

Realtors Today

-Newsletter-



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

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Joplin, MO 64801
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417-782-5212 fx
www.theogar.com



Calendar of Events

January 4: Leadership Orientation & Luncheon 11:30-1:00 ***By Invitation Only***

January 10: Membership Engagement Committee Meeting 10:00

Community Relations Committee Meeting 11:00

Governing Docs Task Force Meeting 1:00

January 11: Finance Committee Meeting 10:00

MLS Committee Meeting 11:00

Program Committee Meeting 1:30

January 12: Local Leadership Academy Session Two 8:30

January 15: Board Office Closed in Observance of Martin Luther King, Jr. Day

January 16-18: MR Winter Business Conference

January 24: Foundation Repair Lunch & Learn **CE** 11:30-12:30

January 25: BOD Meeting 9:00

January 30: Realtor Days (Jefferson City)

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
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arvest.com/homeloan **ARVEST BANK**

Member FDIC Equal Housing Lender Loans subject to credit approval.

2023 Gold Level Affiliate



Central Bank
of the Ozarks

**HAPPY
NEW YEAR**

Birthdays

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
Nick Brand

23
Daryl Weinkein
David Houston
Zach King

24
Chrisanna Jaynes
Katie Boydston
Kyle Newland
Branda Burtner

25
Chris Nickle
Kelly Williamson
Nathan Scott
Sam 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

February

1
Pam Millard
Liz Scheurich
Jeanie Slates
Karrington Garvin
Ashley Wakefield
Shawn Giddens
Jami Hendren

2
Donna Conduff
Michael Williams

3
Nicole Hopper
Kamber Smith
Drew Bridges
Kristen Sweet
Nichole West

4
Gavin Edwards
Andres Deleon

7
Dave Baldwin

8
Pennie Burt
Jackie Brummett
Brad Gillen
Sharon Harper
Linda Harbaugh
Darin Morehead

9
Alicia Mason
Ryan Carr
Stacey Musche

11
Tim Ferguson
Annette Goodall
Becky Cobb

12
Lyn Whyte

14
Dale Janssen
Keven VanStory
Alex Kendall

16
Carlo Forni

18
Brittney Stinnett
Matt Clemon
Daren Beeson

20
Joyce Liggett
Dan Plotner

21
Debbie McDonough
Brian Moritz
Russ Fletcher
Tami Wittcock

22
Donna Bermingham
Jennifer Clark
Beth Johnson
Ashlee Ricks

23
Kearstin Mattox

24
Laranie Thexton
Shane Merrill
Amy Gannaway
Michelle Lee

25
JoAnn Walker

26
Kenny Carlin

27
Brian Pink

28
Gary Nelson
Steve Kluthe

HAPPY
Birthdays



App of the Month

Compliments of the OGAR Technology and Education Committee



RPR® (Realtors Property Resource®) is the nation's largest property database, exclusively for REALTORS®. It puts data, tools and reports literally at your fingertips so you can respond to questions and requests instantly, and position yourself as an essential part of every transaction.

 **Home loans. Made human.®**
Andrea Malcolm
Branch Manager | nmls# 1877264
417-439-8161

Corp nmls# 3204 | Verify a mortgage company or individual license on the Nationwide Mortgage Licensing Consumer Access Site www.nmlsconsumeraccess.org 

2023 Gold Level Affiliate

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

 **Meridian Title Company**

2023 Platinum Level Affiliate

2024 MR STATE DIRECTORS

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

2024 OGAR LEADERSHIP

Courtney Denney, President
Kandace Yaple, President-Elect
Jeremy Ritchie, Vice President
Amy Hunt, Treasurer
Jessica Hubbard, Past President
Judy Lowe, 3 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
Stephanie Burkhart, Director of Operations
Diane Newman, Membership Director
Cassia Ferrell, Member Services Coordinator
Michelle Delaney, MLS & Education Director

Newmie's Newbie Blog

Help New Members Hit the Ground Sprinting

Pro tip: The REALTOR® Store is your members' one-stop shop for business-boosting tools to help with social media strategies, lead generation, technology, the Code of Ethics and more.



