

**RLI Oklahoma Chapter
2019 Outstanding Chapter of the Year!!**

CONGRATULATIONS



April 2020



RLI Oklahoma Members,

It's that time of year again... time to get in your Nominations for Land Broker of the Year, Top Hand, and the Chapters Member to Member Largest Transaction.

This is a great time with everything going virtual to showcase awards you receive..

We feel an agent should be proud of these Awards and advertise it in everything we do. The deadline is April 15th to get them in and we hope you all will participate. For more details, visit

***COVID-19 Creates An Ever Changing Market:
Below are some Key Talking Points to guide you through some of those discussions...***

Is my property going to close? Closings have continued as normal since this pandemic started and we feel incredibly blessed to be in Oklahoma as we are mostly insulated from what is going on in the highly populated areas of the world. Closing and title companies, those involved in Bank Operations, and our entire team has continued to close deals and put properties under contract. People are continuing to do business from what we have seen. We understand there is some uncertainty with what is going on and we will do our best to keep you informed and stay on top of things. We pledge to stay on top of this dynamic time and provide the best services possible.

What to tell Buyers: Purchasing now is one of those times where you may look back and pat yourself on the back for making a purchase. Technology allows us to do about anything remotely and we are optimistic that things will continue as normal; however, it seems like things are taking a little longer. As we and our partners adjust to working remotely and limiting social interaction, we are seeing and expect a little bit of lost

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efficiency in the transaction process. This is especially the case on getting appraisals completed as many individuals are jumping on refinancing opportunities due to lowered rates. This need has caused the potential for delays with our purchasing transactions that include lending. Overall, things are pretty much business as usual at this point.

General talking points:

1. Are Interest Rates Historically Low?

Not necessarily, the FEDS are doing what they can to lower the prime rate; however, a lot of lenders are backed by Bonds that are issued on Wall Street. Its safe to say that rates are appealing but more than anything, it's one of those times when people will look back and say "I wish I had bought then." Rates took a pretty big dip last week and will continue to level out. We are in communication with lenders daily and all indications are that rates will remain outstanding with the possibility of lowering even more as we learn more about the future and things stabilize.

2. What do you feel will happen to the Real Estate Market?

We want to start by saying that we really respect this situation and do not want to take it lightly. At the same time, this is something we haven't seen before and feel it is the perfect storm for a BOOMING Real Estate Market. We have NEVER had a recession that originated from the stock market that leaked in and impacted real estate values. In fact, we think this will lead to values holding steady and the potential of increasing with supply being at an all-time low, and demand is being pushed even higher as interest rates lower. This is, for certain, one of those times that people who are heavily vested in the stock market will wish they had diversified and moved some of their holdings into land/investment real estate. There is still a lot of fear out there which is the only reason we will see a short-term halt. Once we know what is expected from the general public, things will pick up rapidly. For us and our staff, we are continuing business as normal. We pledge to keep our doors open as this runs its course.

3. Advice to give about the Real Estate Market

Our current Administration is very business focused and one thing to remember is how much security there is in real estate, especially land. The stock market works independently of the real estate market and after EVERY recession, we have seen a significant boom in the real estate market. In fact, the biggest barrier to entry into the real estate market is the stock market. Once things have settled down a little, we are confident that investors will be looking for a safer option, which historically has been real estate.

Sincerely,

Drew Ary, ALC
918-884-5263

CONGRATULATIONS!

2019 APEX Producers Club

The following members were recognized at the Virtual National Land Conference on March 30th for having at least four million dollars of qualifying dollar volume



**MARK
YOUR
CALENDAR**



May 27 - June 4
(Date may change due to COVID-19, be sure to check the website for latest information.)

**LANDU Week
Little Rock, AR**

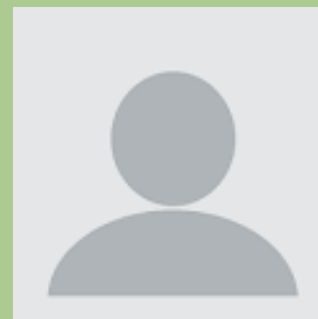
The week will consist of the three required courses as well as three specialty courses, so attendees will be able to complete all Education Requirements for the elite ALC Designation during the nine-day event.

Registration is open.

**WELCOME,
NEW CHAPTER
MEMBERS!**

*Darali Mixon
Tracy Howard
Spencer Grace*

**Is Your Profile
Updated?**



Have you looked yourself up under "[Find A Land Consultant](#)" on the RLI website lately?

in closed land sales.

Drew Ary, ALC - Ary Land Co. KW Advantage Land
Zurick Labrier, ALC - Mason and Morse Ranch Co.
Ricky Ward, ALC - REMAX Champion Land Brokers
Trina Ward, - REMAX Champion Land Brokers
Eric Zellers, - Ary Land Co., KW Advantage Land



Recreational Land Real Estate Class

The class held February 18 & 19th in Durant, was a huge success! The attendees learned a lot, ate a lot and made friendships that will last a lifetime!

Thank you to the sponsors of the class.....



Is this the information you want a potential buyer/seller to know about you? Is the information correct and current?

While you might be experiencing a little downtime, be sure to check your profile and update it if necessary.

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