

REALTORS TODAY

Newsletter



OGAR Office Hours

Mon-Fri

8:00-4:30

Open During Lunch Hours



December 2024

Issue 12 of 12

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Calendar of Events

December 2-4:	MR Leadership Orientation
December 5:	Finance Committee mtg. 10:00 MLS Committee mtg. 11:00
December 6:	Last Day to Pay for RPAC 2024 Bradford Tax ZOOM 10-12:30
December 11:	2025 Local Leadership Academy Mtg. 8:30-12:30
December 16:	Studio 16 Photos at OGAR
December 17:	OGAR office Closed 11:00-1:00 for Annual Off-Site Meeting
December 19:	Board of Directors Mtg. 9:00
December 23:	OGAR Office CLOSED at 12:00
December 24:	OGAR Office CLOSED for Christmas Eve
December 25:	OGAR Office CLOSED for Christmas
December 31:	OGAR Office CLOSED at 12:00



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

Birthdays

DECEMBER

1 Ralph Watkins David Greninger	17 LaVaine Murphy Allen Deitz Dan Fitzpatrick Beverly Hurd
2 Hunter Perry Matthew Emerick	18 Leia Anderson Kari Binney
3 Tanya Rice Kristie Morison	19 Clarissa Bowen Shannon Chew Travis Trueblood Cameron Tournear
4 Trevor Frerer	20 Michael Scott
5 Christine Yunek Pam Cogburn Kellogg Carole King	21 Debbie Barlos
6 Jeremy Bland Deanna Marroquin Zachary Costley Suzett Sparks	22 Shawna Ferguson Christi Bragg Keith McCracken Monica Quen
9 Scott Binns Bailee Bland	23 Sarah Vonder Haar
10 Michael Heifner Antwan Dyer	24 T.J. Belcher Sebastian Mills
11 Tina Low Johnny Murray Cody Haner Tara Sisk Haws John Goertzen	25 Walter Hayes
12 Ashley Fenimore Brenda Murray	26 John Zibert Sarah Sheller Teresa Buck
13 Michael Wicklund Gary Garvin Drew Beaty Carie Scarpine Brian Jones	27 Jim Hembree Donny Allen Catherine Johnston Chris Taylor
14 Scott Sudkamp Dominic Willis Todd Ring	28 Julie Campbell Andrew Speaker Sally Davis
15 Reesie Edmondson Stacey Thacker Mike Osborn Caleb Frakes	29 Galen Carter Debbie Restivo Justin Ward Blake Butler
	30 Ben Davis Dale Jones Nina Stoecker

JANUARY

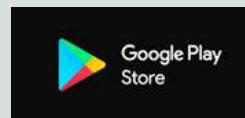
1 Jacob Andrews Zach Millard Josh Fiscus Shay Frazier Floyd Reed	18 Randy Beaver Nathan Wagner Derrick Scott Erin Madden Taylor Sigala
2 Terron Roland Meagan Harmon	19 Janelle Choens Gary Mishler Tamara Jarrett
3 Kristi Benefiel Gene Hendrickson	20 Matthew Robertson Devon Paxtor Dawn Sharp Benton Kelso
5 Ron Franklin Dave Layman	21 Alicia Blagg Mia Davis
7 Timothy Hopper Michelle Ferguson James Edwards	23 Daryl Weinkein David Houston Zach King
8 Larry Allgood Tiffany Benton	24 Chrisanna Jaynes Katie Boydston Kyle Newland Branda Burtner
9 Bob Garvin Cindy Moore Brian Mueller Kyra Thompson Jessica Black Sam Craft Wade Nading	25 Chris Nickle Kelly Williamson Nathan Scott Sam Green Heather Jennings Denise Carrigan
10 Kent Neil Pamela Chyba Kim Mootrey	27 Jessica Hubbard
11 Misty DeCocq	28 Phil Erwin Amy Greer
12 Brenda Phipps	29 Justin Faucett Megan Stirewalt
14 J.R. Collins Katie Anthony Emily Flynn	31 Lana Nelson Whittney Armstrong Margaret Lagow
15 Keith Landrum Danna Harris Christina Moss	
16 Trinity Morris	
17 Betty Hunt	

App of the Month



Public Records Search Service

The TruthFinder app offers one of the easiest and fastest ways to uncover social media accounts, photos, real police records, assets, civil judgments, contact information and much more!



OGAR 2024 Leadership

2024 OGAR LEADERSHIP

Courtney Denney, President
Kandace Deshields, President-Elect
Jeremy Ritchie, Vice President
Amy Hunt, Treasurer
Jessica Hubbard, Past President
Hunter Perry, 1 Year Director
Forrest Stodghill, 3 Year Director
Steve Johnson, 2 Year Director
Heather Owens, 2 Year Director
Linda Richmond, 1 Year Director
Kyle Lewis, 1 Year Director
Jeremy Beres, 1 Year
Brandi Haddock, MLS Chair/1 Year

OGAR Staff

Kim Cox, Association
Executive/CEO
Diane Newman,
Membership Director
Cassia Ferrell, Director of
Operations
Michelle Delaney, MLS &
Education Director
Randie Flenniken, Member
Services Coordinator

2024 MR STATE DIRECTORS

Courtney Denney
Kalan Hubbard
Forrest Stodghill
Melissa Annis
Debbie Barlos
Brandi Haddock
Jennifer Reaves
Crystal Pierson
Jessica Hubbard
Donny Allen
Kim Cox

Newmie's Newbie Blog

NAR REALTOR Benefits® partners with select companies to create exclusive, customized offers that specifically help you save on solutions that boost your business and best serve your clients.



