

# REALTORS TODAY

- NEWSLETTER -



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

## Inside This Issue

Birthdays	Page 2
App of the Month and Leadership Directory	Page 3
Newmie's Newbie Blog and Board Store Special	Page 4
Agents on the Move	Page 5
BOD Minutes	Pages 6-7
Market Statistics	Pages 8-10
Muffins with MREC	Page 11
Roi S. Wood Donations	Pages 12
Breakfast Fundraiser	Page 13-14
Safety Month Flyer	Page 15
Tour of Homes Schedule	Page 16



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

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## Calendar of Events

- September 4: OGAR Office Closed for Labor Day
- September 6: Safety Summit Session 1 9:30-10:00
- Safety Summit Session 2 10:00-12:00
- September 7: Finance Committee Meeting 10:00
- MLS Committee Meeting 11:00
- Program Committee Meeting 1:30
- September 9: Breakfast Fundraiser 8:00-10:00 (at Joplin Elk's Lodge)
- September 13: Safety Summit Session 3 10:00-12:00
- RPAC Meeting 1:30
- September 14: All Member Affiliate Appreciation Luncheon & RPAC Auction 11:30-1:00
- September 19-21: MR Fall Business Conference (Springfield)
- September 20: Safety Summit Session 4 10:00-11:00
- Safety Summit Session 5 11:00-12:00
- September 26: Awards Committee Meeting 10:30
- September 27: Safety Summit Session 6 11:00-1:00
- September 28: BOD Meeting 9:00

