

REALTORS TODAY

- NEWSLETTER -



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



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- May 4:**
Finance Committee Meeting Via Email
- MLS Committee Meeting 11:00
- May 6-10:**
NAR Conference Washington, D.C.
- May 10:**
Membership Engagement Committee Meeting 10:00
- Community Relations Committee Meeting 11:00
- May 11:**
Contract Class 9:00-12:00
- Program Committee Meeting 1:30
- May 17:**
Local Leadership Class #5 8:30-12:30
- May 18:**
Ready Realtor Class 10:00-11:00
- Contract Class 1:00-3:00
- May 20:**
Joplin Memorial Run
- May 23:**
Governing Docs Task Force Meeting 10:00-12:00
- May 24:**
HUD Class 11:30-1:00
- RPAC Committee Meeting 1:00
- May 25:**
BOD Meeting 9:00
- May 29:**
OGAR Office Closed for Memorial Day
- 2023 Gold Level Affiliate



712 S Florida
Joplin, MO 64801
417-782-6161 ph
417-782-5212 fx
www.theogar.com

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

arvest.com/home/loan

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

The CE Shop
INNOVATING CAREER EDUCATION

BIRTHDAYS

May

2
Jonthan Leach
Teresa Hefley
Madison Marietta

3
Jennifer Bridges
Jill Flakne
Ginger Kitchen
Brady Hanger

4
Morgan Sprouls

5
Joyce Keith

6
Jackie Williams
Michael Norman
Shawn Coats

8
Wendilyn Gilbert

9
Jared Dickey
Mike Brower

10
Carter Bland
Karissa Haner

11
Matthew Maples
Robyn Kyle

12
Shahed Faruk

13
Andrew Bright
Danielle Henson

14
Ann Blaser

15
Kayla Colon

16
Candice Register
Shawn Burton
Kaelyn Powell
Terry York

17
Olivia Salmonsén
Andy Beasley

19
Chelsey Surrige
Kim Wood

20
Brian Phillips
Brooke Williams
Max Bliss

21
Pat Black
Hank Choens
George Brockman

22
Nichole Hamblin

23
Star Atchison
Hoot Myers
Keyra Bourgault
Trevor Tidball
Brittany Caine

24
JC Burd
David Evans

25
Milton McDonald
Kevin Steele
Sean Parks

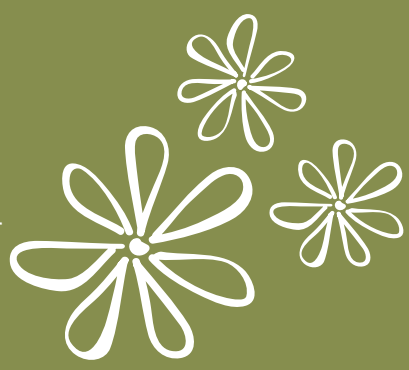
26
Julie Smith

27
LC Anderson

28
Richard Jaynes
Joshua Maresh

30
Tony Rea

31
Kandice Yaple
Robert Getz



H A P P Y B I R T H D A Y

June

1
Tami Fulp
Carol Woodward

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

9
Margaret Kelly
Elizabeth Clark

10
Dan Higdon
Shaun-Ann Bristol
Paula George
Shelly Hildebrandt

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 Cassidy
Jason Lehman
Cassie Sammons

28
Mike Woolston
Melinda Stout

30
Kellen Bounous



App of the Month

Compliments of the OGAR Technology and Education Committee



Unsplash



The internet's source for visuals.
Powered by creators everywhere.

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

Member Since 2018

2023 Gold Level Affiliate

 **Meridian Title Company**

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

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

Spring Cleaning

Tidy Up Your Profile on the Landing



THE LANDING

SPRING LANDING LOUNGE
Tidy Up Your Profile on THE LANDING

Spring is here! It is time to tidy up your profile on THE LANDING. Complete the Spring Cleaning Checklist below and stop by THE LANDING Lounge for a prize!

