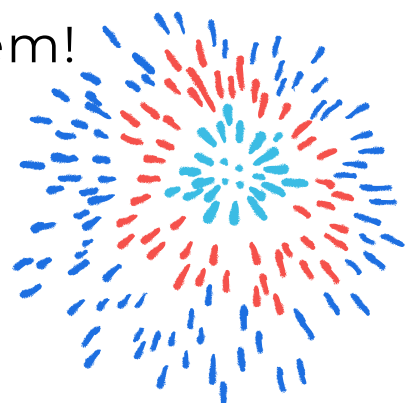
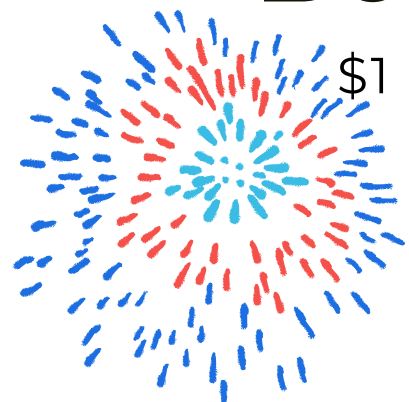
Where: Zoom Webinar (link sent after registration)

Go here to register:

https://info.sentrilock.com/e3t/Ctc/GE+113/cTTr604/VWBy1Q7J3Yd0N7ZtKLL8tfWrVSnzBh504_LIN7swVwr3ILBGV1-WJV7CgBPQW4jby153GQhR-W6xYbkg89VTNZW7vP95S4jz3KPW7JMhcF174_VTW6fT87x1cPQp3N4WVjNL53jcBW61XF9_5N-z6ZW1vdkpp12ZRyQW1Mgzl03dQg7IW2bWWyR2DqsMJW1FYxTY19x-DWW7LPDzb1hCgb7W53dp7C8dtKLyN6kPThMrR02SW6sNwKM5hHDx_W8dLR-W7NBwpNW2k-9Wf2CHvxBW7Y2qP18H8cMnW2cb-ly1y_TXbW1p8DsR6qkfpTW8Gdcfx7gHKy4W3jtPZx3NRm-sW7-LRIX2gp9fgW5k8Jzv7vKx3h3mMC1

Board Store Special

\$1 off any single Board Store item!



Agents on the Move

Drops

Paige Lefebvre
ReeceNichols Joplin

Rob Ellerman
ReeceNichols Joplin

Jen Ervin
Pro 100 Joplin

New Offices

ReeceNichols Sunflower Joplin
DR is Yvonne Raczkowski

Pedigree Real Estate, LLC
DR is Willa Ball

HB Real Estate Services, Inc.
DR is Charles Tanner

New Affiliates

Cory Heinz
All Points Inspections

Belinda Hurley
Apex Title & Closing Services

Jill Bolain
Apex Title & Closing Services

Jen Ervin
Apex Title & Closing Services

Blake Butler
Elite Inspectors

Transfers

Kyler Baker
to RealPro Carthage

Susan Wallace
to RealPro Carthage

Corey Joe Martin
to RealPro Carthage

Connie Cooper
to RealPro Carthage

Danny Ross
to RealPro Carthage

Kim Higdon
to Charles Burt Joplin

Nicole Hopper
to Gershman Mortgage

Kim Mootrey
to Reece Nichols Neosho

Stormie Riggs
to Reece Nichols
Springfield

Lacey Baker
to Reece Nichols
Springfield

Andrew Aggus
to Real Broker, LLC

Yvonne Raczkowski
to ReeceNichols Sunflower
Joplin

Courtney Powell
to RealPro Carthage

Grant Guillory
to Keller Williams

Allen Hall
to Pro 100 Joplin

Warren Johnson
to ReeceNichols Sunflower
Joplin

Transfers

Stephanie Colburn
to ReeceNichols Sunflower
Joplin

Michelle Lee
to ReeceNichols Sunflower
Joplin

Kristi Celata
to ReeceNichols Sunflower
Joplin

Jack Walling
to ReeceNichols Sunflower
Joplin

Paula George
to Fathom Realty

Gail White
to RealPro Carthage

Danielle Henson
to Realty One Group
Ovation

Connie Anderson
to ReeceNichols Sunflower
Joplin

Nicole Hamblin
to ReeceNichols Sunflower
Joplin

Sean Parks
to USA Mortgage

New Members

Belinda Vaness
Keller Williams

Willa Ball
Pedigree Real Estate, LLC

Brian Schibi
Pedigree Real Estate, LLC

Mauricio Reyes-Gonzalez
Keller Williams

Tatyana Jones
Keller Williams

Viktoriya Reynolds
Joplin Area Real Estate

Adam Underation
Keller Williams

Linda Madison Hays
Charles Burt Joplin

Larry Doty
EXP Realty, LLC

Jace Opel
NextHome SOMO Life

Charles Tanner
HB Real Estate Services, Inc.

