

# REALTORS TODAY

## NEWSLETTER



### OGAR OFFICE HOURS

MON-FRI

8:00-4:30

OPEN DURING LUNCH HOURS



JANUARY 2025

ISSUE 1 OF 12

## INSIDE THIS ISSUE

Page 2: Birthdays

Page 3: App of the Month  
OGAR Leadership 2025

Page 4: Newmie's Newbie Blog  
Board Store Special

Page 5: Agents on the Move

Pages 6-10: Board of Directors' Minutes

Pages 11-14: Sentrilock Tech Partners

Page 15: Local Leadership Academy 2025

Pages 16-19: MLS Statistics

Page 20: Tour of Homes Schedule

## CALENDAR OF EVENTS

January 1: OGAR Office CLOSED for New Year's Day

January 8: Tax Class at OGAR 10:00

January 9: Leadership Orientation 11:30  
OGAR Office Closed 11:30-1:00

January 10: Local Leadership Academy 8:30-12:30

January 14: Pre-Conference State Director Mtg 12:00

January 15: Membership & Public Engagement  
Committee Mtg 10:00

January 16: Finance Committee Mtg 10:00  
MLS Committee Mtg 11:00  
Program Committee Mtg 1:30

January 20: OGAR Office CLOSED for MLK Day

January 21-22: MR Winter Business Conference

January 22: Basic Flex Class #1 10:00

January 28: Post-Conference State Director Mtg 12:00

January 29: Nerd Herd Task Force 10:00-12:00

January 30: Board of Directors Mtg 9:00



**712 S Florida**  
**Joplin, MO 64801**  
**417-782-6161 ph**  
**417-782-5212 fx**  
**[www.theogar.com](http://www.theogar.com)**



# BIRTHDAYS

## JANUARY

1  
Jacob Andrews  
Zach Millard  
Josh Fiscus  
Shay Frazier  
Floyd Reed

2  
Terron Roland  
Meagan Harmon

3  
Kristi Benefiel  
Gene Hendrickson

5  
Ron Franklin  
Dave Layman

7  
Timothy Hopper  
Michelle Ferguson  
James Edwards

8  
Larry Allgood  
Tiffany Benton

9  
Bob Garvin  
Cindy Moore  
Brian Mueller  
Kyra Thompson  
Jessica Black  
Sam Craft  
Wade Nading

10  
Kent Neil  
Pamela Chyba  
Kim Mootrey

11  
Misty DeCocq

12  
Brenda Phipps

14  
J.R. Collins  
Katie Anthony  
Emily Flynn

15  
Keith Landrum  
Danna Harris  
Christina Moss

16  
Trinity Morris

17  
Betty Hunt

18  
Randy Beaver  
Nathan Wagner  
Derrick Scott  
Erin Madden  
Taylor Sigala

19  
Janelle Choens  
Gary Mishler  
Tamara Jarrett

20  
Matthew Robertson  
Devon Paxtor  
Dawn Sharp  
Benton Kelso

21  
Alicia Blagg  
Mia Davis

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  
Heather Jennings  
Denise Carrigan

27  
Jessica Hubbard

28  
Phil Erwin  
Amy Greer

29  
Justin Faucett  
Megan Stirewalt

31  
Whittney Armstrong  
Marge 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  
Nichole West  
Kristen Sweet

4  
Gavin Edwards  
Cassia Ferrell  
Gabriela Sandoval  
Macy Fletcher

5  
Laura Wang

6  
Haven House

7  
Dave Baldwin

8  
Jackie Mock  
Darin Morehead  
Sharon Gonzalez  
Linda Harbaugh  
Emily Pink

9  
Alicia Mason  
Ryan Carr  
Stacey Musche  
Michael Woodrum

10  
Tony Grantham  
Mackenzie Kemmsies

11  
Becky Cobb

12  
Lyn Whyte

14  
Dale Janssen  
Kevin VanStory  
Alex Kendall

16  
Carlo Forni

18  
Julie Howerton

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  
Larani Thexton  
Shane Merrill  
Amy Gannaway  
Dallas LaCaze

25  
JoAnn Walker

26  
Kenny Carlin  
Valerie Spruce  
Patrick Buttram

27  
Brian Pink

28  
Gary Nelson  
Steve Kluthe

# APP OF THE MONTH

## Google Voice



GOOGLE VOICE GIVES YOU A PHONE NUMBER FOR CALLING, TEXT MESSAGING, AND VOICEMAIL ON MULTIPLE DEVICES, EVEN WITHOUT CELL SERVICE. YOU CAN FILTER SPAM, BLOCK NUMBERS, TRANSCRIBE VOICEMAIL, AND MANAGE MESSAGES ACROSS DEVICES.