Board Store Special

Get a free H-stake
when you buy two signs!

2023 Platinum Level Affiliate
www.firstam.com



First American Title™

2023 Platinum Level Affiliate
www.wacotitle.com



wacotitle.com

Agents on the Move

Drops

Sean Parks
USA Mortgage

Melissa Boes
Apex Title

Sydni Cornman
Keller Williams Elevate

Marlon Eddie
Keller Williams Elevate

Mark Lee
Countryside Realty

Jill Childs
Pro 100 Joplin

Linda "Madison" Hays
Keller Williams Elevate

Brad Gillen
Keller Williams Elevate

Steve Shewmake
Pro 100 Joplin

Victoria Arcobasso
Keller Williams Elevate

Transfers

Melynn Rhea
to Fathom Realty

Kody Bates
to Fathom Realty

Heidi Bealer
to Keller Williams Elevate

William "Bill" Goodwin
to Pro X Realty

Jill Flakne
to Realty One Group
Ovation

New MLS Only Members

None

New Affiliates

None

In Memory Of

Michael Randolph
Home Inspection Dynamics

New Members

William "Randy" Harbin
Keller Williams Elevate

Austin Macias
Charles Burt Joplin

Jeffrey Snider
Charles Burt Joplin

Mark Barrett
Movoto, Inc.

Tara Sisk Haws
Realty One Group Ovation

New Offices

Movoto, Inc.
DR is Mark Barrett

New Appraisers

None

www.smbonline.com
2023 Platinum Level Affiliate



2023 Silver Level Affiliate
www.cbtitleinc.com



Board of Directors Minutes

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

Thursday, December 14th, 2023, at 9:00 am

Present: Jessica Hubbard, Courtney Denney, Kandace Yapple, Chris Nickle, Michael Wicklund, Jeremy Ritchie(zoom), Kalan Hubbard, Heather Owens, and Audrey Sneed. 2024 BOD observers: Kyle Lewis, Forrest Stodghill and Brandi Haddock.

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.

Amended Motion made to approve the December meeting agenda as emailed with the removal of Motion/Recommendation #4, left on in error from last month's meeting.

Motion made to approve minutes from the November BOD meeting (conducted by email).

Motions/Recommendations brought forward by committees/AE/BOD/members:

1. Recommendation by the Finance Committee. Motion made to approve the financials for November and the Year-To-Date for 2023.
2. Recommendation by the Finance Committee. Motion made and amended to pay \$16,000 to Generations Construction for the start of the kitchen and bathrooms remodel, and NOT get an additional \$10,000 cashier's check to pay towards total due to them in 2024 upon completion of work. Rationale: a cashier's check is only good for 60 days and the money would be better left in OGAR's checking account.
3. The following Motions were made and approved with no changes. *To pay \$2,500 towards the venue and/or CE instructors for 2024 CE classes. *To pay \$1,000 towards OGAR's Sterling R contribution for 2024. *To pay \$4,973 to Kingrey-Kellum Insurance Agency for our 2024 building, work comp and cyber policies. *To pay \$5,000 towards our Instashowing contract renewal for 2024 as a member benefit. *To purchase an Apple Air iPad and accessories needed for office staff to use strictly for taking meeting minutes and automatically uploading to the cloud, for up to \$1,000.
4. A recommendation was brought forward by the Finance Committee to have Kim check with Sentrilock to see if they can "ping" and/or see where a lock box is physically and the answer from Sentrilock is NO, that is not a feature that they have.
5. Motion was made to send discussion to Governing Docs to research clarification on canceling listings and the procedures the MLS will follow moving forward. Discussion was held and they are to focus on connecting the rules on canceling and delivering paperwork to OGAR when requested, not a rule on canceling listings. Recommendation being made to Gov Docs Task Force to look at the section of the MLS Rules regarding the staff's ability to request listing documentation when needed.
7. Recommendation brought forward by the MLS Committee. Motion was made to send discussion to Governing Docs to look at adding a rule against allowing specific interest rates to be published on the photos in the MLS.
8. Recommendation brought forward by the MLS Committee. Motion was made to add in Flex as a mandatory field the choices of Manufactured, Modular and Mobile – Yes or No. If you mark "Yes", then there will be a dropdown for you to choose Mobile or Modular with a definition bubble out to the side. The staff is to research definitions from HUD and RD. A Motion was made for email to be sent to the listing agent of discussed property to add information in the agent remarks regarding being a modular home.