Larani Thexton
Keller Williams

New MLS Only Offices

None

New MLS Only Members

None

New Appraisers

None



Sonja McWilliams
to ReeceNichols Sunflower
Joplin



Board of Directors Minutes

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

Thursday, June 29th, 2023, at 9:00 am

Present: Jessica Hubbard, Courtney Denney, Kandace Yapple, Jeremy Ritchie, Chris Nickle, Judy Lowe, Michael Wicklund, Kalan Hubbard, 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. 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.

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

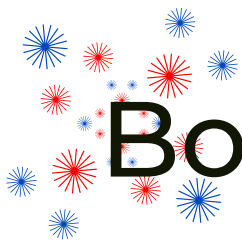
1. Recommendation by the Finance Committee. Motion made and approved to approve the financials for May and the Year-To-Date for 2023.
2. Recommendation by the Finance Committee. Discussion was held and Motion was made and approved for staff to get bids on updating the conference center kitchen and restrooms.
3. Recommendation by the Finance Committee. Discussion was held and Motion was made and approved to donate \$1250 to Restoration Life in Neosho to purchase an adult-sized set of bunk beds for their temporary housing rooms.
4. Recommendation by the Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below:

New Agents: Breaon Cuffee – Charles Burt Joplin Joshua Bard – Keller Williams Lalaine Mohr – Realty One Group Ovation Christine Thompson – Charles Burt Joplin Sophia McClarnon – Charles Burt Homefolks Elsa Lopez – Charles Burt Joplin Belinda Vaness – Keller Williams James Edwards – United Country RE Buckhorn (Secondary) Carlo Forni – Allen, Williford & Seale – (Secondary) Julie Zorn – United Country RE Buckhorn (Secondary) Willa Ball – Pedigree Real Estate (Secondary) Brian Schibi – Pedigree Real Estate (Secondary) New Appraisers: None New Offices: Allen, Williford & Seale, Inc. – DR is Carlo Forni United Country RE Buckhorn – DR is Julie Zorn Found It, LLC – DR is Thomas O’Leary Pedigree Real Estate – Willa Ball Reece Nichols Sunflower Joplin – DR is Yvonne Raczkowski

Affiliates: None

Committees that met with no Recommendations/Motions:

1. Community Relations Committee
2. RPAC and Advocacy Committee



Board of Directors Minutes

President's Report – Jessica Hubbard

1. Governing Docs Task Force meeting has been rescheduled.
2. The staff is researching automated billing options for credit card charges.

Association Executive Report – Kim Cox

1. Informed BOD of the Safety Grant we received from NAR for \$1,700. The staff is waiting to hear from Carl Carter, Jr. to schedule a session with him in September, for Realtor Safety month.
 2. Informed BOD we are at 60% of meeting our core standards.
3. Informed BOD of the upcoming CE classes on August 23rd being taught by Robert Campbell, MR Legal Line. Leia to send out registration forms soon.
4. Informed BOD of the purchase of lockboxes from KCRAR and Kalan Hubbard's help in picking them up. Cassia Ferrell is getting them checked in to OGAR as time permits. Let BOD know that we sent out a reminder to the membership that the Sentricard is going away in January 2024. The staff is launching a drip campaign in the coming months to try and get all non-bluetooth boxes turned in.
5. Informed BOD of Board of Director's meeting moving from August 31st to the 24th. A Motion was made to excuse Michael Wicklund from this meeting, since it was moved, and he can no longer make that date.
 6. Informed BOD of the upcoming Instashowing Class on July 11th at 10:00 am.
7. Informed BOD of the upcoming "Muffins & MREC" meeting on August 15th at 10:00 am led by Director of MREC, Brittany Tomlinson. It will be held in-person at our conference center.
8. Reminded BOD of RPAC Trivia Night at Rte 66 Event Center in Webb City at 6:00 pm on 10/12/23.
9. Reminded BOD of Installation Banquet at Downstream on November 4th at 6:00 pm and to put on their calendars. Diane Newman to ask Forrest Stodghill about the "What to Wear" video.

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

1. Accounts past due presented; 16 agent/agents, 1 company/companies, 1 affiliate company.
2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (7): 3 - No photo; 2 - Status Updates needed, 1 - Sentrilock serial numbers missing; 1 - No room dimensions.

