

REALTORS TODAY

July



Official Publication of the Ozark Gateway Association of REALTORS®

**Ozark Gateway
Association of REALTORS®,
a Regional MLS**

OGAR



www.theogar.com

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

July 2022

Issue 7 of 12

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July Calendar of Events:

- Jul 4th: CLOSED**
- Jul 6th: Membership Engagement Mtg 10am
Community Relations Mtg 11am**
- Jul 12th: MLS Training @ 10am
Leadership Development @ 11am**
- Jul 13th: Tech Mtg @ 1pm**
- Jul 14th: Finance Mtg 10am
MLS Mtg 11am
Program Mtg 130pm**
- Jul 14th: MLS Admin Class 10am**
- Jul 20th: Strat Planning @ 130pm**
- Jul 21st: BOD 9am**
- Jul 25th: Sellers Agency @ 9am-12pm**
- Jul 27th: Ready Realtor 9-1130am**



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 Joplin, MO 64801
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 417-782-5212 fx
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2022 Platinum Affiliate Member

July Birthdays		August Birthdays	
1	Bridgette Farley Matt Stokes Steve Kenny Samantha Evans Mabel Schwein Jay Triplett	15	Dee Kassab Todd Keeling Corey Adams Tammy Altman
2	Bill Punch Leevi Babb Mary Mittag- Youngblood	16	Tiffany Gratton Andrea Stevens
4	Ray Goepfert Natasha Higdon	17	Tammy Trimble Missy Snodgrass Amy Sallee Macy Freed
5	Nancy Walters Jennifer Harvey Kelly Smith Meleah Yarnell Donna Strup	18	Warren Johnson
6	Jennifer Reaves Rick Ham Lilly Souza	19	Scott Stevens
7	Deborah Gould Brittanii Lehman Kellie Outt	20	Robert Dodson Elisa Bitner
9	Amanda Mankin Jennifer Bakken Heather Duncan Micah Lowrey	21	Creighton Olson
10	Kraig Beyersdorfer Ryan Flanagan Tim Breedlove	22	Cheryl Efird Allen Hall Angie Crawford Brian Ross Angela Caster Rashele Hubbard Amanda Hurn
11	Amanda Wells	23	Tyler Winters James Dray Joe Martin
12	Danny Drake	24	Brandon McDaniel
13	David Glenn Summer George Stephanie Brust Dameika Kelso	25	Debbie Garrett Jesse Bruce Liliana Morales Campa Laura Triplett
14	Debby Pearson Kelly Garst Rita Scott Silas Belcher	26	Sara Robbins Heather Plouffe
		27	Bert Kellum
		28	Randall Johnson
		29	Sonja McWilliams Franklin Queen
		30	Summer Haste Colby McGehee Tiffany Feken Shannon Neill
		31	Robert Goodall Melinda Walker James Like
1	Gary Greene Kim Minor Breonna Heifner	16	Janice Dunn Jennifer Pace
2	Maria Sanchez Dana Sisk Richard Chambers	17	Michelle Clemons Mechelle Lawson
3	Jade Harris Chris Churchwell	18	Terry Osborne
4	Ashleigh Despos	19	Jack Walling
5	Eric Hill Nick Williams	20	Luke Gibson Melody Lowery Tiffany DeBusk Carrie Martin Julie Martinez Smith Renee Guadalupe Cristobal Villa- Gaucin
6	Gil Stevens Ron Dunaway Heather Poage	21	Allyn Burt Daryl Rhodes Kylin Garvin JaNell simpson
7	Connie Bell Gary McVay Melynn Rhea	22	Karen Nagurne Rita Glenn Rachel Moffett
8	Bonnie Wright Jennifer Siebert Dave Bird	23	Lori Layne
9	Heather Davis Janelle Dunaway	24	Carol Ferguson Stephanie Willis Yeng Yang Kasey Cowger
10	Melissa Annis Mary Beth Williams Kalan Hubbard	25	Carol Meyer
11	Don Goetz Brad Totman	26	Mark Adams Kim Turner Keri Smith
12	Rob Ellerman Richard Webb Anthony Miller	27	Jordan Dhooghe Boone Hardy Stefan Bunch Stephanie Colbert Lance Packard
13	Dusty Bell	28	Vanessa Rogers
14	Yvonne Raczkowski Steve Kelly Ashley Pryer	30	Judy Altman Patty Kassab
15	Danny Ross	31	Jessica Dearnley

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ALL I SAID WAS I NEED A REALTOR TO HELP ME SELL MY HOUSE



App of the Month:

Compliments of OGAR Technology Committee



SCHEDULE SHOWINGS EFFORTLESSLY - Schedule and manage showings and collect feedback with a few clicks or taps from any of your devices.

