

# REALTORS TODAY

-NEWSLETTER-



OFFICIAL PUBLICATION OF THE OZARK GATEWAY ASSOCIATION OF REALTORS®



## OGAR

Ozark Gateway  
Association of REALTORS®



**OGAR OFFICE HOURS:  
MON - FRI  
8-4:30  
OPEN DURING LUNCH HOURS**

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## Calendar of Events

December 7: Membership Engagement at 10:00 a.m.

Local Leadership Meeting 8:30-12:30

December 8: Finance Meeting at 10:00 a.m.

MLS Meeting at 11:00 a.m.

December 15: Board of Directors Meeting at 9:00 a.m.

December 20: Board Office Closed for Offsite Staff Meeting 11:00-1:00

December 23-26: Board Office Closed

December 30: Board Office Closed at Noon

January 2: Board Office Closed



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



www.smbonline.com

2022 Platinum Affiliate Member



Commercial Photo & Video

Real Estate

Virtual Tours

Drone

Floor Plans

Virtual Staging

Virtual Twilight

Property Websites

Social Media Tools

1801 W 32nd St. C-213, Joplin, MO 64804

tailupmedia@tourservices.com

866-995-5575

2022 Platinum Level Affiliate tailupmedia.com

# Birthdays

## December

1 David Greninger  
Ralph Watkins

2 Hunter Perry

3 Tanya Rice

4 Trevor Frerer

5 Christine Yunek  
Pamela Cogburn  
Carole King

6 Jeremy Bland  
Jeanne Miller

9 Scott Binns  
Bailee Bland

10 Michael Heifner  
Amanda Liontas

11 Tina Low  
Johnny Murray  
Cody Haner

12 Ashley Fenimore  
Brenda Murray

13 Michael Wicklund  
Gary Garvin  
Carie Gonzales  
Brian Jones

14 Scott Sudkamp  
Dominic Willis

15 Reesie Edmondson  
Stacey Thacker  
Mike Osborn

16 Lou Ann Cook

17 LaVaine Murphy  
Allen Deitz  
Dan Fitzpatrick  
Sterling White

19 Clarissa Bowen  
Shannon Chew  
Travis Trueblood

20 Mike Scott

21 John Dorton  
Debbie Barlos

22 Shawna Lamb  
Cheryl Barley  
Keith McCracken  
Monica Quen

23 Sarah Vonder Haar

24 Allison Mardis  
Sebastian Mills  
TJ Belcher

25 Walter Hayes

26 John Zibert  
Sarah Sheller  
Teresa Buck

27 Jim Hembree  
Donny Allen  
Catherine Johnston

28 Julie Campbell  
Andrew Spieker

29 Galen Carter  
Debbie Restivo  
Justin Ward

30 Ben Davis  
Dale Jones

1 Jacob Andrews  
Zach Millard

2 Terron Roland

3 Kristi Benefiel  
Gene Hendrickson

5 Ron Franklin  
Debbie Getz  
Dave Layman  
Miles Shelfer

6 Rudy Lindsey

7 Timothy Hopper

8 Larry Allgood  
Carolyn Wyatt  
Tiffany Benton

9 Bob Garvin  
Cindy Moore  
Brian Mueller  
Kyra Thompson

10 Kent Neil  
Kim Mootrey

12 Brenda Phipps

14 JR Collins  
Katie Anthony

15 Keith Landrum

16 Faith Ducommun  
Steve Brunson

17 Betty Hunt

18 Randy Beaver  
Nathan Wagner  
Derrick Scott

## January

19 Janelle Choens  
Joanie Larson  
Tamara Hume  
Gary Mishler

21 Alicia Blagg

23 Daryl Weinkein  
David Houston

24 Chrisanna Jaynes  
Katie Boydston  
Kyle Newland  
Branda Burtner

25 Chris Nickle  
Kelly Williamson  
Nathan Scott  
Sam Green

26 Teri Thorpe

27 Jessica Hubbard

28 Phil Erwin  
Amy Greer  
Alison Sawyer

29 Justin Faucett

30 Steve Shewmake  
Dana Reed

31 Lana Nelson  
Richard Latham  
Margaret Lagow  
Jericha Lambeth



2022 Silver Level Affiliate  
<https://www.millenniumfamilyfitness.com/>



millennium  
**family**fitness

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[www.arvest.com](http://www.arvest.com)



ARVEST BANK

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**App of the Month**  
 Compliments of the OGAR Technology and Education Committee

**REGRID**™

Regrid is the leading provider of land parcels and location context data for your maps, apps and spatial analysis.



