

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 6: Membership Engagement Committee Meeting 10:00
- Community Relations Committee Meeting 11:00
- December 7: Finance Committee Meeting 10:00
- MLS Committee Meeting 11:00
- December 11: Studio 16 at the OGAR office
- December 14: BOD Meeting 9:00
- December 19: Board Office Closed for Annual Offsite Staff Meeting 11:00-1:00
- December 22: Board Office Closed at Noon
- December 25: Board Office Closed
- December 29: Board Office Closed at Noon
- January 1: Board Office Closed



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



2023 Gold Level Affiliate



Central Bank of the Ozarks

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/homeloan  **ARVEST BANK**

Member FDIC  Equal Housing Lender Loans subject to credit approval.

BIRTHDAYS

December

1
Ralph Watkins

2
Hunter Perry

3
Tanya Rice
Kristie Morrison

4
Trevor Frerer

5
Christine Yunek
Pam Cogburn Kellogg
Carole King

6
Jeremy Bland
Deanna Marroquin

7
Kaylee Murphy

9
Scott Binns
Bailee Bland

10
Michael Heifner

11
Tina Low
Johnny Murray
Cody Haner

12
Ashley Fenimore
Brenda Murray

13
Michael Wicklund
Gary Garvin
Drew Beaty
Carie Scarpine
Brian Jones

14
Scott Sudkamp
Dominic Willis
Todd Ring

15
Reesie Edmondson
Stacey Thacker
Mike Osborn

16
Lou Ann Cook
Glennis Naylor

17
LaVaine Murphy
Allen Deitz
Dan Fitzpatrick
Sterling White

18
Kari Binney

19
Clarissa Bowen
Shannon Chew
Travis Trueblood
Cameron Tournear

20
Michael Scott

21
Debbie Barlos

22
Shawna Ferguson
Cheryl Barley
Keith McCracken
Monica Quen
Christi Bragg

23
Sky Rauch
Sarah Vonder Haar

24
Allison Mardis
Sebastian Mills
TJ Belcher

25
Walter Hayes

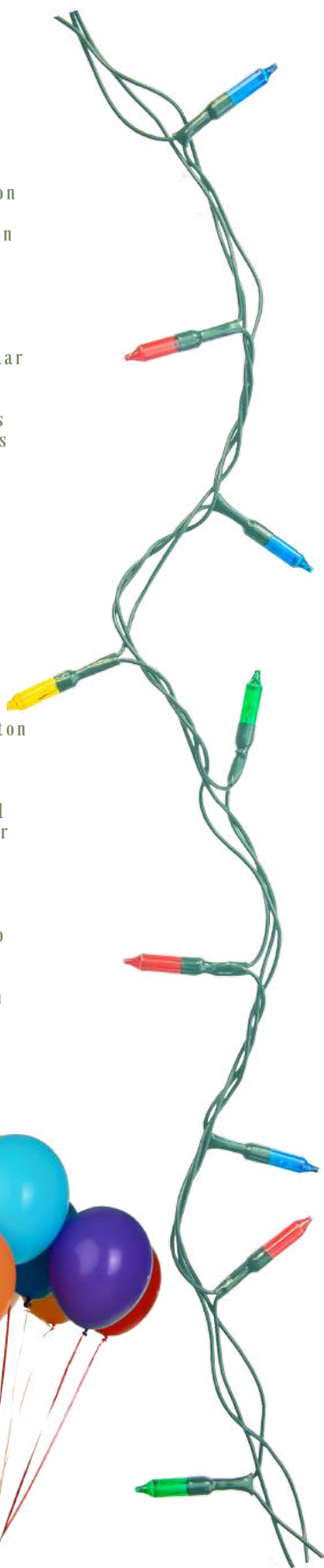
26
John Zibert
Sarah Sheller
Teresa Buck