CUSTOMIZABLE APPROVALS - Easily set approval settings that work for both you and your client. Block times when listings are unavailable, approve appointments, and even reschedule.

SET UP BUYER TOURS IN MINUTES - Plot your tour on a map, reorder the route, and schedule multiple showings in one click. Then, share every detail of the agenda with your buyers via a live link.

You can get your showing scheduling under control right away. Log in with either your broker / MLS provided credentials. (Note: Instashowing mobile app is not available for agents outside of MLSs and broker agreements.) Real estate is complicated, scheduling showings should be simple. Plug into the future of showings with a partner who won't leave you behind.

Add your first property - set up your listing calendar in 4 easy steps. Paste your link to the showing or private remarks in the MLS - and relax as your showing management is under control.



www.joplinglobe.com

2022 Platinum Affiliate Member

JULY

Board Store Special:

*“Buy a sign,
Get a yard stake free”*



2022 Platinum Affiliate Member

www.smbonline.com

Congrats to the 2022 Local Leadership Academy Graduates!

Thank you to all of the affiliates who made this possible!



NEWMIE'S NEWBIE BLOG

Hello Newbies! Welcome to OGAR.
 Be sure to follow my blog in our monthly OGAR Newsletter for tips to help you as you *GROW* your business.

The Listing Presentation Templates You Need for More Listings!

Ready to walk into every listing appointment brimming with confidence? Want to stand out from the competition? Want sellers to put a premium on your expertise? Then you need our proven Listing Presentation Templates & Scripts!

[https://thepaperlessagent.com/listing-presentation-realtormag?](https://thepaperlessagent.com/listing-presentation-realtormag?utm_source=RealtorMag&utm_medium=MembersEdgeText&utm_content=ListingPresentation&utm_campaign=26May2022)

[utm_source=RealtorMag&utm_medium=MembersEdgeText&utm_content=ListingPresentation&utm_campaign=26May2022](https://thepaperlessagent.com/listing-presentation-realtormag?utm_source=RealtorMag&utm_medium=MembersEdgeText&utm_content=ListingPresentation&utm_campaign=26May2022)

2022 Gold Affiliate Member
<https://www.pinnbank.com>




2022 Silver Affiliate Member

jomomoving.com

2022 MR State Directors

- Donny Allen
- Debbie Barlos
- Kim Cox
- Jessica Hubbard
- Kalan Hubbard
- Forrest Stodghill
- Michael Wicklund
- Chris Nickle
- Jennifer Reaves

MREC Commissioner

Steve Kenny

2022 OGAR Leadership

- Chris Nickle, President
- Jessica Hubbard, President Elect
- Courtney Denney, Vice President
- Kandice Yapple, Treasurer
- Allen Hall, Past President
- Michael Wicklund-3 Year Director
- Amy Hunt-2 Year Director
- Jeremy Ritchie-1 Year Director
- Heather Owens-1 Year Director
- Steve Johnson-1 Year Director
- Kalan Hubbard-MLS Chair/1 Year

OGAR Staff

- Kim Cox, Association Executive/CEO
- Jennifer Pace, Director of Operations & Education
- Diane Newman, Director of Membership
- Angela Caster, Membership Services Coordinator
- Leia Anderson, MLS Director

Agents on the *MOVE*

New Members:

Heather Plouffe
Ashley Pryer
Cloe Neece
Breonna Heifner
Mary Hunt
Valerie Packard
Lance Packard
Anthony Miller
JaNell Simpson
Miles Shelfer
Kristi Richard
Tyler Richards

Realty One Group Ovation
Keller Williams
Venture Groupe Real Estate
NextHome SoMo Life
Cantrell Real Estate
Fathom Realty
Fathom Realty
Keller Williams
ListWithFreedom.com
C21 Properties Unlimited
C21 Properties Unlimited
C21 Properties Unlimited

New Appraisers:

Jason Rawlings

Green Creek Appraisal, Inc.

New Affiliates:

None

New Offices:

ListWithFreedom.com
Green Creek Appraisal, Inc.