- 1. Refresh Your Profile Photo:**
Go to My Profile and ensure your profile photo is up-to-date and looks like you. If your profile photo looks like the image below and you are "in the dark" - add a new profile photo of yourself.
- 2. Clean up your Bio:** Go to My Profile and navigate to your bio. Click on Add to update your bio for the first time. Click on the pencil next to Bio to edit your current bio. Include a few sentences about who you are to let others get to know you.
- 3. Check Your Community Membership & Notifications:**
To ensure your community list is up to date, go to My Profile > My Connections and Communities. Scroll the list of communities that you are a member of. Let THE LANDING Lounge staff know of any communities you are no longer a part of.

Next, Go to My Profile > My Account and then click on Community Notifications. Check to be sure that your Notification Settings per Community are set to your preferences. You may choose from Daily Digest or Real Time.

UPLOAD A PHOTO

My Connections -
Contacts
Networks
Communities
Following

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www.firstam.com



First American Title™

2023 Platinum Level Affiliate
www.wacotitle.com



wacotitle.com

Agents on the Move

Drops

Mabel Schwein
Sentry Residential

Marci King
Keller Williams

Steve Kelly
Community Bank and Trust

Ty Rowe
Fathom Realty

New MLS Only Members

None

New Offices

Pro 100 Carthage
DR is Eric Wood

Real Property Management
Momentum
DR is Jennifer Ramroth

New Appraisers

None

Transfers

Tiffany Debusk
to Keller Williams

Jesse Bruce
to Smith Midwest

Amanda Grubb
to Realty One Group
Ovation

Shelly Heffington
to Real Broker, LLC

Jennifer Jason
to Real Broker, LLC

Stephanie DeTar
to Real Broker, LLC

Marge Lagow
to Real Broker, LLC

Amy Greer
to Real Broker, LLC

Maggie Hagins
to Smith Midwest

Shelbi Widener
to Real Broker, LLC

Megan Stirewalt
to Realty One Group
Ovation

Amy Brake
to Pro 100 Joplin

Brittney Guthrie
to Fathom Realty

New Members

Dylan Brooks
Pro 100 Joplin

Regina Lehmann
Show-Me Real Estate

Ragan Gullett
Keller Williams

Tyler Palmer
Keller Williams

Thomas Staples
1 Percent Lists SWMO

Jennifer Ramroth
Real Property Management
Momentum

Danielle Del Marco
Keller Williams

New Affiliates

Cody McNary
Cody's Pest Control

Lindsey Fearing
Clear Contract to Close

Richard Chambers
Community Bank and Trust

New MLS Only Offices

None



Board of Directors Minutes

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

Thursday, April 27th, 2023, at 9:00 am Present: Jessica Hubbard, Courtney Denney, Kandace Yaple, Jeremy Ritchie, Chris Nickle, Michael Wicklund, Judy Lowe, 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 April meeting agenda as emailed. Motion made to approve minutes from the March 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 March and the Year-To-Date for 2023.
2. Recommendation by the RPAC & Advocacy Committee. Motion made and approved to donate \$250 to Lafayette House in memory of Gary Stubblefield and \$150 to Carthage Humane Society in memory of David Houston's wife.
3. Recommendation by the Finance Committee. Motion made and approved to purchase a \$200 hole sponsorship for the 22nd Annual Joplin Rotary Golf Scramble.
4. Recommendation by the MLS Committee. Discussion was held on auctions on OGAR Members Facebook page and recommended to send to Membership Engagement committee to discuss and recommend rules on this subject and send back to BOD.
5. Recommendation by the MLS Committee. Motion made and approved to add an option next to "Overhead Doors" to provide height and/or width on Commercial listings.
6. Recommendation by the MLS Committee. Motion made and approved to add "Build to Suit" as an option under "Property Conditions" on both Commercial and Vacant Land listings.
7. Recommendation by Community Relations Committee. Tabled and sent back to Community Relations Committee to discuss their \$300 committee budget as a donation to Joplin Alternative School's JAG Program for local students attending nationals in Orlando since it's already over.
8. Recommendation by Community Relations Committee. Motion made and approved to accept the newly created Affiliate Level informational flyer with changes. The staff is to add some color to the flyer.
9. Recommendation by the Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below: New Agents: Cameron Tournear – Keller Williams Kody Bates – Keller Williams Christina Moss – 1 Percent Lists SWMO Elizabeth Johnson – Pro 100 Neosho Venessa Stirewalt – Keller Williams Kaleb Foster – Keller Williams Wyatt Jones – Charles Burt Joplin Madison Marietta – Cobb Realty, Inc. (2ndary) Shelly Hildebrandt – Cobb Realty, Inc. (2ndary) Chuck Parson – Cobb Realty, Inc. (2ndary) New Offices: Cobb Realty, Inc. – DR is Madison Marietta Affiliates: Christi Weidenhammer – SMB Carthage Karyn Ward – Waco Title Company Cody McNary - Cody's Pest Control, LLC Lindsey Fearing – Clear Contract to Close