<https://www.nar.realtor/realtor-benefits-program>

Board Store Special

SALE!

SALE!

SALE!

SALE!

Riders--2 for \$7

Agents on the Move

Drops:

Belinda Vaness
Keller Williams Elevate

Michelle Lee
Reece Nichols Sunflower Joplinn

Robert Banton
CI Appraisals

Sarah Gregory
Keller Williams Elevate

Michaela Peterson
Real Broker, LLC

Tyler Richards
Century 21 Properties Unlimited

Andrea Martin
Keller Williams Elevate

Veronica Martin
Joplin Area Real Estate, LLC

Brittany Hubbard
Your Space Property Management

In Memory of:

Pennie Burt
Charles Burt Joplin

Transfers:

Beverly Hurd
to Pro 100 Joplin

Tim Hurd
to Pro 100 Joplin

Haiden Stafford
to Keller Williams Elevate

William "Randy" Harbin
to Century 21 Heartfelt Homes

Stephanie DeTar
to Pro 100 Joplin

Marge Lagow
to Pro 100 Joplin

Amy Greer
to Pro 100 Joplin

Samantha "Sam" McDaniel
to EXP Realty, LLC

Transfers:

Don Fifer
to The Flanagan Group

Kimberly Flanagan
to The Flanagan Group

Tyler Rogers
to The Flanagan Group

Samantha Evans
to The Flanagan Group

Nathan Hurley
to The Flanagan Group

Victor "Adam" Escoto
to The Flanagan Group

Dustin Davidson
to The Flanagan Group

Kaleb Foster
to The Flanagan Group

Anthony Miller
to The Flanagan Group

Jonathan "J.J." Ortiz
to The Flanagan Group

Brooklyn Katrana
to The Flanagan Group

Kearstin Mattox
to The Flanagan Group

Dena Hurley
to The Flanagan Group

Katelyn Rogers
to The Flanagan Group

Tiffany DeBusk
to The Flanagan Group

Sarah Vonder Haar
to The Flanagan Group

Robyn Kyle
to The Flanagan Group

Gil Stevens
to The Flanagan Group

Carie Scarpine
to Epique Realty

Agents on the Move

New Agents

Mia Davis
Murney Associates, REALTORS

Steven McWilliams
RE/MAX Properties

Kortni Johnson
Andrew Bright & Associates

Isabelle Ridenour
Murney Associates, REALTORS

Anthony Wilson
Real Broker, LLC

Amber Green
Century 21 Heartfelt Homes

Rita Womack-Cummings
Keller Williams Elevate

Benton "Kody" Kelso
Realty One Group Ovation

Cody Stanley
Keller Williams Elevate

Brandyn Lane
Keller Williams Elevate

Brian Hilsabeck
Keller Williams Elevate

Jeremy Robinson
Keller Williams Elevate

Elizabeth "Rosie" Hurn
Fathom Realty

New Agents

Rio Parker
Real Broker, LLC

Randa Jeffries
Keller Williams Elevate

Jennifer Siebert
National Realty

New Offices

The Flanagan Group
DR is Don Fifer
New Offices

Century 21 Heartfelt Homes
DR is Amber Green

National Realty
DR is Jennifer Siebert

New Affiliates

Jodey House
Inspectur House, LLC

Josh Meeker
Country Financial

Michaela Peterson
CB Title

Shatara Stone
US Bank - 32nd Street



Meridian Title Company

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

2024 Platinum Level Affiliate

Board of Directors Minutes

Ozark Gateway Association of REALTORS®, a Regional MLS

Board of Directors Minutes

Minutes for the Thursday, November 21st, 2024 EMAIL Meeting

BOD Members emailed; Courtney Denney, Kandace Yapple, Jeremy Ritchie, Amy Hunt, Hunter Perry, Steve Johnson, Heather Owens, Forrest Stodghill, Kyle Lewis, Linda Richmond, Jeremy Beres, Jessica Hubbard & Brandi Haddock

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 10 motions/recommendations made to approve or deny.

a. MOTION to approve the October and 2024 Year to Date financials as emailed.

b. MOTION to approve a \$5000 donation to OGAR's Benevolence Fund.

c. MOTION to approve donating \$200 worth of toys to the Boys & Girls Club Toy Drive.

d. RECOMMENDATION to Strat Plan Committee to consider the following 3 things:

i. For the financial part of the SP, define a goal post (for instance: 12 mo. reserve)

ii. Put a plan in place that aligns with what our SP says

iii. Discuss what it looks like after we've met our goal post

e. MOTION to approve being a sponsor for YPN's Summit in 2025 for \$500.

f. MOTION to approve the 2025 proposed budget.