2023 Gold Level Affiliate



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



# BIRTHDAYS

## September

1  
Gay Lynne Dawson  
Cathy Forson  
Danielle Calvin  
Audra George  
Jonathan Meador  
Gail Bottom

2  
Jim Hunter

3  
Jo Kleinsorge

4  
Lori Salchow  
Melody Morgan

5  
Laura Webb  
Jordyn Kirby

6  
Bruce Anderson  
Kyle Allen  
Bethany Newsom  
Katelyn Ferdig

7  
Nicholas Sanders  
Connor McGehee

8  
Nick Gratton  
Robert Craft  
Mauricio Reyes-Gonzalez

9  
Spencer Aggus  
Jay Gibby

10  
John Hyman  
Chuck Kitchen  
L. Dee Murdock  
Will Seagraves

11  
James Carlile  
Kirk Friesen  
Jill Childs  
Gracie Heckart  
Crista Porter  
Ryan Litwin  
Elizabeth Riggins

14  
Julie Wendt  
Kelsey Warren  
Shannon Frieling  
Cynthia Mallinak  
Ronda Hickey  
Heidi Williams  
Shawn Parise

15  
DJ Driskill  
Taylah Cope  
Sydni Cornman

16  
Melissa Cleaveland  
Elizabeth Johanson  
Bob Lasswell

17  
Eden Teer  
Mark Lee  
Matthew Neel  
Dakota Maxon

18  
Deborah French  
Ryan Thompson  
Richard Jones  
Blake Fisher  
JJ Ortiz  
Jana Jeffery

19  
Kenny Rowe  
Angela Vogel

20  
Taylor Means  
Michelle Landry

21  
Fred Landreth  
Jenny Hocker  
Jonathan Lundy  
Jeremy Mohney  
Lex Cook

22  
Mark Wolfe  
Ramona Lannon  
Jon Stephens  
Randi Offutt

24  
Greg West

25  
Matthew Shear

26  
Jeremy Ritchie  
Gavin White

27  
Melanie Epperson  
Audrey McAuliff  
Josh Bard  
Elsa Lopez

28  
Karen Wright  
Beth Wright  
Jessica Roth  
Teresa Vigueras  
Arlene Richardson

29  
Bobby Severn  
Melissa Elliott

30  
Diana Smith  
Linda Richmond  
Lisa Fletcher  
Jennifer Jason  
Jeff Sterling  
Stormie Riggs

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## October

1  
Sherri Garvin  
Kim Cox  
Keri Ralston  
Brandi Haddock

2  
Courtney Maresh

3  
Morgan Faubion  
Shelby Hartwell-Crowder  
Sydney Smith

4  
Gail White

5  
Kenny Stevens  
Chuck Parsons

6  
Cassie Berryman  
Daren Strait  
Lalaine Mohr

7  
Mason Williams

8  
Belinda Hurley  
Shelly Mock  
Tyler Casey  
Lindsey Niebaum

9  
Vicki Chew  
Cody Smith  
Tiffany Rea

10  
Rick Muenks  
Heather Griffith  
Riley Thompson

11  
Holly Mitchell  
Aaron Arlington  
Shannon Van Gorp

12  
Jerald Frazier

13  
Kelly Roberts

14  
Anthony Hance

15  
Howie Nunnely  
Angela Bollman  
Adam Johnson

16  
Michele Buhr

17  
Sherry Lawrence

18  
Taylor Reece  
Cody McNary

19  
Justin Landry

20  
Brit Hale  
Valerie Searcy

21  
Candi Thompson  
Jennifer Prine

22  
Susie Goodall  
Ed Berberich  
Michael Yates

23  
Kevin Hunter  
Tiffany Jamison

24  
Melissa Gibbens  
Wilber Guerra  
Lacey Baker

25  
Marcee Carpenter  
David Dunn  
Jennifer Atnip  
Dan Forbes

27  
Jeremy Beres  
Mike West  
Mandy McCoy  
Ryan Hubbard

28  
Kathleen Denham  
Aaron Mullin  
Dylan Brooks

29  
Dustin Davidson  
Jill Welch  
Brittney Guthrie  
Michelle Cantrell

30  
Dara Steffen  
Stacy Beasley

31  
Brittany Samuelson



# App of the Month

Compliments of the OGAR Technology and Education Committee

## Promo



Easily create marketing videos that stand out online! Grow your business with ready-made videos and daily inspiration perfect for social media trends. Complete with an optimized video calendar you have everything you need to make high-quality video ads, promotional videos, and captivating visual content that bring measurable results.

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**Andrea Malcolm**

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[wacotitle.com](http://wacotitle.com)

### **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 Yaple, 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, Membership Director  
Cassia Ferrell, Member Services Coordinator  
Michelle Delaney, MLS & Education Director

# Newmie's Newbie Blog



**REALTOR<sup>®</sup> Safety PROGRAM**

**SEPTEMBER IS REALTOR<sup>®</sup> SAFETY MONTH**

Spread awareness about safety among your members during Safety Month with these ready-to-use resources:

- 30-Day Plan Calendar
- Member Email Template
- REALTOR<sup>®</sup> Safety Flyer
- Safety Month Webinar
- Social Media Tips

Scan the QR Code for access to all resources.

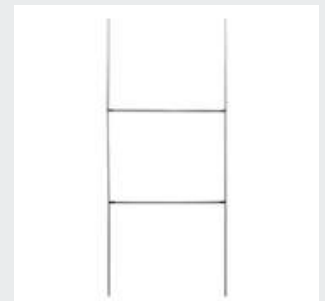
[nar.realtor/safety](http://nar.realtor/safety)



REALTORS<sup>®</sup> are members of the National Association of REALTORS<sup>®</sup>.

## Board Store Special

H-Stakes 2 for \$5!