President's Report – Jessica Hubbard

1. Gave an update on risk awareness that was discussed at MR's Spring Business Conference. MREC updated the room on branch offices; they do not recognize team offices and must have branch office registered with MREC to advertise the location.
2. Discussed pictures on the MLS, sharing of listings and photos that aren't yours; any one of these items can cause issues due to possibly going against copyright laws.
3. Discussed Minimum Brokerage Rules. Kim to call other AEs regarding any legal information they obtained on this process, particularly the info that was approved by Rodney Gansho and NAR. Kim to send a rough draft to Rodney for confirmation of verbiage. This information will be sent to Governing Docs to update our rules.

Board of Directors Minutes

Association Executive Report – Kim Cox

1. Informed BOD of the response from local lenders regarding the West Coast trend of allowing renters to use their good payment history to increase their credit score. It is basically up to the landlord to choose whether or not to report it.
 2. Read an appreciation note that was sent to the staff from a new Secondary member.
3. Informed BOD of the response from MR regarding Realtor Days. It appears they will stay the same but will look at improving the experience.
4. Motion made and approved to donate \$250 in memory of Darren Kleinsorge to UMKC University Health Foundation - Mental Health Program.
5. Update on Cody Smith running for Missouri State Treasurer.
6. Kim had discussions with area well companies regarding the mandatory lead and cadmium testing that is required by Jasper County. Motion was made to send a letter to the county commissioners advocating for the public regarding why they don't keep record of the test results, or if they do, where can the records be viewed. The letter is to be sent to BOD for review before being mailed by certified mail.
7. Discussion held on zoom rules and a MOTION was made to add the following items into our Policy and Procedures:
 - a. Your camera must be on at ALL times.
 - b. Directors and/or committee members must actively participate in meetings and cannot be operating a motor vehicle.
 - c. For confidentiality purposes, you must be in a private area and/or use headphones.
 - d. Use the mute button when not actively speaking in meetings.
 - e. You need to physically raise your hand on camera to vote or be recognized, rather than using the zoom function "raise your hand".
8. Discussion held regarding advertising language on Seller's Agency Listing Contract. Courtney Denney noted it was Sec. 6, Line 142-146, very vague, no motions or recommendations made.

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

1. Accounts past due presented; 20 agent/agents, 0 company/companies.
2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (4): 1 - No photo; 1 - Status Updates needed, 2 - Sentrilock serial numbers missing.

New Business: 1. Staff Update. New hire: Stephanie Burkhart. Start date is May 1st.

2. Kim Cox to send out the O2 Structure to the OGAR Members. MR deadline for sign-ups is May 15th.

Old Business: None.

All the above motions passed with majority vote.

Meeting adjourned.