Board of Directors Minutes

- g. MOTION to approve \$3000 on a conversion to Quickbooks online, where we will be accepting payments directly through their online credit card system and running daily functions.
- h. MOTION to have Kim fill out the Beneficial Ownership Information form and submit it to meet the requirements for the Corporate Transparency Act put in place for 2025.
- i. MOTION to approve donating \$250 to the Joplin Humane Society in memory of Pennie Burt.
- j. MOTION to approve donating \$130 to Roi S Wood for their Thanksgiving for at-risk kids.

President-Elect's Report–

- A. Strategic Planning – Completed for the year.
- B. Program & Events – Completed for the year. Banquet was a huge success!
- C. Community Relations – Completed for the year.
- D. Governing Documents – No meeting this month. The Nerd Herd met though and passed on the most recently updated version of the MLS Rules & Regs to the BOD for their review:
 - 1. MOTION made to approve the updated set of OGAR's MLS Rules & Regs and put them into immediate implementation.
- E. Membership Engagement – Reviewed minutes. MOTION made to approve conditional memberships ONLY for the following members;

New Agents/Appraisers/Offices:

Steven McWilliams – Remax Properties (2ndary) Mia Davis – Murney Assoc (2ndary)
Amber Green – C-21 Heartfelt Homes (2ndary)(DR) Kortni Johnson – Andrew Bright Assoc.
Patrick Buttram – Buttram Comm. Real Estate Elizabeth Sawyer – Pro 100 Joplin
Trinity Morris – Pro 100 Joplin Connor Sztamenits – Realty One Group Ovation
Macy Fletcher – Realty One Group Ovation Anthony Wilson – REAL Broker LLC
Isabelle Ridenour – Murney Assoc. Realtors Benton Kelso – Realty One Group Ovation
Rita Womack-Cummings – Keller Williams Elevate Don Fifer – New DR for The Flanagan Group

Board of Directors Minutes

New Affiliates:

Alicia Edens – SMB Home Loan Center Jodey House – Inspectur House, LLC

Josh Meeker – Country Financial

Vice President's Report–

A. Awards – Completed for the year.

B. RPAC & Advocacy – Completed for the year. Almost to goal now, a few more members are still shopping online RPAC auctions. Kim will give an update next month.

C. Technology – Completed for the year.

D. Leadership Development (Nom) – Completed for the year.

E. Local Leadership Academy – The committee met and selected the following members to be the 2025 Local Leadership Academy class: Benji Fox, Clorissa Fauvergue, Lydia Meadows, Tina Low, Sky Low, Ginger Kitchen, and Karla Wilson.

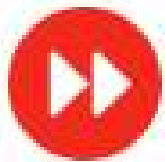
Recurring business – Association Executive:

1. Accounts past due update presented – There are 15 agents that are past due on their fees. There are 2 companies behind on their fees. Cassia has been sending timely letters and getting a good number of responses on these past due accounts, we see no reason they won't be paid this month.

2. Violations and Tribunal updates. Clear Co-op: 0; Other violations: 5. Violation breakdown; 1 – No Photo, 2 – Status Updates needed, 2 – Sentrilock # missing, 0 – No Dimensions.

New Business:

1. MOTION to approve two full-time scholarships and one part-time scholarship to be paid out for a total of \$1250; recommendation came from Membership Engagement Committee.



The CE Shop™



OGAR
Orank Gateway
Association of REALTORS®

Board of Directors Minutes

2. Just an FYI: Kim sent out the application form for members to apply for one of the scholarships to travel to a Missouri Realtors conference for 2025. The Leadership Dev Committee will meet in the next few weeks (or via electronic means) to select a recipient for the January Business Conference.

No further discussion or actions. Adjourn.

Next meeting: December 19th at 9:00 am – Annual BOD End-of-Year Breakfast & BOD Meeting.