# Agents on the Move

## Drops

LaDonna Martino  
Cantrell Real Estate

Lauren Brooke Williams  
Keller Williams

Mark Daven  
Ferstl Valuation Services

Tim Ferguson  
Ferguson Property Management, LLC

Erika Boblett  
Reece Nichols Neosho

Tara Sisk Haws  
NextHome SoMo Life

Jennifer Ramroth  
Real Property Management Momentum

## New MLS Only Members

None

## New MLS Only Offices

None

## New Offices

Triple Diamond Real Estate,  
LLC  
DR is Trina Danley

Alpha Realty  
DR is Adam Johnson

## New Appraisers

None

## Transfers

Cord Mays  
to Davis Real Estate

Allison Mardis  
to Pro 100 Joplin

Carol Ferguson  
to Pro X Realty

Tim Ferguson  
to Pro X Realty

Titus Grant  
to Pro X Realty

Kimberly Turner  
to Pro X Realty

Sarah Couch  
to Pro X Realty

Justin Landry  
to Pro X Realty

Larani Thexton  
to Pro X Realty

Robert Getz  
to EXP Realty, LLC

Deborah Getz  
to EXP Realty, LLC

## New Affiliates

Lacey Baker  
Images of Home by Lacey Baker

Carlos Carrasco  
Superior Roofing & Construction, LLC

## New Members

Roberta Gotchie  
EXP Realty, LLC

Sarah Dixon  
Keller Williams

Suzanne Miller  
Charles Burt Joplin

Kaylee Murphy  
EXP Realty, LLC

Trina Danley  
Triple Diamond Real Estate,  
LLC

Sally Davis  
Davis Real Estate

Gail Bottom  
RealPro Carthage

Tara Sartin  
ReeceNichols Springfield

Adam Johnson  
Alpha Realty

Logan Yates  
Keller Williams

Clorissa Fauvergue  
Realty One Group Ovation

Amber Dietz  
RealPro Columbus KS

Jerald Frazier  
Mid America Appraisals

Gavin White  
RealPro Carthage

David DW Walker  
United Country/Lake Area  
Properties & Auction, LLC

Tami Wittock  
Keller Williams Elevate



# Board of Directors Minutes

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

Thursday, August 24th, 2023, at 9:00 am

Present: Jessica Hubbard, Courtney Denney, Kandace Yapple, Jeremy Ritchie, Chris Nickle, Steve Johnson, 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 August meeting agenda as emailed.

Motion made to approve minutes from the July 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 July and the Year-To-Date for 2023.
2. Recommendation by the Finance Committee. Motion made and approved to update our policy on when new Affiliates join, for those that can have key access, to charge them a \$30 new member keycard processing fee and then allow each month to be pro-rated and paid the same as other members.
3. Recommendation by the Finance Committee. Motion made and approved to allow Superior Roofing & Construction, a Bronze Level Affiliate Membership (a \$250 value) in return for the approved work that they did for us on our rooftops (a \$229 value)
4. Recommendation brought forward by the Membership Engagement Committee regarding Facebook page and rules was tabled again until the September meeting. Discussion was held and decided that they will leave the Facebook page up and it will be sent to Courtney Denney and Diane Newman to create more stringent rules and bring back to the BOD.
5. Recommendation by the Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below:  
New Agents: (2nd = Secondary membership) New Agents: Zachary King – Keller Williams Dylan Mills – Realty One Group Ovation Sarah Dixon – Keller Williams Jerusha Azjita – Charles Burt Joplin Suzanne Miller – Charles Burt Joplin Kaylee Murphy – EXP Realty Jana Jeffery – Real Broker, LLC 2nd) Ashlee Ricks – Reece Nichols Sunflower Joplin (2nd) Susan Halfacre – EXP Realty (2nd) Jessica Mustain – Keller Williams Market Pro (2nd) Andres Deleon – Century 21 Properties Unlimited (2nd) Sam Wingo – Chas. Burt Joplin (2nd) Roberta Gotchie – EXP Realty (2nd) Brittni Ritchie – ReeceNichols Neosho (2nd) Josh Fiscus – Red Cedar Land Co (2nd) Tamara Hume – Red Cedar Land (2nd) Trina Danley – Triple Diamond Real Estate, LLC (2nd) New Appraisers: None New Offices: Red Cedar Land Co – DR is Josh Fiscus (2nd) Triple Diamond Real Estate, LLC – DR is Trina Danley (2nd) Affiliates: Cronkhite Homes – Drew Beaty Morehead Inspections – Darin Morehead Chelsey Burleson – Home Inspectations

- Committees that met with no Recommendations/Motions: 1. MLS Committee (Audrey Reports)  
2. Community Relations Committee (Courtney Denney Reports)  
3. Program and Events Committee (Courtney Reports)

# Board of Directors Minutes

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

### President's Report – Jessica Hubbard

- BOD moved into Executive Session for legal discussion update, then moved to get out of it.

### Association Executive Report – Kim Cox

1. Gave update on conference center bathroom remodel quotes. We are waiting for a quote from CD Beaver with Generation Construction. His quote will include the handicap ramp, also.
2. Bylaws vote (regarding having a 13-member BOD, up from an 11-member BOD) passed this week with 93 members voting, 74 YES votes, 19 NO votes. The required notice to the membership, regarding the upcoming BOD slate election, was sent out on 8-23-23. Voting will begin on 9/7/23 as a ballot will be emailed out to the voting membership on that day.
3. Updated the BOD on membership growth numbers.

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

1. Accounts past due presented; 19 agents, 2 companies, 1 affiliate.
2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (7): 3 - No photo; 3 - Status Updates needed, 1 - Sentrilock serial numbers missing; 0 - No room dimensions.

### New Business:

A break was taken and then the BOD moved to go into Executive Session for a second time to discuss bylaws and policy questions raised during the meeting. Motion was made to exit Executive Session.

The above motions passed with majority vote. Meeting adjourned.

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



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# MLS Statistics

June RESIDENTIAL SALES TRENDS Figures are taken from a comprehensive report compiled monthly By the MLS Service of the Ozark Gateway Association of REALTORS®, Inc.