DR is JaNell Simpson
DR is Jason Rawlings

Drops:

Deborah Pearson

Keller Williams

New MLS Only Offices:

None

New MLS Only Members:

None

Transfers:

Lauren Brooke Williams
Debby Lamoure
Jen Ervin
Stephanie Colburn
Gracie Heckart
Durwin Allen
Jay Gibby

Keller Williams
Pro 100 Joplin
Keller Williams
Reece Nichols Joplin
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Matterport
Virtual Tours

2022 Platinum Affiliate Member



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

Thursday, June 30th, 2022, at 9:00 am

Present: Jessica Hubbard, Chris Nickle (zoom), Courtney Denney, Kandice Yaple, Michael Wicklund, Amy Hunt, Steve Johnson, Allen Hall, Jeremy Ritchie, Heather Owens, and Kalan Hubbard

Staff Present: Kim Cox and Diane Newman

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

Motion was made to approve the June meeting agenda as emailed.

Motion made to approve the May minutes as emailed.

Committee Reports:

Treasurer/Officer's Report – Kandice Yaple

1. Reviewed minutes. Received financials as emailed. **Motion** made and approved to accept financials for May 2022.
2. **Motion** was made and approved to transition from our current financial advisor over to Patrick Goodknight at Edward Jones. A letter to be sent to former Financial Advisor.
3. **Recommendation** made to Strat Planning, Finance & Gov Docs to discuss adding to our guidelines that we review our current Financial Advisor every 3 years and that when changing to a new one, we interview at least 2 or more before selection is made.
4. **Motion** to approve the changing of the name "Future Operating Expense Other" to be renamed "Cash Held in Reserve" on the Balance Sheet.
5. **Motion** made to sell the two SPDR/EFT funds and the Franklin MO Tax-Free fund in our EJ portfolio and putting \$10k a piece into each of the American funds from this change.
6. **Motion** made that we pay for both Andy Beasley & Dena Loder-Hurley to attend MR's Leadership Academy as both been accepted into the program.
7. **Motion** made that we buy the used \$1000 mobile handicap ramp available to us and get quotes from a contractor to pick up the ramp, replace the metal railing under the portico to be wood and install the ramp. Kim to get some quotes.
8. **Motion** made to call We Do Stripes and ask them to add an additional section of asphalt for underneath and around the handicap ramp. Kim to call them. Kalan drew a sketch.
9. **Motion** made to purchase gazebo for OGAR's Little Free Library from Sam's Club. Michael Wicklund is willing to donate the gazebo to the board as his RPAC Major Investor contribution if that's possible. Kim to call Zack Brown and discuss.

MLS Chair/1 Year Director's Report – Kalan Hubbard

1. **Motion** to accept the list of recommended accessibility field options (with the change of making all options as singular) to use in our MLS.
2. Reviewed recommendation to leave "Room Dimensions" as a required field in the MLS. No motion or recommendation made, leave as is.
3. Committee added Andy Beasley as a member for the remainder of 2022.

President's Report – Chris Nickle

1. No report.

Association Executive Report – Kim Cox

1. Discussed request to up a political sign in front of board office, no motion made.





2. All Member lunch was a success; \$1860 was raised for Rapha House. Chris and Jeremy did a great job hosting.
3. Instashowing update by Diane. We are 2 weeks out from having a solution hopefully.
4. Leia hosted her first MLS Admin Training session, and it was well attended.
5. Discussed Buyer's Agency class with Donny Allen. Series of 3, more to come.
6. Sentrilock phone/app discussion held. **Motion** made to purchase an iPad and case for no more than \$400 to be the front desk device to check in/out lockboxes.
7. Nationwide Appraisal Committee meeting update.
8. Department of Justice update from NAR's legal counsel. Posting the new website offered for our members to use: www.realestatecommissionfacts.com
9. Dues increases are coming in 2023 for both MR (\$8) and NAR (\$10).