2024 Bronze Level Affiliate

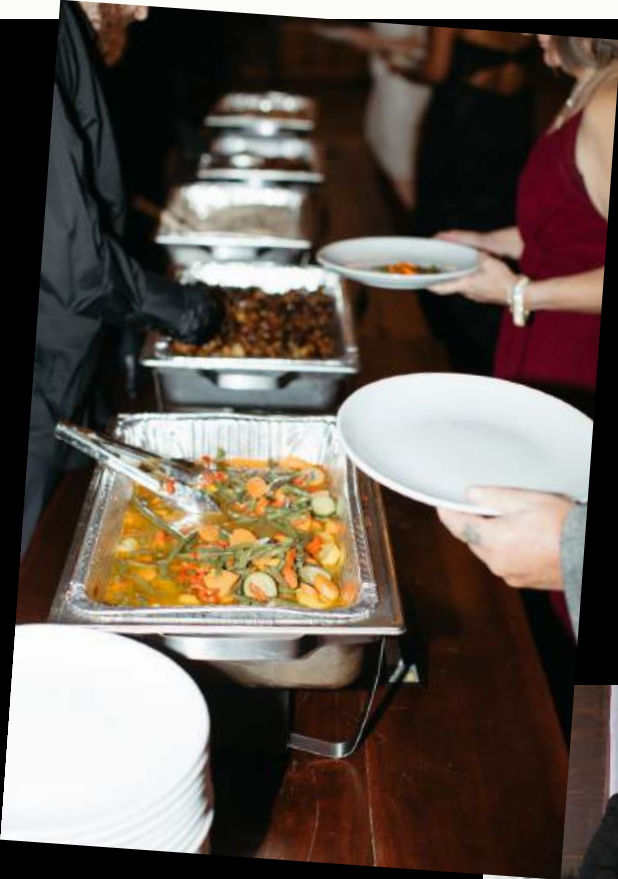
2024 OGAR Installation & Awards



2024 OGAR Installation & Awards



2024 OGAR Installation & Awards



2024 OGAR Installation & Awards



2024 OGAR Installation & Awards

Congratulations!

Kandace DeShields - REALTOR of the Year

Cameron Tournear - Rookie of the Year

Kyle Lewis - Spirit Award

John Yaple - C. Ray McDaniel Special Service Award

Richard Jaynes - Appraiser of the Year (In memory)

Jackie Mock - Affiliate of the Year

Joyce Liggett - Lifetime Achievement Award (Lauren Liggett)

Ron Franklin - Lifetime Achievement Award

Debbie Barlos - Distinguished Service Award

Donny Allen - Distinguished Service Award

The Program Committee knocked it out of the park this year. Thank you to Cathy Beck, Jackie Mock, Ashleigh McBee, DaMeika Kelso, Tami Marlay, Nicole Hopper, Andrea Malcolm, Dusty Bell, Sheri Sztamenits, Sarah Alumbaugh, Tammy Garoutte, Lacey Baker, Diane Newman, and Kaylee Murphy!!!

We also installed our 2025 Board of Directors: Kandace DeShields, Jeremy Ritchie, Amy Hunt, Hunter Perry, Courtney Denney, Kyle Lewis, Steve Johnson, Tim Hopper, Sheri Sztamenits, Forrest Stodghill, Heather Owens, Lori Salchow, and Laura Webb. We look forward to what their year will bring.

Announcing the 2025 OGAR Local Leadership Academy Class

Congratulations!

Ginger Kitchen, Show Me Real Estate

Clorissa Fauvergue, Realty One Group Ovation

Benji Fox, Keller Williams Elevate

Lydia Meadows, Pro 100 Joplin

Tina Low, Pro 100 Joplin

Sky Low, Pro 100 Joplin

Karla Wilson, Pro 100 Joplin



First American Title™

2024 Platinum Level Affiliate

Tami Marlay
Business Development Specialist
PHONE 417-726-4467
OFFICE 417-623-1553
tmarlay@firstam.com

 **First American Title™**

2820 Arizona Ave | Joplin, MO 64804

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2024 Bronze Level Affiliate



SUPERIOR
ROOFING & CONSTRUCTION LLC
LICENSED • BONDED • INSURED
(417)388-5482



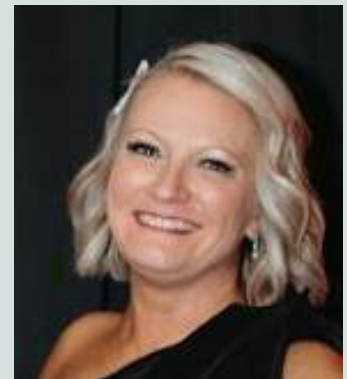
Images of Home

2024 Bronze Level Affiliate

OGAR Affiliate BLOG

Finally, some rate cuts! What does that do for buyers? The Fed cut the key rate by .5%, and then again by .25%, but that doesn't mean consumers can expect to see loan rates cut by that amount right away. Most lenders had already adjusted rates in anticipation of the Fed cut. However, there has been some additional movement with drops around .0125% to .25%. There is buzz of at least two more rate cuts in the next few months. This will more than likely lead to an uptick in home listings, a higher demand on those listings, and will most definitely give borrowers more buying power in monthly payment and purchase price.

With so much focus on rates, I have been asked multiple times lately "When is the best time to buy?" The simple answer is when the buyer is ready. If they find their dream home and can manage the monthly payment, the interest rate itself shouldn't deter them. There are refinance options available if rates do drop in the future, temporary and permanent interest rate buydown solutions for lower monthly payments, and a variety of loan programs to find what best suits their financial situation. So, if you have buyer prospects that have been thinking about buying, the time is probably now.



Andrea Malcolm,
Branch Manager

521 S. Main Street
Joplin, MO 64801

417-439-8161

<http://www.tlclender.com>

SAFETY TIP:

Choose Daylight Hours: Whenever possible, schedule property showings during daylight hours. If evening appointments are necessary, consider meeting in pairs or bringing someone with you.

Legislative Victories



LEGISLATIVE VICTORIES THROUGH 2024

Agricultural Property

- For the first time since the early 1980's, non-resident aliens may purchase agricultural property in Missouri.