New Business:

1. Courtney Denny informed BOD of a possible meeting being held in Carl Junction on July 3rd regarding Airbnb taxes. The staff is to find out more information about the time and place and send it out to membership if meeting is truly scheduled. (Update: Staff found out that no meeting is happening at this time but will monitor for a future one).



Board of Directors Minutes

- 2. Kim Cox attended Cody Smith’s fundraiser and presented him with a check from MR for his campaign.
- 3. Kalan Hubbard reminded BOD that MR would start sending out emails with committee rosters for 2024.
- 4. Kim gave an update on mobile handicap ramp; Derek Gander is helping with installation.
- 5. A recommendation was made to send a request to Governing Docs to research and consider local rules for when an agent leaves one company to go to another but continues to leave listings on MLS and signs on properties with former brokerage on them.

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

All the above motions passed with majority vote.

Meeting adjourned.

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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
MAY 2022	311	50	187	74	148	50	15	69	0	13	11	0
MAY 2023	324	70	170	84	134	53	24	73	0	27	10	4

Total Number of Active & Pending Listings: 905

1-30 Days: 53 31-60 Days: 140 61-90 Days: 61 91-120 Days: 25 120+ days: 46

Total Units Sold: 324 Avg. DOM: 73

Avg. Sold Price: \$190,566 Median Sold Price: \$180,000

Absorption Rate: 1.98 months

Agent Type	Count
Designated REALTOR®	95
Designated REALTOR® MLS only	10
REALTOR®	596
REALTOR® MLS only	57
Salesperson	18
Waiver	0
Designated Appraiser	44
Associate Appraiser	7
Designated Affiliate	55
Associate Affiliate	56
Total Board/MLS	827
Total Board with Affiliates	938

Summary Statistics	MAY-23	MAY-22	% Chg.	2023 YTD	2022 YTD	% Chg.
Absorption Rate	1.98	1.47	34.69	1.93	1.33	44.36
Average List Price	\$297,774	\$254,208	17.14	\$239,989	\$222,781	7.72
Median List Price	\$235,000	\$192,552	22.04	\$199,500	\$185,950	7.50
Average Sale Price	\$213,522	\$204,304	4.51	\$194,252	\$194,850	-0.31
Median Sale Price	\$193,500	\$175,000	10.57	\$175,000	\$169,950	2.97
Average DOM	73	65	12.31	78	74	5.41
Median DOM	50	57	6.38	55	53	3.77



MARKET STATISTICS

May 2023

Prepared June 15, 2023

Number of Listings	January-23	February-23	March-23	April-23	May-23	May-23 Pending
Number of Listings from Reporting MLS's	7,780	7,304	7,523	7,386	7,961	50.6% of Listings

Year-to-date Figures	May-20	May-21	May-22	May-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	28,080	33,864	32,818	26,707	-18.6%	-21.1%	-4.9%
Median Residential Property Selling Price-YTD	173,000	205,000	230,000	239,500	4.1%	16.8%	38.4%

Monthly Detail Comparison	May-21	May-22	April-23	May-23	May vs April	May '23 vs May '22	May '23 vs May '21
Number of Homes Sold	8,247	8,138	5,641	6,836	21.2%	-16.0%	-17.1%
Number of Days on Market	28	24	41	35	-14.6%	45.8%	25.0%
Average Selling Price	\$261,341	\$289,511	\$289,384	\$299,406	3.5%	3.4%	14.6%
Median Selling Price	\$220,000	\$249,000	\$241,000	\$255,000	5.8%	2.4%	15.9%
Monthly Dollar Volume	\$2,155,277,184	\$2,356,044,052	\$1,632,417,559	\$2,046,742,333	25.4%	-13.1%	-5.0%

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-21	May-22	April-23	May-23	May vs April	May '23 vs May '22	May '23 vs May '21
Number of REALTORS®	24,561	25,698	25,460	25,738	1.1%	0.2%	4.8%

MARKET STATISTICS
MAY 2023

6,836
RESIDENTIAL PROPERTIES SOLD
-16% vs. MAY 2022

↓

35
AVERAGE DAYS ON MARKET
MAY 2022: 24

↑

\$255,000
MEDIAN SALE PRICE
+2.4% vs. MAY 2022

↑

\$2+ BILLION
TOTAL DOLLAR VOLUME
-13.1% vs. MAY 2022

↓

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Market Summary

Residential, May 2023

Number of Listings



Listing Prices



Absorption Rate, in Months



Sold to List Ratio



Days on Market



Price Volume



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Mandy McCoy
Mortgage Loan Originator
[D] 417.592.4525
mccoy@usa-mortgage.com
mccoy@usa-mortgage.com
3918 S. Barnes Blvd., Ste. 11 | Moberly, MO 65202
MFLA 1-20220