President-Elect's Report – Jessica Hubbard

1. Strategic Planning – Next meeting scheduled for July 20th.
2. Program & Events – Reviewed minutes.
3. Community Relations – Reviewed minutes.
4. Governing Docs – Next meeting will be scheduled in July.
5. Membership Engagement – Reviewed minutes.
 - a. A **motion** was made to approve the conditional memberships for the agents listed below:

New Agents:

Daren Beeson – Fathom Realty (2ndary)	Trish Ledford – EXP Realty (2ndary)
Daniel Brown – EXP Realty (2ndary)	Char Rourke – Pro 100 Joplin (2ndary)
Ed Berberich – MV Realty of MO (2ndary)	Cloe Neece – Venture Group (2ndary)
Laura Triplett – C21 Prop Unltd. (2ndary)	Jay Triplett – C21 Prop Unltd. (2ndary)
Heather Plouffe – Realty One Group Ov.	Sydni Comman – Keller Williams
Elizabeth Turner – Keller Williams	Ashley Pryer – Keller Williams
Daniel Frazee – Keller, Craig & Assoc. (2ndary)	

New Appraisers:

None

New Offices:

Keller, Craig & Associates, Inc. – DA is Daniel Frazee

Affiliates:

None

Vice President's Report – Courtney Denney

1. Awards – No meeting this month.
2. RPAC – Reviewed minutes.
3. Technology/Education – No meeting this month. Working on The Landing video.
4. Leadership Development – No quorum at 1st meeting, reviewed discussion notes only. Second meeting had to be postponed due to a family emergency. An email meeting was then held to replace Dave McGarrah on committee with Courtney Denney **motion** was made to approve this change in committee members. Meeting to be scheduled as soon as possible for furthering the selection of the slate of 2023 Officers & Directors.
5. Local Leadership Academy – The class graduated at the June All Member Lunch and has rescheduled their class project "Party in the Park" to be on August 4th.
6. Commercial Task Force – Meets only when needed. Nothing this month.

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

1. Accounts past due presented; 8 agent/agents, 0 company/companies.





2. Full listing audit for every 100th listing is continuing, as well as daily policing.
3. Violations and Tribunal update; 2- CCP violations. Violation breakdown (9): 3 - No photos; 4- Status Updates needed, 2- Sentrilock serial numbers missing.

Board of Directors **motioned** to go into Executive Session. Discussion held.

Motion made to end Executive Session.

New Business:

1. **Recommendation** being made to MLS Committee to re-evaluate "non-foreclosure" auctions and to ask Jeff Kester of SOMO MLS to attend for this discussion.

All of the above motions passed with majority vote.

Meeting adjourned.





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Children's Haven

Home for children.
Help for families.



WHO DOES CHILDREN'S HAVEN HELP?

Children's Haven provides a temporary home to children ages birth through 17 years whose families are experiencing a crisis. A family crisis may include, but is not limited to:

- Parent or sibling hospitalization
- Lack of food, shelter or utilities
- Fear of abusing or neglecting children
- Parent seeking mental health or substance abuse treatment
- Death of a parent
- Incarceration of a parent

Children's Haven provides a safe, secure, home-like environment for children while their families are assisted to obtain resources to resolve their crisis. Through the services we provide, we work to protect children, prevent child abuse and neglect, reduce family stress, and ultimately keep families together.

HOW DOES CHILDREN'S HAVEN OPERATE?

Open 24 hours a day, 7 days a week. Our professional staff care for up to 24 area children at a time. Located at 7th and Picher in Joplin, our home is a warm and inviting place designed to help children feel at ease during what is often a very stressful time.

HOW CAN YOU HELP?

In addition to our staff, numerous volunteers assist in a variety of ways from lawn care to cooking. We also have a "wish list" of items ranging from diapers to office supplies that help us meet the children's needs. For more information, please call Children's Haven at 417.782.4453 or follow us on Facebook or at childrens-haven.org.

OUR MISSION

Children's Haven provides temporary shelter to children in a safe, secure environment while their parents resolve a family crisis.