Business Practices

- **Land Bank** legislation allows any county or city with a population of 1,500 or more to establish a land bank. *(The act does not cover Kansas City, St. Joseph, and the City of St. Louis because they already have a land bank created under prior legislation.)* The purpose of a land bank is to take property with unpaid taxes, clear up titles (there is a provision for judicial foreclosure in the act), and then sell the property to people who will put it back into productive use. *(HB 2062, 2024 session)*
- **Pre-Sale Inspections** - A political subdivision may not require an owner to conduct an inspection to list the property. *(HB 2062, 2024 session)*

Business Taxes

- Real estate licensees are exempt from employment security tax.
- Real estate licensees are exempt from workers compensation insurance tax.
- A city cannot require you to purchase a city business license unless you have an office in the city.
- No sales tax on commissions.

Certificate of Value/Sales Price Disclosure

- There is no statewide sales price disclosure.

Commissions

- A lien may be established to protect a broker's commission in a commercial transaction.
- The executor of an estate may pay a real estate sales commission for the sale of the real property of an estate.

- School districts may pay real estate sales commissions.
- No unearned referral fee demands.

COVID-19

- Legislation intended to protect small businesses by limiting litigation related to the transmittal of COVID 19. *(SCS for SB 51 and SB 42, 2021 Session)*

Credit Availability

- There is a statutory system for creating a maintenance agreement for private roads. This allows long term fixed rate financing on affected properties.
- Local political subdivisions are prohibited from enacting local ordinances on real estate lending.

Earnest Money Disputes

- Earnest money dispute resolution sends disputed funds to the Office of the State Treasurer and allows them to deal with the problem.

Employment Security

- Modified the longstanding exemption that real estate licensees enjoyed for the payment of unemployment compensation insurance taxes to make it more closely match the federal exemption.

For Sale Signs

- Cities cannot prohibit real estate *For Sale* signs.

Infrastructure Funding

- Missouri REALTORS® supported the successful passage of SB 262 that, when fully implemented, will increase available highway funding by more than \$500 million. *(SB 262, 2021 Session)*

Immunity

- Real estate agents are immune from liability for statements made by certain 3rd party inspectors

Legislative Victories

Missouri REALTORS' LEGISLATIVE VICTORIES THROUGH 2024

unless they employed or recommended the inspector, or knew prior to closing the statement was false.

- Real estate licensees receive limited immunity when dealing with issues of the area or square footage of a property. If the licensee obtained the information on area or square footage from a third party and disclosed the source of the information to the buyer before an offer to purchase is transmitted then they are not subject to litigation. If the licensee knew the information was false or the licensee acted with reckless disregard as to whether the information was true or false, they lose the immunity. *(SB 36, 2019 Session)*

Landlord/Tenant Issues

- Property owner identity protected from disclosure to tenants.
- Possession cases in landlord/tenant disputes only require the property be posted with summons.
- No local political subdivision may impose rent control.
- Reduced liability for landlord when removing tenants property under a court ordered eviction.
- The defense of "claim of right" is not available to any tenant who willfully or wantonly destroys, defaces, damages, impairs, or removes any part of a leased structure or dwelling unit.
- Landlords may now seek an order of execution ten days after judgement.
- Landlords and tenants may agree on funds to be withheld for carpet cleaning and landlord may withhold those funds from the security deposit. Within 30 days after the expiration of tenancy, the landlord must give the tenant a receipt for the actual cost of carpet cleaning. *(HB 1862, 2016 Session)*
- In nuisance abatement actions, the city must give notice to both the occupant of the property and the owner at their last known address. *(SB 572, 2016 Session)*
- If a person has been the victim of domestic violence, sexual assault or stalking they must be released from a residential lease if they request to be released and show evidence of the violence, assault or stalking. A landlord may charge a reasonable termination fee. *(SCS HCS HB 243 and 544, 2019 Session)*

- The City of St. Joseph may now require LLC's that own or rent property in the city to provide the name and address of a natural person who has management or control of the property.

(SS SCS HCS HB 959, 2019 Session)

- SB 644 made significant changes in the law dealing with service animals. It is now a class C misdemeanor to knowingly misrepresent a dog as a service dog for the purpose of receiving accommodation under the Americans with Disabilities Act. Subsequent misrepresentations move it to a class B misdemeanor. *(SB 644, 2020 Session)*

- Unlawful occupation of real property (anti-squatting) legislation empowers property owners by allowing them to file an action with a court to remove a person unlawfully occupying their property. Once the order to remove the person is approved by the judge, a law enforcement officer with probable cause to believe that the person has violated the order may arrest the person, and the officer or officers have immunity from civil liability. This measure ensures the protection of property rights, with violation of the order being a Class A misdemeanor, a strong deterrent against unlawful occupation. *(HB 2062, 2024 session)*

- Prohibition on eviction moratorium prohibits a county, municipality, or political subdivision from imposing a moratorium on eviction proceedings unless specifically authorized by state law. *(HB 2062 and SB 895, 2024 session)*

License Law

- **The Fresh Start Act** removed references to "good moral character" and "crimes of moral turpitude" from real estate license law but it did not change the ability of the Missouri Real Estate Commission to refuse to license individuals convicted of a list of serious crimes that had been agreed to in 2005. *(HB 2046, 2020 Session)*
- Provided for minimum services and prohibited certain felons and sexual predators from being licensed. *(HB 174, 2005 Session)*
- Moved the regulation dealing with advertising from the rules to the statute. *(HB 1339, 2006 Session)*
- Clarified the exemption for newspapers and other media when the underlying purpose isn't advertising real estate.