[www.regrid.com](http://www.regrid.com)



2022 Gold Level Affiliate  
[www.pinnbank.com](http://www.pinnbank.com)



**Pinnacle Bank**



MEMBER FDIC



**WACO TITLE**

2022 Platinum Level Affiliate [www.wacotitle.com](http://www.wacotitle.com)

**Board Store Special**  
Buy a sign, get a free yard stake!



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**TAIL UP MEDIA**



Commercial Photo & Video  
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Virtual Twilight  
Property Websites  
Social Media Tools

1801 W 32nd St. C-213, Joplin, MO 64804  
[tailupmedia@tourservices.com](mailto:tailupmedia@tourservices.com)  
866-995-5575

2022 Platinum Level Affiliate



*First American Title*<sup>TM</sup>

2022 Platinum Affiliate Member

[www.firstam.com](http://www.firstam.com)



2022 Silver Level Affiliate [www.markleyfloorrestore.com](http://www.markleyfloorrestore.com)



[www.cbtitleinc.com](http://www.cbtitleinc.com) 2022 Silver Level Affiliate

# NEWMIE'S NEWBIE BLOG

YOUR ONE STOP SHOP FOR EDUCATIONAL TOOLS AND  
RESOURCES TO BOOST YOUR BUSINESS!



[https://store.realtor/?cid= ABT819656](https://store.realtor/?cid=ABT819656)

## 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  
Leia Anderson, MLS Director  
Cassia Ferrell, Member Services  
Coordinator

# Agents on the Move

## Drops

Mandy Woods  
ReeceNichols Joplin

John Martino  
Cantrell Real Estate

Rose Taylor  
Keller Williams

Kim O'Sullivan  
Keller Williams

Shawna Coberley  
Fathom Realty

Jonathan Barnhart  
Realty One Group Ovation

Joshua Wright  
Nook n Kranny Home Inspection

Brian Ross  
C21 Properties Unlimited

Dee Baker  
The Joplin Globe

Bob Barth  
The Joplin Globe

Alison Sawyer  
EXP Realty

Denise Jenkins  
ReeceNichols Joplin



## New Members

Mitchell Gilstrap  
Living the Dream, Inc.

Hugo Avendano  
Casa Verde REA, LLC

David Schibi  
Charles Burt Joplin

Destiny Sanders  
Charles Burt Joplin

Jeremiah Johnston  
Keller Williams

Robert Gaul  
Smith Midwest

Danielle Henson  
Keller Williams

Michelle Landry  
Ferguson Property Management, LLC

Jonathan Russell  
Pro 100 Joplin

Tony Willis  
Keller Williams



New Affiliates  
Mark Godinez  
Flat Branch Home Loans

New MLS Only Members  
None

## Transfers

Samantha Evans  
to Keller Williams Market Pro Realty

Kelly Smith  
to Fathom Realty

Brittney Stinnett  
to Realty One Group Ovation

Danna Harris  
to EXP Realty, LLC

Dusty Bell  
to Keller Williams



New Offices  
Living the Dream, Inc.  
DR is Darrell Hindman



New Appraisers  
Darrell Hindman  
Living the Dream, Inc.



New MLS Only Offices  
None



**Meridian Title Company**

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

2022 Platinum Level Affiliate



# Board of Directors Minutes

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

Minutes for the Wednesday, November 15th, 2022 EMAIL Meeting

BOD Members emailed; Chris Nickle, Jessica Hubbard, Courtney Denney, Kandace Yaple, Allen Hall, Michael Wicklund, Amy Hunt, Steve Johnson, Kalan Hubbard, Jeremy Ritchie, and Heather Owens

Roll call taken by AE from emailed responses.

All Motions were approved by majority vote via email responses.

## COMMITTEE REPORTS:

### FINANCE-

1. Reviewed minutes; There were 4 motions/recommendations made to approve or deny.

a. Several monetary donations were motioned for and lumped together for them to vote on as one motion by voting YAY or NAY. MOTION made to donate a total of \$1935 between all the listed

charitable organizations as follows:

·\$200 to Newton County Sheriff's Shop with a Cop Program

·\$200 to Jasper County Sheriff's Shop with a Cop Program

·\$100 additional to Joplin Shop with a Cop Program (\$100 was given last month through a motion)

·\$200 to Carthage Shop with a Cop Program

·\$200 to Webb City Shop with a Cop Program

·\$200 to Carl Junction Shop with a Cop Program

·\$200 to Neosho Shop with a Cop Program

·\$125 to Big Brothers Big Sisters Program

·\$250 to Children's Haven

·\$260 to Rapha House International for a one-month sponsorship

b. Committee reviewed the proposed 2023 budget. MOTION made to approve the 2023 budget.