27
Jim Hembree
Donny Allen
Catherine Johnston
Julie Furlow

28
Julie Campbell
Andrew Spieker
Sally Davis

29
Galen Carter
Debbie Restivo
Justin Ward
Blake Butler
Andrea Martin

30
Ben Davis
Dale Jones



January

1
Jacob Andrews
Zach Millard
Josh Fiscus

2
Terron Roland

3
Kristi Benefiel
Gene Hendrickson

5
Ron Franklin
Debbie GTetz
Dave Layman
Miles Shelfer

7
Tim Hopper
Michelle Ferguson
James Edwards

8
Larry Allgood
Tiffany Benton

9
Bob Garvin
Cindy Moore
Brian Mueller
Kyra Thompson

10
Kent Neil
Pamela Chyba
Kim Mootrey

11
Misty DeCocq

12
Brenda Phipps

13
Madison Hays

14
JR Collins
Katie Anthony
Emily Flynn

15
Keith Landrum
Danna Harris
Christina Moss

16
Faith Ducommun

17
Betty Hunt

18
Randy Beaver
Nathan Wagner
Derrick Scott

19
Janelle Choens
Joanie Larson
Tamara Jarrett
Gary Mishler

20
Matthew Robertson

21
Alicia Blagg
Nicholas Brand

23
Daryl Weinkein
David Houston
Zach King

24
Chrisanna Jaynes
Katie Boydston
Kyle Newland
Branda Burtner

25
Chris Nickle
Kelly Williamson
Nathan Scott
Same Green

27
Jessica Hubbard
Ryan Atnip

28
Phil Erwin
Amy Greer

29
Justin Faucett
Megan Stirewalt

30
Steve Shewmake
Dana Reed

31
Lana Nelson
Richard Latham
Margaret Lagow

HAPPY
Birthday



APP OF THE MONTH

COMPLIMENTS OF THE OGAR TECHNOLOGY AND EDUCATION COMMITTEE



Easy expense management on your existing credit cards

Automate expense reporting, reconcile credit card expenses, reimburse employees, and sync expenses to your accounting software. Save hours of work every month and close books faster.



Home loans. Made human.®

Andrea Malcolm

Branch Manager | nmls# 1877264

417-439-8161

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2023 Gold Level Affiliate

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



Meridian Title Company

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

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



**Major Med Open Enrollment:
Nov 1 - Jan 15**



Open Enrollment for Major Medical plans runs from November 1, 2023, through January 15, 2024.

Over the years REALTORS® Insurance Place has helped thousands of NAR members and their families with exclusive options for group health, dental, vision, and more.

Don't wait, let them help you and your family today. To learn more, visit [Open Enrollment - REALTORS® Insurance Place](#) or call and speak with a licensed benefits specialist at [877-267-3752](tel:877-267-3752) Monday through Friday, 7:00 AM to 5:00 PM

CST



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\$1.00 OFF ANY BOARD STORE ITEM