Legislative Victories

Missouri REALTORS' LEGISLATIVE VICTORIES THROUGH 2024

- Required a person be licensed two years as a salesperson and complete an approved school before they can be licensed as broker.
- Real Estate Commission may now impose fines of up to \$2,500 per occurrence on individuals and companies who violate the real estate license law. Fines can be imposed after a hearing before the Administrative Hearing Commission on both licensed and unlicensed entities. (HB 780 and SB 308, 2007 Session)
- Enactment of Commercial Portability (SB 788, 2008 Session) which:
 - Allows both broker and sales licensees to use a broad range of business organizations like LLC, PC, etc. in their business.
 - If MREC disciplines a licensee it must notify the supervising broker.
 - All state agencies are required to accept electronic payments.
 - Licensees do not have to keep copies of written or electronic communication that is ephemeral in nature such as text messages, instant messages or other communication that is not designed to be retained or create a permanent record.
 - The word "sold" means the title to the real estate has been transferred or the real estate has become subject to a bona fide sale contract or purchase agreement. This change makes it clear a real estate licensee may place a "sold" sign on a property prior to closing.
- A real estate broker may now pay commissions earned by their associated licensees to an unlicensed business entity. The associated licensee may recognize those commissions as recommended by their tax professional. (Introduced as HB 695 and SB 435, passed in HB 273 and HB 476, 2021 Session)
- When advertising as an individual or team, you may not use the words "realty," "brokerage," "company" or any other term that could be construed as a real estate company separate from the associated broker's company. (Introduced as HB 1124 and SB 473, passed in HB 273 and HB 476, 2021 Session)

Notary/Electronic Notary/ Remote Online Notary

- The notary law was updated to accommodate

our rapidly changing business environment by implementing both electronic and remote online notary. The last update was in the late 1970's. (HB 1655, 2020 Session)

Nuisance Ordinances

- Gives property owners additional tools to protect the value of their property because of action or lack thereof by negligent and irresponsible neighbors. (SB 731, 2014 Session)
- Providing further tools for owners to protect the value of their property, HCS SCS SB 203 modified SB 731 (above) and extends it to Kansas City. The bill also allows a person who, in good faith, believes a property to be abandoned to enter into the property but not into a structure on the property, and remove trash and debris; remove or paint over graffiti; mow and maintain the property. (HCS SCS SB 203, 2019 Session)
- As metal scrap prices continue to rise, there are increased reports of vacant property being vandalized for the metal in their plumbing, wiring systems and HVAC systems. HB 69 provides additional safe guards during the scrap buying process that should reduce these incidents. (HB 69, 2021 Session)

Property Assessed Clean Energy

- The PACE (Property Assessed Clean Energy) program received significant consumer protection. (HB 697, 2021 Session)

Psychologically Impacted Property

- The fact that a property is psychologically impacted or close to one that is, shall not be a material or substantial fact required to be disclosed in a real estate transaction. Psychologically impacted property includes:
 - Certain diseases
 - Real Property that was the site of a homicide or other felony or, a suicide.

Restrictive Covenants

- After August 28, 2022, no deed may contain a reference to a restrictive covenant that restricts the ownership or use of real property based upon race, color, religion or national origin.

Legislative Victories

Missouri REALTORS' LEGISLATIVE VICTORIES THROUGH 2024

- Any prohibited covenants contained in the deed are to be removed by the person who prepares such deed for recording. The recorder of deeds may refuse to accept any deed for recording that references the specific portion of any such restrictive covenant.
- A current owner may release the prohibited covenants by recording a certificate of release of prohibited covenants. The form for such release is provided under subsection 4 of section 442.403 RSMo. (HB 1662, 2022 Session)

Taxation

- Expanded protections for individuals who face an increase in valuation of more than 15% and makes changes that assure individuals have an opportunity to appeal an increased assessment. (SB 676, 2020 Session)
- Wayfair - Supported language that now requires collecting sales tax by entities that do over \$100,000 in business in Missouri, no matter where they are located. (SB 153, 2021 Session)

Tax Credits for Real Estate Development

- Both Historic and Low Income Housing Tax credits have been protected by the Association.
- **Historic Tax Credits** legislation streamlines the approval process and requires the government agency to make decisions promptly. For example, the "State Historic Preservation Office must determine whether a rehabilitation satisfies the standards within 60 days of filing the initial application for credits." (HB 2062, 2024 session)