### MLS-

1. Reviewed the meeting minutes.

a. MOTION made to allow Zillow to list our member's open house events on their website. OGAR staff to reach out to Zillow and authorize these changes.

### President-Elect's Report-

A. Strategic Planning – No meeting this month.

B. Program & Events – No meeting this month. Banquet is completed.

C. Community Relations – No meeting this month.

D. Governing Documents – No meeting this month.



# Board of Directors Minutes

E. Membership Engagement – Reviewed minutes. MOTION made to approve conditional memberships ONLY for the following members;

## New Agents/Appraisers/Offices:

Darrell Hindman – Living the Dream (2ndary) (DR) Mitchell Gilstrap – Living the Dream (2ndary)  
Hugo Avendano – Casa Verde REA (2ndary) Will Seagraves – Chas. Burt Homefolks  
Michael Williams – Keller Williams Realty David Schibi – Chas. Burt Joplin  
Destiny Sanders – Chas. Burt Joplin Caleb Bowen – CSB Co. Enterprise (DA)  
Steve Friedman – STL Appraisals (2ndary) (DA)

## New Affiliates:

None

## Vice President's Report–

A. Awards – Completed for the year; Awards selections have been made.

B. RPAC & Advocacy – No meeting this month.

C. Technology – No meeting this month.

D. Leadership Development (Nom) – Review minutes.

a. MOTION made to fill Michael Wicklund's 2023 State Directors seat with Crystal Pierson who has been traveling to all of the state conferences on her own dime for over 2 years.

E. Local Leadership Academy – Their first class is scheduled for December 7th at 8:30 am.

## Recurring business – Association Executive:

1. Accounts past due update presented – There are 14 agents that are past due on their fees. There are no companies behind on their fees.
2. Random listing audit: new listings checked daily; every 100th listing receives full audit request.
3. Violations and Tribunal updates. Clear Co-op: 0; Other violations: 3. Violation breakdown; 1 - No Photo, 1 - Status Updates needed, 1 – Sentrilock # missing.

## New Business:

1. Kim sent a report from NAR's Orlando Conference BOD meeting.

No further discussion or actions.

Next meeting: December 15th at 9:00 am



2022 Silver Level Affiliate  
**MERICAN HOME**  
**INSPECTORS, INC.**  
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# 2022 INSTALLATION AND AWARDS BANQUET



Thank you to our 2022 President Chris Nickle!



Installed 2023 President Jessica Hubbard



2023 Directors Kalan Hubbard, Heather Owens, Steve Johnson, and Audrey Sneed



2023 Officers Courtney Denney, Kandice Yaple, Jeremy Ritchie, and Chris Nickle

# 2022 INSTALLATION AND AWARDS BANQUET

Congratulations to all of the 2022 award winners!