Year	Number of Units SOLD				Number of Units FINANCED							
	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
JULY 2022	328	75	192	61	133	39	15	103	0	23	14	1
JULY 2023	274	62	154	58	112	43	15	75	0	17	9	2

Total Number of Active & Pending Listings: 529

1-30 Days: 50 31-60 Days: 134 61-90 Days: 45 91-120 Days: 24 120+ days: 21

Total Units Sold: 244 Avg. DOM: 63

Avg. Sold Price: \$214,660 Median Sold Price: \$235,000

Absorption Rate: 2.35 months

Summary Statistics	JULY-23	JULY-22	% Chg.	2023 YTD	2022 YTD	% Chg.
Absorption Rate	2.35	2.17	8.29	2.04	1.51	35.10
Average List Price	\$296,401	\$252,567	17.36	\$243,337	\$219,994	10.61
Median List Price	\$235,000	\$191,194	22.91	\$199,900	\$184,202	8.52
Average Sale Price	\$214,660	\$197,831	8.51	\$199,948	\$198,365	0.80
Median Sale Price	\$189,661	\$173,000	9.63	\$179,000	\$175,000	2.29
Average DOM	63	61	3.28	75	70	7.14
Median DOM	49	48	2.08	54	51	5.88



## MARKET STATISTICS

July 2023

Prepared August 16, 2023

Number of Listings	March-23	April-23	May-23	June-23	July-23	July-23 Pending
Number of Listings from Reporting MLS's	7,523	7,386	7,961	8,877	9,168	42% of Listings

Year-to-date Figures	July-20	July-21	July-22	July-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	46,335	52,947	49,572	41,233	-16.8%	-22.1%	-11.0%
Median Residential Property Selling Price-YTD	180,000	215,000	240,000	247,000	2.9%	14.9%	37.2%

Monthly Detail Comparison	July-21	July-22	June-23	July-23	July vs June	July '23 vs July '22	July '23 vs July '21
Number of Homes Sold	9,158	7,876	7,509	6,650	-11.4%	-15.6%	-27.4%
Number of Days on Market	24	22	31	31	0.0%	40.9%	29.2%
Average Selling Price	\$272,774	\$295,409	\$317,627	\$307,361	-3.2%	4.0%	12.7%
Median Selling Price	\$230,000	\$250,000	\$261,000	\$259,900	-0.4%	4.0%	13.0%
Monthly Dollar Volume	\$2,498,061,585	\$2,326,643,131	\$2,385,063,487	\$2,043,949,986	-14.3%	-12.2%	-18.2%

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	July-21	July-22	June-23	July-23	July vs June	July '23 vs July '22	July '23 vs July '21
Number of REALTORS®	25,040	26,015	25,841	25,964	0.5%	-0.2%	3.7%

MARKET STATISTICS  
**JULY 2023**

**6,650**  
RESIDENTIAL  
PROPERTIES SOLD  
-15.6% vs. July 2022

↓

**31**  
AVERAGE DAYS  
ON MARKET  
July 2022: 22

↑

**\$259,900**  
MEDIAN SALE  
PRICE  
+4% vs. July 2022

↑

**\$2 BILLION**  
TOTAL DOLLAR  
VOLUME  
-12.2% vs. July 2022

↓

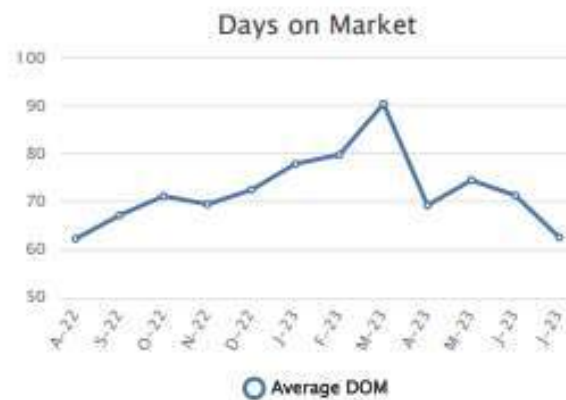
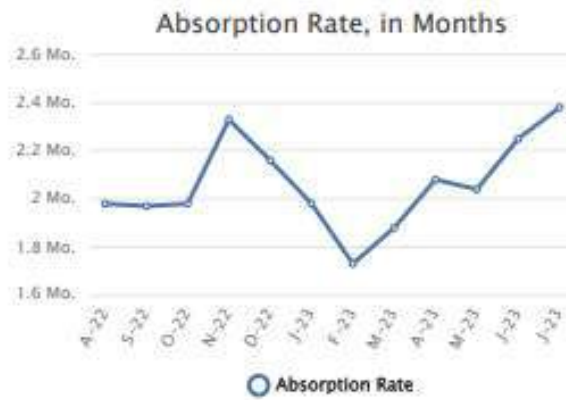
2023 Bronze Level Affiliate  
[apex-closings.com/neosho-team/](https://apex-closings.com/neosho-team/)