MLS Statistics

March 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
MAR. 2022	320	63	176	81	149	48	17	80	0	16	10	0
MAR. 2023	282	63	160	59	105	53	21	76	0	14	12	1

Total Number of Active & Pending Listings: 839

1-30 Days: 53 31-60 Days: 94 61-90 Days: 37 91-120 Days: 24 120+ days: 74

Total Units Sold: 282 Avg. DOM: 90

Avg. Sold Price: \$177,578 Median Sold Price: \$174,200

Absorption Rate: 1.79 months

Agent Type	Count
Designated REALTOR®	92
Designated REALTOR® MLS only	10
REALTOR®	582
REALTOR® MLS only	57
Salesperson	17
Waiver	0
Designated Appraiser	45
Associate Appraiser	7
Designated Affiliate	52
Associate Affiliate	54
Total Board/MLS	810
Total Board with Affiliates	916

Summary Statistics	MAR.-23	MAR.-22	% Chg	2023 YTD	2022 YTD	% Chg
Absorption Rate	1.79	1.17	52.99	1.81	1.24	45.97
Average List Price	\$312,958	\$253,570	23.42	\$246,707	\$224,945	9.67
Median List Price	\$236,920	\$185,000	28.06	\$199,900	\$184,900	8.11
Average Sale Price	\$193,016	\$201,571	-4.24	\$185,579	\$187,186	-0.86
Median Sale Price	\$174,200	\$167,000	4.31	\$169,000	\$162,000	4.32
Average DOM	90	77	16.88	83	79	5.06
Median DOM	58	53	9.43	61	58	5.17



MARKET STATISTICS March 2023

Prepared April 17, 2023

Number of Listings	November-22	December-22	January-23	February-23	March-23	March-23 Pending
Number of Listings from Reporting MLS's	9,813	8,318	7,780	7,304	7,523	47%

Year-to-date Figures	March-20	March-21	March-22	March-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	15,459	17,834	18,554	14,204	-23.4%	-20.4%	-8.1%
Median Residential Property Selling Price-YTD	167,000	196,000	215,000	227,500	5.8%	16.1%	36.2%

Monthly Detail Comparison	March-21	March-22	February-23	March-23	Mar vs Feb	Mar '23 vs Mar '22	Mar '23 vs Mar '21
Number of Homes Sold	7,001	6,572	4,381	5,762	31.5%	-12.3%	-17.7%
Number of Days on Market	44	34	49	46	-6.1%	35.3%	4.5%
Average Selling Price	\$244,940	\$271,846	\$261,695	\$277,887	6.2%	2.2%	13.5%
Median Selling Price	\$200,413	\$228,950	\$225,000	\$235,000	4.4%	3.5%	17.3%
Monthly Dollar Volume	\$1,714,822,621	\$1,786,568,720	\$1,146,484,786	\$1,601,187,554	39.7%	-10.4%	-6.6%

Quarterly Comparison	1st Qtr 2021	1st Qtr 2022	4th Qtr 2022	1st Qtr 2023	1st Qtr '23 vs 4th Qtr '22	1st Qtr '23 vs 1st Qtr '22	1st Qtr '23 vs 1st Qtr '21
Number of Homes Sold	17,834	17,133	17,281	13,952	-19.3%	-18.6%	-21.8%
Number of Days on Market	44	36	35	47	34.3%	30.6%	6.8%
Average Selling Price	\$241,287	\$261,306	\$277,240	\$268,411	-3.2%	2.7%	11.2%
Median Selling Price	\$195,734	\$215,000	\$232,000	\$225,000	-3.0%	4.7%	15.0%
Quarterly Dollar Volume	\$4,309,022,041	\$4,490,056,247	\$4,795,953,848	\$3,759,540,134	-21.6%	-16.3%	-12.8%

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	March-21	March-22	February-23	March-23	Mar vs Feb	Mar '23 vs Mar '22	Mar '23 vs Mar '21
Number of REALTORS®	23,887	25,270	25,188	25,213	0.1%	-0.2%	5.6%