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LOT FOR SALE

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First American Title™

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www.wacotitle.com



wacotitle.com



AGENTS ON THE MOVE

Drops

Willa Ball
Pedigree Real Estate, LLC

Brian Schibi
Pedigree Real Estate, LLC

Angela Pernisco
Re/Max Real Estate Results

Christina Vann
Realty One Group Ovation

Teresa Thorpe
EXP Realty, LLC

Christine Thompson
Charles Burt Joplin

Viktoriya Reynolds
Joplin Area Real Estate

Zach Divine
Flat Branch

Colby Hughes
EXP Realty, LLC

Greg West
Keller Williams Elevate

New MLS Only Members

None

Transfers

Brandi Jones
to Pro 100 Joplin

Tyler Rogers
to Keller Williams Elevate

Sophia McClarnon
to Fathom Realty

Cynthia Mallinak
to Fathom Realty

New Offices

Rosedale Appraisal Services
DA is Joseph Rosedale

MAA, LLC
DA is Jennifer Frazier

New Appraisers

None

New Affiliates

Sam Sherman
Waco Title

Amanda McKee
Elite Title Company, LLC

New Members

Jayna Gunter
Venture Group Real Estate

Lilly Heitkamp
Pro X Realty, LLC

Mikayla Wright
Charles Burt Joplin

Heidi Bealer
Reece Nichols Sunflower
Realty Joplin

Michaela Peterson
Real Broker, LLC

Ronny Joe Miller
Venture Group Real Estate

Jana Yust
Show-Me Real Estate

Joseph Rosedale
Rosedale Appraisal Services

Allen Schmidt
Charles Burt Joplin

Antwan Dyer
Charles Burt Joplin

Jayce Kaughman
Keller Williams





BOARD OF DIRECTORS MINUTES

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

Minutes for the Wednesday, November 17th, 2023 EMAIL Meeting

BOD Members emailed; Jessica Hubbard, Courtney Denney, Kandace Yaple, Jeremy Ritchie, Chris Nickle, Michael Wicklund, Steve Johnson, Judy Lowe, Kalan Hubbard, Audrey Sneed, 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 5 motions/recommendations made to approve or deny.
 - a. MOTION to approve the October and Year to Date financials as emailed.
 - b. MOTION to approve the 2024 proposed budget.
 - c. MOTION to approve Generations Construction doing the remodel of the kitchen and bathrooms in the conference center, as well as setting up the handicap ramp for UP TO \$32,000; with the following changes:
 - i. Add 4 can lights in the main kitchen area by the sink.
 - ii. Beautify the attic door dropdown.
 - iii. Change from ceramic tile to luxury vinyl tile for flooring.
 - iv. Purchase our own appliances if we find better deals.
 - v. Try and purchase the granite ourselves.
 - d. MOTION to approve OGAR being a Break Sponsor for the Joplin Area Chamber of Commerce YPN Summit for the amount of \$500.00.
 - e. MOTION to approve OGAR being a "Friend Sponsor" for the MR January Installation Banquet in the amount of \$500, as well as purchase one table at the banquet in the amount of \$1.000.

MLS-

1. Reviewed the meeting minutes. There were 4 motions/recommendations made to approve/deny.
 - a. MOTION to approve allowing "TBD" to be entered into the "Total Tax" field for residential listings and to add a note to the "Total Tax" field that states, "TBD" is to be used for NEW CONSTRUCTION ONLY".
 - b. MOTION to approve adding the same option to vacant land listings with a note that states, "TBD is ONLY used for land being split from a larger parcel".
 - c. MOTION made to add "Counters-Quartz" and "Crown Molding" to the list of Interior Features.
 - d. MOTION made to remove the "Internet Y/N" requirement from the rules as this has not been enforced due to the variables required for an agent to be sure which internet service is or is not available.





BOARD OF DIRECTORS MINUTES

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

New Agents/Appraisers/Offices:

Laura Wilks - Next Home SOMO Life Heather Collins - Real Broker LLC Misty DeCocq - Realty One Group Teoda Walker - Keller Williams Elevate Glennis Naylor, II - Venture Group RE Kaleb Snow - Real Pro Carthage Jayna Gunter - Venture Group RE Lily Heitkamp - Pro X Realty LLC Mikayla Wright - Charles Burt Joplin Heidi Bealer - Reecenichols Sunflower Joplin Michaela Peterson - Real Broker, LLC Ronny Joe Miller - Venture Group RE Brianna Pharr - EXP Realty LLC (Secondary) New Affiliates: Melissa Boes - Apex Title and Closing Services

Vice President's Report-

- A. Awards - Completed for the year.
- B. RPAC & Advocacy - Completed for the year.
- C. Technology - No meeting this month.
- D. Leadership Development (Nom) - Completed for the year.
- E. Local Leadership Academy - Their first class is scheduled in December.

Recurring business - Association Executive:

- 1. Accounts past due update presented - There are 12 agents that are past due on their fees. There are no companies behind on their fees.
- 2. Violations and Tribunal updates. Clear Co-op: 0; Other violations: 6. Violation breakdown; 2 - No Photo, 2 - Status Updates needed, 1 - Sentrilock # missing, 1 - No Dimensions.
- 3. MOTION to purchase a wireless microphone for up to \$350 from Ernie Williamson Music.
- 4. We received word from Missouri REALTORS that the Leadership & Advocacy Orientation for 2024 will no longer be held in Joplin. They received too many complaints from the St. Joe meeting that members were having to travel too far to go to rural areas. The meeting will be held in Columbia.

New Business:

- 1. MOTION to approve the 2024 Committee Roster, as created by both the incoming President and President-Elect and/or committee chairs.

No further discussion or actions.

Next meeting: December 14th at 9:00 am



2023 Silver Level Affiliate




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Corporate Office 506 West Battlefield Springfield, Missouri 65807
Phone 417.823.0800 Toll-free 1.800.455.6988 Fax 417.823.0810
www.gatozarks.com



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.

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
OCT. 2022	263	61	161	41	104	47	12	75	0	12	13	0
OCT. 2023	270	52	154	64	103	40	20	82	0	12	9	3

Total Number of Active & Pending Listings: 1011
 1-30 Days: 35 31-60 Days: 127 61-90 Days: 50 91-120 Days: 30 120+ days: 28
 Total Units Sold: 270 Avg. DOM: 65
 Avg. Sold Price: \$214,951 Median Sold Price: \$192,250
 Absorption Rate: 2.76 months