711 South Picher
Joplin, MO 64801
Ph. (417) 782-4453
Ph. (866) 594-2836
childrenshaven@att.net
www.childrens-haven.org



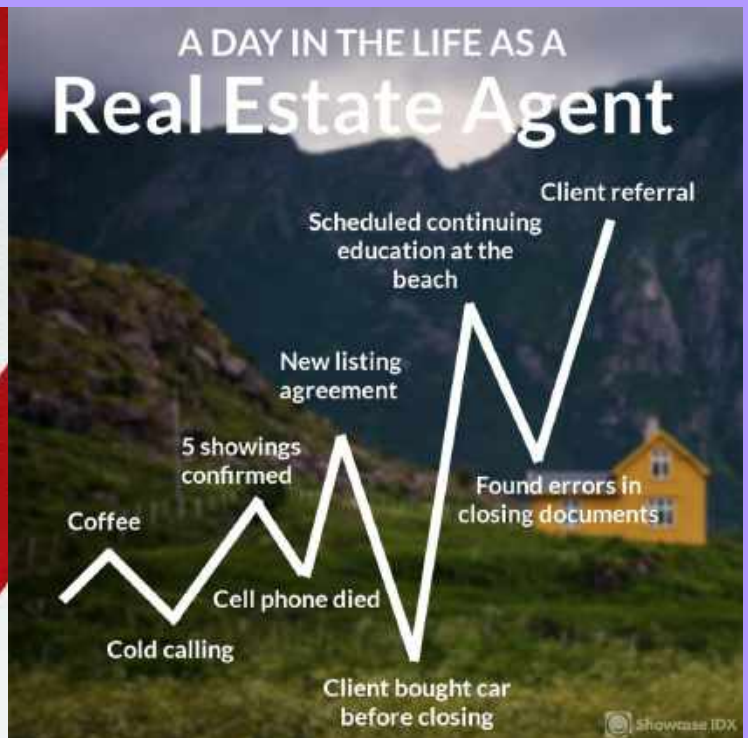


711 South Picher Avenue - Joplin MO - 64801 417.782.4453 childrens-haven.org ch-amy@att.net

VOLUNTEER OPPORTUNITIES

- **Collect Needed Items** - Call us for a list of currently needed items and host a drive with extended family, co-workers, and friends to collect and meet the needs of our kids and home. Some items are always needed such as baby wipes, cleaning disinfectant wipes, individually wrapped snacks and juice boxes.
- **Invitations**- Invite us to be a guest speaker at your club, social gathering, business meeting etc. to share information about the children we serve, how to access and support our crisis care mission.
- **Community Awareness**- Distribute program flyers to community bulletin boards, offices, laundry mats, convenience stores, etc
- **Cook for the Kids**- Prepare and serve meals for the children and general kitchen clean up. Meals can be prepared in our kitchen or at your home and brought in and served or dropped off at the door. Any family favorite dish will surely be enjoyed by our kids. Don't like to cook? Drop off your favorite fast food and our kids will be so excited. A group of 2-3 volunteers is welcome to work as a team in the kitchen. Please contact Amy at (417)782-4453 or ch-amy@att.net to see which available night works for your schedule. We currently ask that dinner be provided for 24 and be ready by 5:30pm. Please think beyond pizza, chicken nuggets, spaghetti, and lasagna as we get those quite often.
- **Donate!** - Our services are free to families in crisis. Your cash donations support our safe, nurturing crisis care.
- **Feeling Creative?** - Host a lemonade stand, garage sale, breakfast fundraiser, bake sale etc. and donate the proceeds to support the needs of local children in our home.

THANK YOU FOR YOUR SUPPORT OF LOCAL CHILDREN IN CRISIS CARE!



All Member Lunch Local Leadership Graduation Purse Auction for Rapha House



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
May 2021	337	60	195	82	168	45	15	78	1	8	20	2
May 2022	293	48	174	71	135	47	15	67	0	13	11	5

Total Number of Active & Pending Listings: 912

1-30 Days: 40 31-60 Days: 170 61-90 Days: 47 91-120 Days: 15 120+ days: 21

Total Units Sold: 293 Avg. DOM: 65

Avg. Sold Price: \$203,367 Median Sold Price: \$175,000

Absorption Rate: 1.38 months

Agent Type	Count	Summary Statistics	May-22	May-21	% Chg	2022 YTD	2021 YTD	% Chg
Designated REALTOR®	87	Absorption Rate	1.38	1.57	-12.10	1.29	1.74	-25.80
Designated REALTOR® MLS only	11							
REALTOR®	557	Average List Price	\$273,264	\$236,755	15.42	\$225,366	\$190,773	18.13
REALTOR® MLS only	69							
Salesperson	17	Median List Price	\$199,000	\$165,000	20.61	\$188,000	\$154,975	21.3
Waiver	0							
Designated Appraiser	41	Average Sale Price	\$203,367	167,446	21.45	\$194,430	\$165,824	17.2
Associate Appraiser	7							
Designated Affiliate	61	Median Sale Price	\$175,000	\$156,650	11.71	\$169,250	\$147,500	14.75
Associate Affiliate	48							
Total Board/MLS	789	Average DOM	65	74	-12.16	74	85	12.94
Total Board with Affiliates	898							
		Median DOM	47	50	-6.00	53	59	-10.13