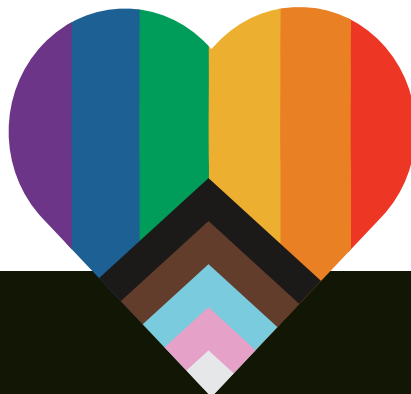
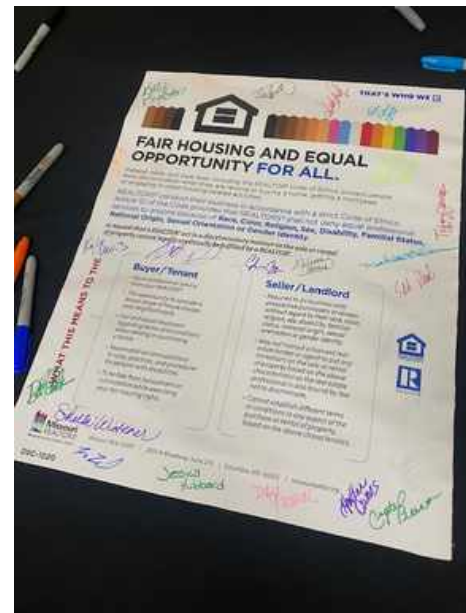
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millennium familyfitness

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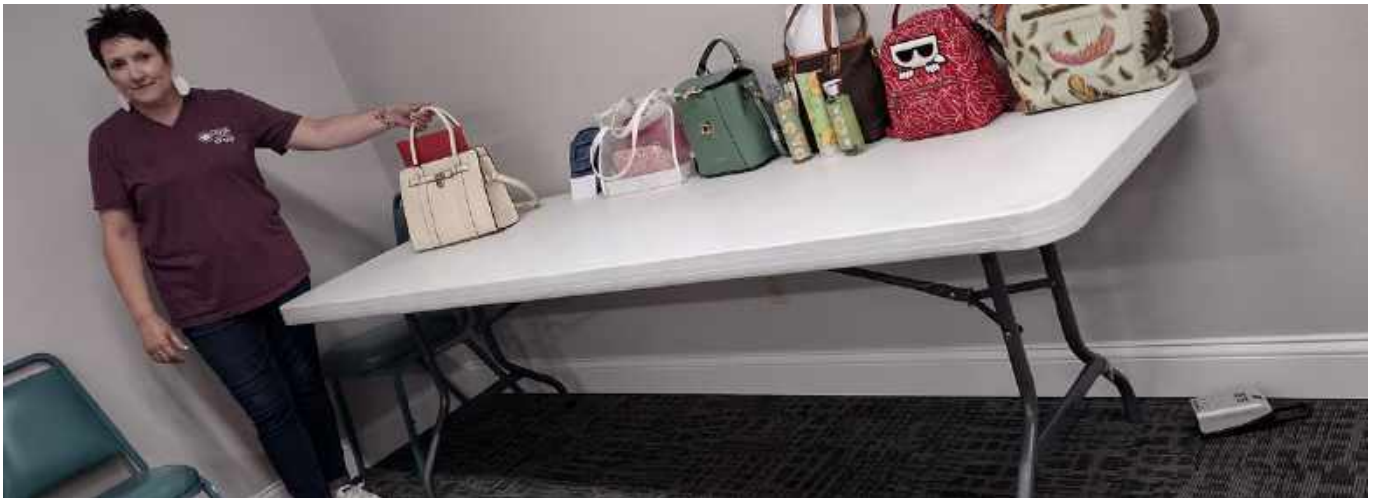
The 2023 Local Leadership Academy's Class Project

Fair Housing for All Signing Celebration



June All Member Luncheon

A huge thank you to our members who raised \$2650 at the purse auction to benefit Roi S. Wood!!



OGAR's Community Relations Committee worked to clean up trash in a Joplin neighborhood on June 7th





Thank You!

Thank you to everyone who donated items for the hygiene drive for Restoration Life! OGAR was also able to make a donation for Restoration Life to put towards a new bunk bed for their homeless shelter. Pictured below is board member Chuck Kitchen and Executive Director of Restoration Life, Karen Sprenkle.





**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)**