Board of Directors Minutes

Standing monthly motion for conditional memberships: On behalf of the Membership Engagement Committee.

New Agents: (2nd = Secondary membership)

New Agents: Tara Sisk Haws – Realty One Group Ovation Jana Yust – Show Me Real Estate Allen Schmidt – Charles Burt Joplin Antwan Dyer – Charles Burt Joplin Jayce Kaughman – Keller Williams William “Randy” Harbin – Keller Williams Elevate Austin Macias – Charles Burt Joplin Mark Barrett – Movoto, Inc. (Secondary)

New Appraisers: Joseph Rosedale – Rosedale Appraisal Services (Secondary)

New Offices: Rosedale Appraisal Services – DA is Joseph Rosedale (Secondary) Movoto, Inc. – DR is Mark Barrett (Secondary)

New Affiliates: None

Committees that met with no Recommendations/Motions:

None

President’s Report – Jessica Hubbard

1. Thank you to BOD and committee members for a great year and a shout out to Chris Nickle for his 10+ years of service.

Association Executive Report – Kim Cox

1. Accounts past due presented; 9 suspended agents, 1 late agent, 1 company, 0 affiliates.

2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (3): 2 - No photo; 0 - Status Updates needed, 1 - Sentrilock serial numbers missing; 0 - No room dimensions.

3. RPAC goals were crushed, and we are getting another President’s Cup for this year. Also, a shout out to Forrest Stodghill for increasing his major investor RPAC contribution level to Crystal R.

4. This was a record year for OGAR: Largest increase in membership numbers in OGAR history.

New Business:

1. Motion made to move into Executive Session. Discussion held.

2. Motion made to exit Executive Session.

3. A Motion was made to approve the newly created “OGAR Sentrilock Authorization Form” with an amendment of adding to the form: “By signing a new agreement, please revoke any former agreements of this type.” The staff is to add the form to the MLS links on Flex.

4. A Motion was made to make a Christmas donation of \$250 to Watered Gardens and \$250 to ROI S. Wood school.

The above motions passed with majority vote.

Meeting adjourned.

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



MLS Statistics

November 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
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
NOV. 2022	241	58	127	56	92	41	9	64	0	18	10	7
NOV. 2023	226	50	115	61	83	35	17	71	0	5	10	5

Total Number of Active & Pending Listings: 1009

1-30 Days: 35 31-60 Days: 101 61-90 Days: 35 91-120 Days: 24 120+ days: 31

Total Units Sold: 226 Avg. DOM: 74

Avg. Sold Price: \$204,118 Median Sold Price: \$175,000

Absorption Rate: 2.89 months

Summary Statistics	NOV.-23	NOV.-22	% Chg	2023 YTD	2022 YTD	% Chg
Absorption Rate	2.89	2.34	23.50	2.31	1.71	35.09
Average List Price	\$337,206	\$259,249	30.07	\$244,872	\$218,430	12.11
Median List Price	\$249,000	\$199,900	24.56	\$199,624	\$180,000	10.90
Average Sale Price	\$204,118	\$197,606	3.30	\$201,061	\$196,586	2.28
Median Sale Price	\$175,000	\$158,200	10.62	\$179,000	\$170,748	4.83
Average DOM	74	69	7.25	73	69	5.80
Median DOM	55	55	0.00	54	52	3.85