Title Insurance

- Amendments to law passed in 2007 require title agents to place funds in their possession in escrow accounts. Amendments to the 2007 law, passed in 2008, insure up to \$2,500 in non-certified funds may be accepted by a title agent at closing.
- Complete re-write of Mechanics Lien law as applies to residential property.
- Secretary of State must promulgate rules for notarized digital signatures. (SB 932, 2016 Session)

- Title insurance companies may issue closing protection letters and charge a fee for all transactions where its title insurance policies are issued and where its issuing agent or agency is performing settlement services. Closing protection letters may not be waived. (SB 833, 2016 Session)
- Nothing in the statute dealing with surveyors precludes work done in the usual practice of title insurance as set out in Chapter 381 or the practice of law as governed by the Missouri Supreme Court. (SB 833, 2016 Session)
- If a property is subdivided and a new description is created, that description must include the name and professional license number, if applicable, of the person who created the description. It also prohibits the recording of any such property unless the property description contains the information as to who created the description. (Amendment to SB 36, 2019 Session)

Transfer Fee Covenants

- Private transfer fee covenants are prohibited in Missouri.

Transfer Taxes

- We defeated an attempt to impose additional recording fees in counties of the second or third class. These recording fees were viewed as a tax imposed on the transfer of real property which is prohibited by Article X, Section 25 of the Missouri Constitution.



missourirealtor.org



POWER TECH ELECTRIC

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<https://ptelc.wixsite.com/power-tech-electric>

2024 Gold Level
Affiliate



FIRST COMMUNITY BANK

Member FDIC

Where community comes first.

Kelly Garst

VP - Mortgage Loan Originator

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FIRST COMMUNITY BANK

Where community comes first.

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NMLS#1570206



2024 Platinum Level Affiliate



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 Bed	3 Bed	4+ Bed	Conv.	FHA	VA	Cash	Own	Lease Purch	RD	Other
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
2022	3628	758	2060	810	1536	533	201	985	2	176	160	35
OCT 2023	291	57	164	70	109	43	21	92	0	13	9	3
OCT 2024	300	78	163	59	115	54	19	68	0	25	14	6

Total Number of Active & Pending Listings: 1229

1-30 Days: 37 31-60 Days: 120 61-90 Days: 76 91-120 Days: 30 120+ days: 38

Total Units Sold: 301 Avg. DOM: 74

Avg. Sold Price: \$220,904 Median Sold Price: \$200,000

Absorption Rate: 3.54 months

Summary Statistics	OCT-24	OCT-23	% Chg	2024 YTD	2023 YTD	% Chg
Absorption Rate	3.54	2.88	22.92	3.05	2.28	33.77
Average List Price	\$326,269	\$305,216	6.90	\$265,173	\$241,300	9.89
Median List Price	\$248,500	\$239,919	3.58	\$217,060	\$199,500	8.80
Average Sale Price	\$220,904	\$209,781	5.30	\$218,993	\$201,001	8.95
Median Sale Price	\$200,000	\$183,500	8.99	\$197,151	\$179,900	9.59
Average DOM	74	70	5.71	79	73	8.22
Median DOM	62	53	16.98	58	54	7.41

MLS Statistics



MARKET STATISTICS

OCTOBER 2024

6,413
RESIDENTIAL
PROPERTIES SOLD

+7% vs. Oct. 2023

41
AVERAGE DAYS
ON MARKET

Oct. 2023: 34

\$268,000
MEDIAN SALE
PRICE

+8% vs. Oct. 2023

\$2 BILLION
TOTAL DOLLAR
VOLUME

+16% vs. Oct. 2023



MARKET STATISTICS

October 2024

Prepared November 21, 2024

Number of Listings	June-24	July-24	August-24	September-24	October-24	October-24 Pending
Number of Listings from Reporting MLS's	11,791	12,354	13,110	13,453	13,735	25%

Year-to-date Figures	October-21	October-22	October-23	October-24	2024 YTD vs 2023 YTD	2024 YTD vs 2022 YTD	2024 YTD vs 2021 YTD
Number of Residential Properties Sold - YTD	80,706	71,643	60,180	61,633	2.4%	-14.0%	-23.6%
Median Residential Property Selling Price-YTD	216,138	240,000	250,000	268,000	7.2%	11.7%	24.0%

Monthly Detail Comparison	October-22	October-23	September-24	October-24	Oct. vs. Sept.	Oct. '24 vs Oct. '23	Oct. '24 vs Oct. '22
Number of Homes Sold	6,320	5,957	6,114	6,413	4.9%	7.7%	1.5%
Number of Days on Market	32	34	38	41	7.9%	20.6%	28.1%
Average Selling Price	\$282,431	\$295,985	\$315,339	\$318,582	1.0%	7.6%	12.8%
Median Selling Price	\$235,000	\$247,500	\$269,950	\$268,000	-0.7%	8.3%	14.0%
Monthly Dollar Volume	\$1,784,962,390	\$1,763,179,976	\$1,927,980,530	\$2,043,065,050	6.0%	15.9%	14.5%