MARCH 2023 STATISTICS

MARKET STATISTICS

5,762
RESIDENTIAL
PROPERTIES SOLD
-12.3% vs March 2022

↓

46
AVERAGE DAYS ON
MARKET
+35.3% vs March 2022

↑

\$235,000
RESIDENTIAL
MEDIAN SALE PRICE
+3.5% vs March 2022

↑

**OVER \$1.6
BILLION**
IN DOLLAR VOLUME
-10.4% vs March 2022

↓

Market Summary

Residential, March 2023



2023 Platinum Level Affiliate
www.firstam.com

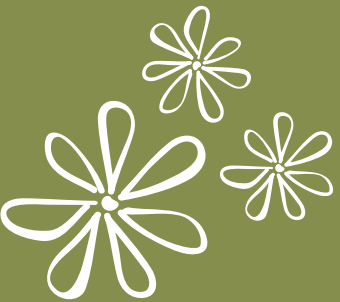
First American Title™

Donny Allen is officially a member of the Class of 2022 National Association of REALTORS RPAC Hall of Fame, having given \$50,000. Congratulations on this amazing accomplishment!



April Sales Contract Class

Thank you again to Donny for teaching another Sales Contract Class!



Thank you to everyone who donated items for the fundraiser held by OGAR's Community Relations Committee to help provide items for care packages for the Missouri National Guard's 294th Engineering Company from Carthage!



www.smbonline.com
2023 Platinum Level Affiliate

2023 Silver Level Affiliate



Members who have already taken these programs are eligible and do not need to re-take them to enter.

2023 President's Challenge

APRIL 11 through NOVEMBER 30



Complete NAR's Fairhaven, Implicit Bias, AHWD, and C2EX for a **chance to win \$1,000!** Members who have already completed all four programs are also eligible to enter.

Get the details here!



Diversity & INCLUSION
MissouriREALTORS®

THAT'S WHO WE R

Presented by Missouri REALTORS® Diversity & Inclusion Committee and Professional Development Output Group.



2023 Silver Level Affiliate
www.jomomoving.com



News from NAR

Managing Conflict

Stresses and emotions can flare up at any time in the real estate world. When conflicts arise, experienced practitioners rely on clear and concise communication, transparency and honesty. Here's how three peers recommend keeping discussions peaceful and moving forward from conflict toward happiness for all parties involved.

With Clients

1. Preempting conflict.

Have an upfront conversation with clients to discuss what you offer as an agent and to understand their expectations. One of the most important skills in real estate is being able to listen and to ask clarifying questions based on what you hear. Ask what hours they expect you to be available and how they want you to communicate with them. It's your duty, as a REALTOR®, to work in the best interest of your clients. That includes ensuring they're knowledgeable about a host of details including how the market works, how you get paid, how open houses and tours happen, and how closings work.

2. Confronting conflict.

If an issue emerges, don't let it fester. Have a conversation to acknowledge the client's concerns. Ask, "What can I do to make it better? Should we revisit our expectations?" Document decisions to ensure mutual understanding.

3. Managing emotions.

What if a client raises her voice? You can say, "I see you are upset. I want to hear you and address what's upsetting you." Suggest taking a break until everyone calms down. Don't match bad behavior. Be respectful. Find whatever you can within yourself to stay composed.

4. Moving past conflict.

Keep drilling down to what the real issue is. Once that's clear, address it and move forward. If you can't, it may be time to respectfully end the business relationship. Direct communication drives it home: "I will never be able to meet your expectations."

With Cooperating Agents

1. Preempting conflict.

Real estate is a relationship business. One great way to build relationships is to get involved in your local or state association. Attend industry networking events. Teach or participate in educational programs. Volunteer for committees. When you're in a transaction with another agent, be transparent and stay in contact.

2. Confronting conflict.

Stay professional, even if you find the other agent difficult to work with.

3. Managing emotions.

You're both there to serve the clients. Don't let ego get in the way. If necessary, separate for a while, cool down, and think about what's good for everyone in the situation. You don't have to like each other, but you have to remain respectful.

4. Moving past conflict.

Be honest and direct. Talk it out. If you can't work out the conflict, get the brokers involved. If the conflict is within the same office, the broker should talk with each agent separately and then bring them together to talk about how things can be done better.



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)