**Dameika Kelso**  
Rookie of the Year



**Dena Loder-Hurley** Spirit Award



**Julie Zerke**  
Appraiser of the Year



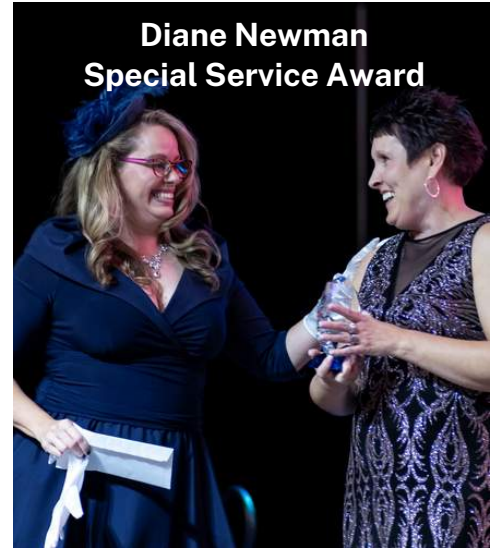
**Deb Gould**  
Affiliate of the Year



**Lori Salchow**  
Realtor of the Year



**Diane Newman**  
Special Service Award



**Jenny Hocker**  
Distinguished Service Award



**Hina Anis**  
Valerie Keating Award

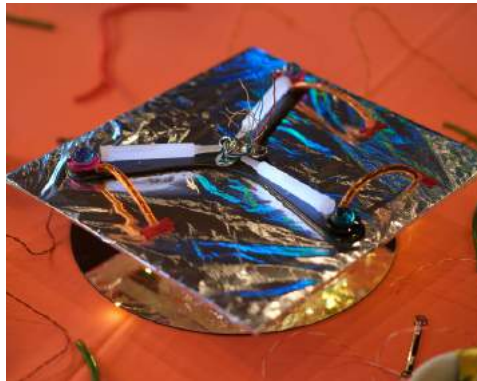
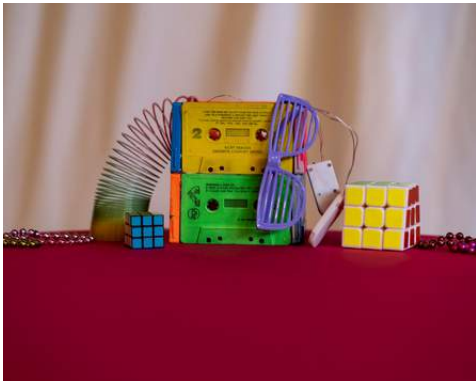
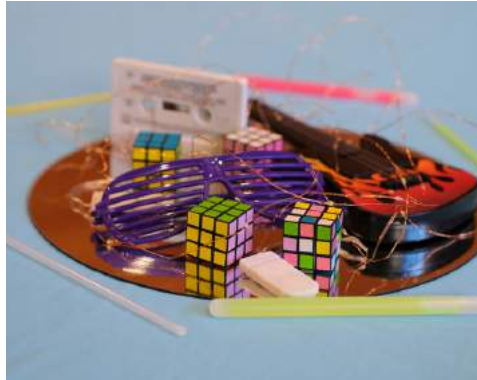
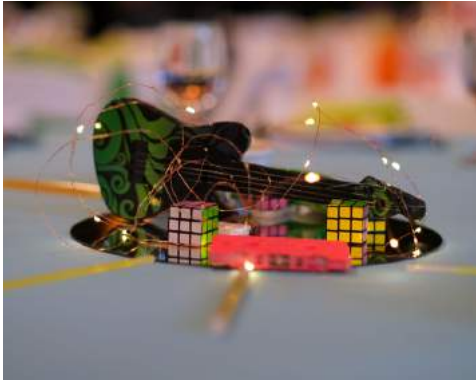


**Linda Lawson**  
Lifetime Achievement Award



# 2022 INSTALLATION AND AWARDS BANQUET

A special thank you to the Program Committee for the centerpieces and decorations!



A big thank you to Tim Hopper for providing entertainment for the night!



# MLS Statistics

## OCTOBER 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	3	4+	Conv.	FHA	VA	Cash	Own	Lease	RD	Other
		Bed	Bed	Bed						Purch		
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
OCT. 2021	365	71	206	88	163	50	28	86	0	10	24	4
OCT. 2022	252	57	157	38	101	42	12	72	0	12	13	0

**Total Number of Active & Pending Listings: 928**

**1-30 Days: 43 31-60 Days: 115 61-90 Days: 41 91-120 Days: 19 120+ days: 34**

**Total Units Sold: 252 Avg. DOM: 72**

**Avg. Sold Price: \$188,059 Median Sold Price: \$168,000**

**Absorption Rate: 1.96 months**

Agent Type	Count	Summary Statistics	OCT.-22	OCT.-21	% Chg.	2022 YTD	2021 YTD	% Chg.
Designated REALTOR®	92	Absorption Rate	1.96	2.09	-6.22	1.64	1.8	-8.8
Designated REALTOR® MLS only	10	Average List Price	\$279,110	\$232,122	20.24	\$220,731	\$195,073	13.1
REALTOR®	589	Median List Price	\$210,000	\$172,000	22.09	\$181,750	\$156,825	15.8
REALTOR® MLS only	59	Average Sale Price	\$188,059	\$183,464	2.50	\$196,758	\$175,223	12.5
Salesperson	19	Median Sale Price	\$168,000	\$155,850	7.80	\$172,000	\$152,900	12.4
Waiver	0	Average DOM	72	75	-4	69	78	-11.5
Designated Appraiser	44	Median DOM	52	53	-1.89	52	56	-7.1
Associate Appraiser	7							
Designated Affiliate	65							
Associate Affiliate	51							
Total Board/MLS	820							
Total Board with Affiliates	936							

Merry Christmas

## MARKET STATISTICS October 2022

Prepared November 15, 2022

Number of Listings	June-22	July-22	August-22	September-22	October-22	October-22 Pending
Number of Listings from Reporting MLS's	9,284	9,987	10,163	10,338	10,590	29.8% of Listings

Year-to-date Figures	October-19	October-20	October-21	October-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	68,507	72,442	80,706	71,643	-11.2%	-1.1%	4.6%
Median Residential Property Selling Price-YTD	172,500	186,050	216,138	240,000	11.0%	29.0%	39.1%