**A P E X**  
TITLE & CLOSING SERVICES

# Market Summary

Residential, July 2023



## Ozark Gateway Association of REALTORS®

Designated REALTOR® 49  
 Designated Secondary REALTOR® 45  
 MLS Only Designated REALTOR® 18  
 REALTOR® 556  
 Secondary REALTOR® 71  
 MLS Only REALTOR® 55  
 Salesperson 8  
 Designated Appraiser 32

Designated Secondary Appraiser 11  
 Associate Appraiser 5  
 Associate Secondary Appraiser 3  
 MLS Only Designated Appraiser 19  
 Designated Affiliate 61  
 Affiliate 59

**Total Board/MLS 872**  
**Total Board with Affiliates 993**

# Thank you Tami Marlay & First American Title for Sponsoring Muffins with MREC!



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MFL 41002



**Mandy McCoy**  
Mortgage Loan Originator  
(D) 417.592.4525  
mccoy@usa-mortgage.com  
www.usamortgage.com  
2217 Jackson Ave., St. Louis, MO 63108  
MFL 41002



**Sean Parks**  
Mortgage Loan Originator  
(M) 417.392.0747  
sparks@usa-mortgage.com  
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[www.gatozarks.com](http://www.gatozarks.com)

**Thank you to our members that made donations to the clothes drive for  
Roi S. Wood!!**

**The picture below is just a very small portion of what was donated. It  
actually took two trips in Diane's Ford Expedition to get all of the items  
delivered!**



**Meridian Title Company**

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

**2023 Platinum Level Affiliate**



**Ozark Gateway Association of REALTORS® in partnership with  
the Joplin Elk's Lodge invite you to attend the**

# *Breakfast Fundraiser*

**to benefit Moving Mountains**

*When:* Saturday, September 9th  
8:00 AM - 10:00 AM

*Where:* 1802 W 26th St., Joplin, MO

*Cost:* \$8/person

We will also be accepting donations for Moving Mountains to be able to provide school supplies throughout the school year to students in need. \*See the next page for a list of items needed.\*





# Items Needed for Moving Mountains:

3-5 count packs of underwear; all sizes 4t to adult large

2" binders

Ear buds or headphones

Wireless mouse

Backpacks

Socks

Index cards

Pencil top erasers

Watercolors (NOT Crazy Art or Rose Art)

4 packs of Playdoh

Composition notebooks

New tennis shoes (all sizes kids size 11 to adult size 12)

**You can bring items to the Elks Lodge the day of the breakfast fundraiser or drop them off at the OGAR office between 08/11/23 and 09/08/23.**

# SEPTEMBER IS SAFETY MONTH

OGAR's Membership Engagement Committee is offering four weeks of safety sessions! Come to one class or all of the classes; you choose whatever works best for you. For each class that you attend, your name will be entered into a drawing for one month of free MLS dues (a \$46 value)!

# 1.

## September 6th

Session 1: Derrick Dickey,  
Personal Trainer and Fitness  
Coordinator  
Session 2: CPR training

---

# 2.

## September 13th

1 Session Only: Real Estate  
Agent Safety Seminar with  
Black Rain Ordnance

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# 3.

## September 20th

Session 1: ALICE training  
with Will Annis  
Session 2: Agent Panel  
Damsel in Defense Booth

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# 4.

## September 27th

Carl Carter Jr.: Your Safety  
is Non-Negotiable: The  
Beverly Carter Story

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**More detailed information coming soon!**



# Tour of Homes 2023 Schedule

## August

1st: NE  
8th: NW  
15th: S  
22nd: NE  
29th: NW

## September

5th: S  
12th: NE  
19th: NW  
26th: S

## October

3rd: NE  
10th: NW  
17th: S  
24th: NE  
31st: NW

## November

7th: S  
14th: NE  
21st: NW  
28th: S

## December

5th: NE  
12th: NW  
19th: S  
26th: NE

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®**