MARKET STATISTICS

May 2022

Prepared June 15, 2022

Number of Listings	January-22	February-22	March-22	April-22	May-22	May-22 Pending
Number of Listings from Reporting MLS's	5,080	5,142	5,421	6,361	7,491	63% of Listings

Year-to-date Figures	May-19	May-20	May-21	May-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	29,813	28,080	33,864	32,818	-3.1%	16.9%	10.1%
Median Residential Property Selling Price-YTD	166,400	173,000	205,000	230,000	12.2%	32.9%	38.2%

Monthly Detail Comparison	May-20	May-21	April-22	May-22	May vs April	May '22 vs May '21	May '22 vs May '20
Number of Homes Sold	6,481	8,247	7,188	8,138	13.2%	-1.3%	25.6%
Number of Days on Market	49	28	28	24	-14.3%	-14.3%	-51.0%
Average Selling Price	\$214,764	\$261,341	\$285,764	\$289,511	1.3%	10.8%	34.8%
Median Selling Price	\$182,000	\$220,000	\$238,500	\$249,000	4.4%	13.2%	36.8%
Monthly Dollar Volume	\$1,391,888,274	\$2,155,277,184	\$2,054,068,777	\$2,356,044,052	14.7%	9.3%	69.3%

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-20	May-21	April-22	May-22	May vs April	May '22 vs May '21	May '22 vs May '20
Number of REALTORS®	22,771	24,561	25,468	25,698	0.9%	4.6%	12.9%

MAY 2022 STATISTICS



MARKET STATISTICS

8,138

RESIDENTIAL
PROPERTIES SOLD
-1.3% vs May 2021



\$289,511

RESIDENTIAL
AVERAGE SALE PRICE
+10.8% vs May 2021



\$249,000

RESIDENTIAL
MEDIAN SALE PRICE
+13.2% vs May 2021



OVER \$2.3 BILLION

IN DOLLAR VOLUME
+9.3% vs May 2021



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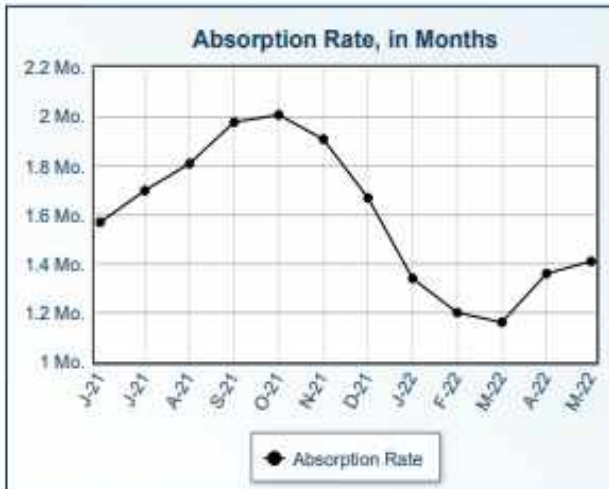
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2022 Silver Affiliate Member

Market Summary

Residential, May 2022



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Leadership Academy

Missouri REALTORSSM

CLASS OF 2023



Andy Beasley
Ozark Gateway



Billy Boulden
Lake of the Ozarks



Matthew Brock
Tri-Lakes



Jonas Farrell
Bagnell Dam



Brandon Glascock
Columbia



Daniel Hartman
Kansas City Regional



Travis Kempf
Columbia



Dena Loder-Hurley
Ozark Gateway



Chris Looney
Central Missouri



Taylor Pinkerton
Southeast Missouri



Denise Pittman
Jefferson City Area



Yvonne Van Camp
Greater Springfield

Potential Buyer: "Hi, I'm looking to buy a house. How's the market?"

Me: "Remember back in May when you were looking for toilet paper? Yeah...just like that."



**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)

Tour of Homes 2022 Schedule

June

7 NE
14 NW
21 S
28 NE

July

5 NW
12 S
19 NE
26 NW

August

2 S
9 NE
16 NW
23 S
30 NE

September

6 NW
13 S
20 NE
27 NW

October

4 S
11 NE
18 NW
25 S

November

1 NE
8 NW
15 S
22 NE
29 NW

December

6 S
13 NE
20 NW
27 S