Summary Statistics	OCT.-23	OCT.-22	% Chg	2023 YTD	2022 YTD	% Chg
Absorption Rate	2.76	1.98	39.39	2.24	1.65	35.76
Average List Price	\$309,531	\$268,104	15.45	\$241,060	\$219,383	9.88
Median List Price	\$244,900	\$202,450	20.97	\$199,500	\$180,000	10.83
Average Sale Price	\$214,951	\$187,307	14.76	\$200,996	\$196,511	2.28
Median Sale Price	\$192,250	\$166,382	15.55	\$180,000	\$171,900	4.71
Average DOM	65	71	-8.45	72	69	4.35
Median DOM	53	51	3.92	53	51	3.92





MARKET STATISTICS

October 2023

Prepared November 16, 2023

Number of Listings	June-23	July-23	August-23	September-23	October-23	October-23 Pending
Number of Listings from Reporting MLS's	8,877	9,168	9,902	10,509	11,012	27% of Listings

Year-to-date Figures	October-20	October-21	October-22	October-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	72,442	80,706	71,643	60,180	-16.0%	-25.4%	-16.0%
Median Residential Property Selling Price-YTD	186,050	216,138	240,000	250,000	4.2%	15.7%	34.4%

Monthly Detail Comparison	October-21	October-22	September-23	October-23	Oct. vs Sept.	Oct. '23 vs Oct. '22	Oct. '23 vs Oct. '21
Number of Homes Sold	8,536	6,320	6,089	5,957	-2.2%	-5.7%	-30.2%
Number of Days on Market	28	32	33	34	3.0%	6.3%	21.4%
Average Selling Price	\$258,294	\$282,431	\$305,437	\$295,985	-3.1%	4.8%	14.6%
Median Selling Price	\$215,000	\$235,000	\$251,000	\$247,500	-1.4%	5.3%	15.1%
Monthly Dollar Volume	\$2,204,794,055	\$1,784,962,390	\$1,858,803,377	\$1,763,179,976	-5.2%	-1.2%	-20.0%

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-21	October-22	September-23	October-23	Oct. vs. Sept.	Oct. '23 vs Oct. '22	Oct. '23 vs Oct. '21
Number of REALTORS®	25,597	26,158	26,266	26,355	0.3%	0.8%	3.0%



Ozark Gateway Association of REALTORS®

- Designated REALTOR® 49
- Designated Secondary REALTOR® 48
- MLS Only Designated REALTOR® 18
- REALTOR® 554
- Secondary REALTOR® 74
- MLS Only REALTOR® 55
- Salesperson 17
- Designated Appraiser 32

- Designated Secondary Appraiser 13
- Associate Appraiser 4
- Associate Secondary Appraiser 3
- MLS Only Designated Appraiser 19
- MLS Only Associate Appraiser 1
- Designated Affiliate 62
- Affiliate 58

Total Board/MLS 887
Total Board with Affiliates 1007



Market Summary

Residential, October 2023



2023 Gold Level Affiliate



Central Bank of the Ozarks



2023 INSTALLATION & AWARDS BANQUET



Thank you to our 2023 President
Jessica Hubbard!



Installed 2024 President Courtney Denney



2024 Directors Kyle Lewis, Judy Lowe, Jeremy Beres, Heather Owens, Steve Johnson, Linda Richmond, and Forrest Stodghill



2024 Officers Amy Hunt, Kandice Yaple, Jeremy Ritchie, Kandice Yaple, and Jessica Hubbard





2023 INSTALLATION & AWARDS BANQUET



Ashleigh
McBee
Affiliate of
the Year



Sheri
Sztamenits
Spirit
Award



Tim Hopper
Rookie of
the Year



Kent
Eastman
Lifetime
Achievement
Award



Patti Kassab
Distinguished
Service
Award



Cathy Forson
Special
Service
Award



Chrisanna
Jaynes
Appraiser of
the Year



Robyn
Holloway
Shining Star
Award



Hunter Perry
Realtor of
the Year



2023 INSTALLATION & AWARDS BANQUET

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



A big thank you to our Briley Performing Arts Co. and our flash mob for providing entertainment for the night!





[Log in to RPR](#)

Monthly Webinar Lineup

- 04** | DEC 2023 | Learn the Basics of RPR
- 05** | DEC 2023 | Market Stats for Social Media
- 06** | DEC 2023 | Listing Presentation
- 07** | DEC 2023 | The RPR CMA
- 11** | DEC 2023 | Market Trends and Housing Data
- 12** | DEC 2023 | Property and Neighborhood Searches
- 12** | DEC 2023 | Market Trends ScriptWriter
- 13** | DEC 2023 | Prospecting and Lead Generation
- 14** | DEC 2023 | RPR: Your Commercial Secret Weapon
- 14** | DEC 2023 | RPR Mobile™ app

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®**