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-22	October-23	September-24	October-24	Oct. vs Sept.	Oct. '24 vs Oct. '23	Oct. '24 vs Oct. '22
Number of REALTORS®	26,158	26,355	25,850	25,812	-0.1%	-2.1%	-1.3%

MLS Statistics

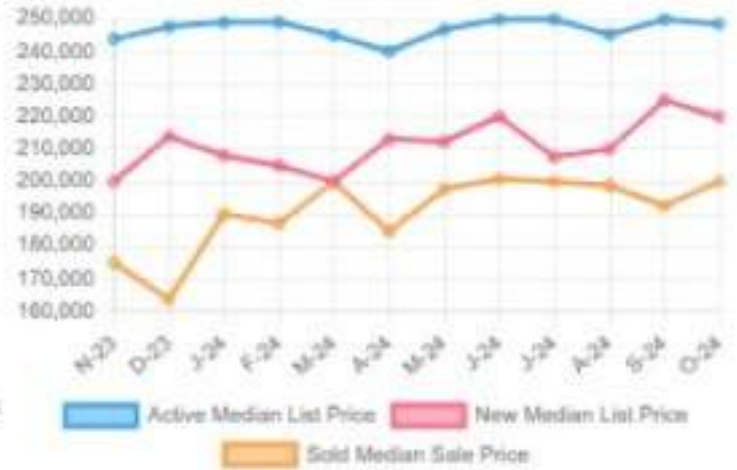
Market Summary

Residential, October 2024

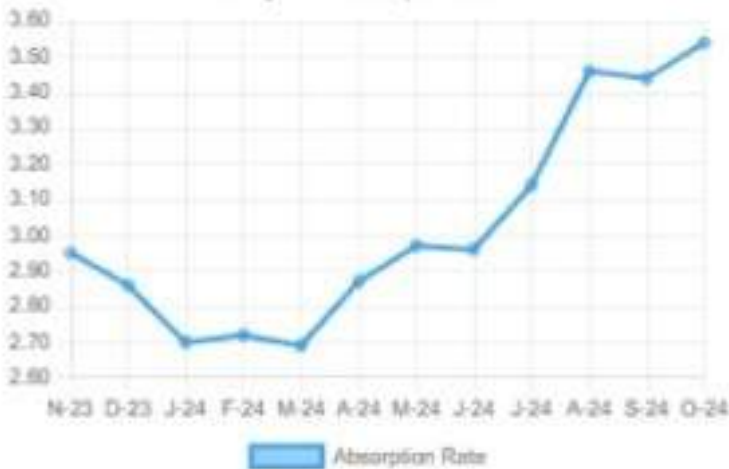
Number of Listings



Listing Prices



Absorption Rate, in Months



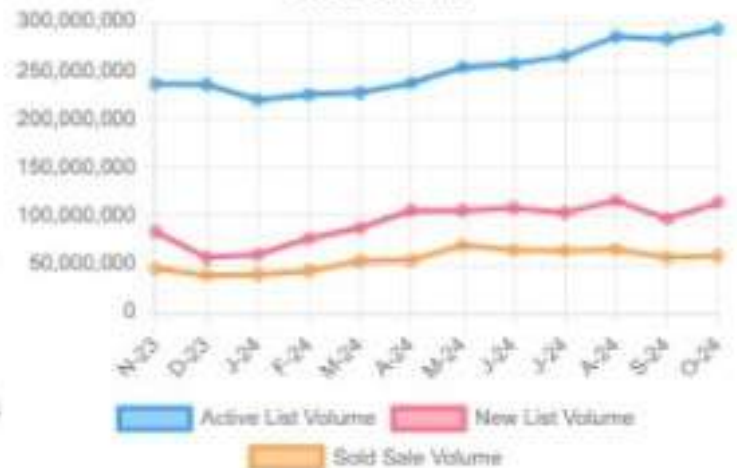
Sold to List Ratio



Days on Market



Price Volume



MLS Statistics

Ozark Gateway Association of REALTORS®

Designated REALTOR® 57
Designated Secondary REALTOR® 47
MLS Only Designated REALTOR® 7
Primary REALTOR® 535
Secondary REALTOR® 88
MLS Only REALTOR® 48
Salesperson 15
Designated Appraiser 35

Designated Secondary Appraiser 14
Associate Appraiser 3
Associate Secondary Appraiser 1
MLS Only Designated Appraiser 18
MLS Only Associate Appraiser 1
Designated Affiliate 57
Affiliate 59

Total Board/MLS 869
Total Board with Affiliates 985



2024 Bronze Level Affiliate



2024 Silver Level Affiliate
www.jomomoving.com

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2024 Gold Level Affiliate
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ARVEST
BANK

Member FDIC  Equal Housing Lender Loans subject to credit approval.



2024 Bronze Level Affiliate
<https://flatbranchhomeloans.com/>

Flat Branch
HOME LOANS



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

Tour of Homes 2024 Schedule

November

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

December

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



**Ozark Gateway
Association of
REALTORS®**



WACO TITLE

**2024 Platinum
Level Affiliate**



NMLS# 1043976

2024 Gold Level Affiliate

<https://tlclender.com/locations/missouri/joplin/>