MARKET STATISTICS November 2023

Prepared December 18, 2023

Number of Listings	July-23	August-23	September-23	October-23	November-23	November 23 Pending
Number of Listings from Reporting MLS's	9,168	9,902	10,509	11,012	10,401	23.3% of Listings

Year-to-date Figures	November-20	November-21	November-22	November-23	2023 YTD vs 2022 YTD	2023 YTD vs 2021 YTD	2023 YTD vs 2020 YTD
Number of Residential Properties Sold - YTD	79,933	88,602	77,285	65,636	-15.1%	-25.9%	-17.9%
Median Residential Property Selling Price-YTD	188,500	217,000	240,000	249,800	4.1%	15.2%	32.6%

Monthly Detail Comparison	November-21	November-22	October-23	November-23	Nov. vs Oct.	Nov. '23 vs Nov. '22	Nov. '23 vs Nov. '21
Number of Homes Sold	7,985	5,689	5,957	5,488	-7.9%	-3.5%	-31.3%
Number of Days on Market	29	35	34	36	5.9%	2.9%	24.1%
Average Selling Price	\$264,410	\$276,121	\$295,885	\$284,477	-0.5%	6.6%	11.4%
Median Selling Price	\$221,185	\$232,000	\$247,500	\$242,250	-2.1%	4.4%	9.5%
Monthly Dollar Volume	\$2,111,314,278	\$1,570,851,660	\$1,763,179,976	\$1,616,089,468	-8.3%	2.9%	-23.5%

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	November-21	November-22	October-23	November-23	Nov. vs. Oct.	Nov. '23 vs Nov. '22	Nov. '23 vs Nov. '21
Number of REALTORS®	25,693	26,172	26,355	28,379	0.1%	0.8%	2.7%



Ozark Gateway Association of REALTORS®

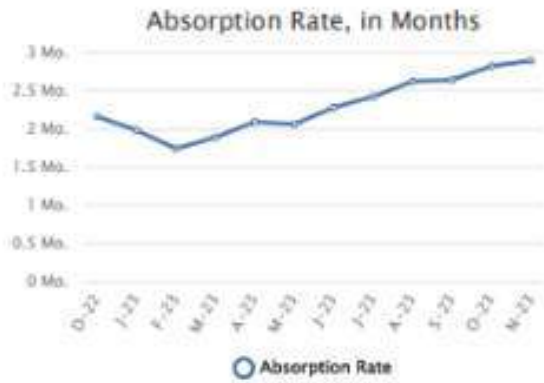
Designated REALTOR® 49
 Designated Secondary REALTOR® 48
 MLS Only Designated REALTOR® 18
 Primary REALTOR® 560
 Secondary REALTOR® 74
 MLS Only REALTOR® 55
 Salesperson 12
 Designated Appraiser 32

Total Board/MLS 888
Total Board with Affiliates 1005

Designated Secondary Appraiser 13
 Associate Appraiser 4
 Associate Secondary Appraiser 3
 MLS Only Designated Appraiser 19
 MLS Only Associate Appraiser 1
 Designated Affiliate 61
 Affiliate 56

Market Summary

Residential, November 2023



2023 Silver Level Affiliate
www.jomomoving.com

2023 Platinum Level Affiliate
www.wacotitle.com



He's real, he's real, he's **REALLY** real!!

OGAR staff had a very special visitor in December. Thank you, Santa (AKA Randy Harbin) for spreading Christmas cheer!!



Tour of Homes

2024 Schedule

January

2nd: NW
9th: S
16th: NE
23rd: NW
30th: S

February

6th: NE
13th: NW
20th: S
27th: NE

March

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

April

2nd: S
9th: NE
16th: NW
23rd: S
30th: NE

May

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



**Ozark Gateway
Association of
REALTORS®**

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