Monthly Detail Comparison	October-20	October-21	September-22	October-22	Oct. vs Sept.	Oct. '22 vs Oct. '21	Oct. '22 vs Oct. '20
Number of Homes Sold	8,553	8,536	7,609	6,320	-16.9%	-26.0%	-26.1%
Number of Days on Market	41	28	30	32	6.7%	14.3%	-22.0%
Average Selling Price	\$241,530	\$258,294	\$287,227	\$282,431	-1.7%	9.3%	16.9%
Median Selling Price	\$200,000	\$215,000	\$243,000	\$235,000	-3.3%	9.3%	17.5%
Monthly Dollar Volume	\$2,065,806,430	\$2,204,794,055	\$2,185,507,628	\$1,784,962,390	-18.3%	-19.0%	-13.6%

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	October-20	October-21	September-22	October-22	Oct. vs. Sept.	Oct. '22 vs Oct. '21	Oct '22 vs Oct '20
Number of REALTORS®	23,921	25,597	26,172	26,158	-0.1%	2.2%	9.4%

# OCTOBER 2022 STATISTICS



MARKET STATISTICS

**6,320**  
RESIDENTIAL  
PROPERTIES SOLD  
-26.0% vs Oct. 2021



**32**  
AVERAGE DAYS ON  
MARKET  
+14.3% vs Oct. 2021



**\$235,000**  
RESIDENTIAL  
MEDIAN SALE PRICE  
+9.3% vs Oct. 2021

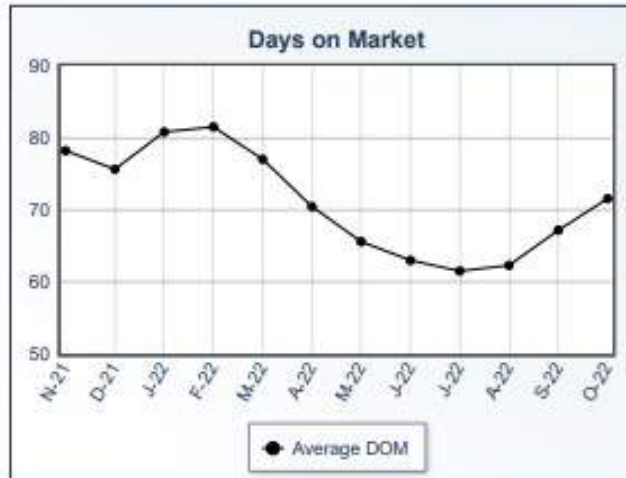


**OVER \$1.7  
BILLION**  
IN DOLLAR VOLUME  
-19.0% vs Oct. 2021



# Market Summary

Residential, October 2022





**Ozark Gateway  
Association of  
REALTORS®**

# *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

NW— N of 7th & W of Main (CJ)  
S—Everything S of 7th  
NE— N of 7th & E of Main (WC)



# NAR Launches Nationwide Motor Coach Tour to Mobilize Members, Strengthen Voice for US Consumers

CHICAGO (November 2022) – The National Association of Realtors® announced today it will launch a nationwide motor coach tour with coordinated stops or affiliated events planned in every U.S. state over the next year. As its membership numbers approach 1.6 million, NAR is using the opportunity to better engage Realtors® and to emphasize their opportunities to strengthen market conditions for U.S. consumers.

"NAR's membership numbers remain at an all-time high, but COVID-19 and the increase in virtual communication have diminished face-to-face interaction between NAR and Realtors® around the country," said NAR's 2023 President Kenny Parcell. "We wanted to reconnect with the members we have in every U.S. ZIP code and remind them of how important it is that we continue to engage policymakers in support of American consumers."

Parcell and other members of NAR's leadership team have designed the tour to better mobilize Realtors® and to ensure they recognize their collective voice in representing the interests of U.S. consumers.

"Our country is experiencing a 6-million-unit housing shortage, pushing homeownership out of reach for too many Americans," Parcell continued. "Consumers are counting on Realtors® to advocate on their behalf and to help ensure the American dream of home and property ownership remains available to as many people as possible."

Riding with the Brand 2023 is a nationwide, multi-stop association member activation tour. The goal is to engage thousands of members nationwide by executing visits that can support member engagement, member recruitment and retention, and community engagement.

The tour will make its first stop in Atlantic City, N.J., after launching in Philadelphia on November 29. A complete list of event dates and locations, as well as additional information about the tour's intent, can be found at [nar.realtor/riding](https://nar.realtor/riding).

The National Association of Realtors® is America's largest trade association, representing more than 1.5 million members involved in all aspects of the residential and commercial real estate industries.