# OGAR 2025 LEADERSHIP

## 2025 OGAR LEADERSHIP

Kandace DeShields, President  
Jeremy Ritchie, President-Elect  
Amy Hunt, Vice President  
Hunter Perry, Treasurer  
Courtney Denney, Past President  
Lori Salchow, 1 Year Director  
Forrest Stodghill, 3 Year Director  
Steve Johnson, 2 Year Director  
Heather Owens, 2 Year Director  
Tim Hopper, 1 Year Director  
Kyle Lewis, 3 Year Director  
Sheri Sztamenits, 1 Year  
Laura Webb, 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

## 2025 MR STATE DIRECTORS/REPS

Kandace DeShields  
Courtney Denney  
Kalan Hubbard  
Forrest Stodghill  
Melissa Annis  
Debbie Barlos  
Brandi Haddock  
Jennifer Reaves  
Crystal Pierson  
Jessica Hubbard  
Donny Allen  
Kim Cox  
Andy Beasley  
Dena Loder-Hurley



# NEWMIE'S NEWBIE BLOG

## LOOK BACK ON YOUR YEAR TO SET MEANINGFUL GOALS FOR 2025



(Tanankorn Pilong/Getty Images)

AS THE YEAR COMES TO A CLOSE, IT'S A PERFECT TIME TO REFLECT ON YOUR ACHIEVEMENTS AND CHALLENGES, WRITES EXECUTIVE COACH JOEL GARFINKLE, WHO SUGGESTS CELEBRATING YOUR ACCOMPLISHMENTS BY DOCUMENTING KEY WINS AND THEIR IMPACTS, WHICH CAN BE HELPFUL FOR FUTURE PERFORMANCE REVIEWS. REFLECTING ON YOUR GROWTH HELPS SET MEANINGFUL GOALS FOR THE UPCOMING YEAR, ENSURING YOU START WITH A CLEAR VISION AND RENEWED MOTIVATION, GARFINKLE WRITES.

FULL ARTICLE: [HTTPS://SHORTURL.AT/X68BC](https://shorturl.at/X68BC)

## BOARD STORE SPECIAL



BUY 2 SIGNS  
AND GET ONE  
RIDER FREE!



**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

©2024 First American Financial Corporation and/or its affiliates. All rights reserved. 180100. FAX 1-800-802-1400

# AGENTS ON THE MOVE

## Drops

Kyler Baker  
RealPro Carthage

Amber Dietz  
Keller Williams Elevate

Lana Nelson  
Keller Williams Elevate

Ryan Litwin  
Midwest Land Group, LLC

Kristie Morrison  
RE/MAX Real Estate Results

Matthew Lewis  
Power Sync Solar, LLC

Jayden Arzet  
Power Sync Solar, LLC

Trentin Stump  
Power Sync Solar, LLC

## Transfers

Melissa Annis  
to Pro 100 Joplin

## New Agents

Dustin Johnson  
Keller Williams Elevate

Zach Collard  
Reece Nichols Sunflower Joplin

## New Affiliates

Vicki Chew  
Power Sync Solar, LLC

Sydney Crouse  
Power Sync Solar, LLC

Seth Thompson  
Power Sync Solar, LLC

THANK YOU TO ALL OF THE MEMBERS WHO VOLUNTEERED THEIR  
TIME TO SERVE ON AND/OR LEAD COMMITTEES FOR OGAR IN 2024!

THANK  
YOU!

WE APPRECIATE ALL YOU DO FOR THE BOARD.



# BOARD OF DIRECTORS' MINUTES

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

Thursday, December 19th, 2024, at 9:00 a.m.

Present: Courtney Denney, Kandace Yapple, Jeremy Ritchie, Amy Hunt, Jessica Hubbard, Steve Johnson, Linda Richmond, Jeremy Beres, Forrest Stodghill, Heather Owens, Kyle Lewis, Brandi Haddock, and Hunter Perry.

Staff Present: Kim Cox and Diane Newman

Roll call was taken from attendance in the room by AE assistant.  
President called meeting to order.

Motion made to approve the December meeting agenda as emailed.

Motion made to approve minutes from the November BOD meeting as emailed.

Motions/recommendations brought forward by committees/AE/BOD members:  
Motion made/approved to approve financials for November and Year-to-Date for 2024.

Motion made/amended/approved to donate a total of \$4,000 to the following charities:

- a. Newton County wards of the state - \$500
- b. Jasper County wards of the state - \$500
- c. Community Foundation of the Ozarks - \$250
- d. Children's Haven - \$250



**Gateway**  
MORTGAGE

2024 Bronze Level Affiliate



2024 Silver Level Affiliate  
<https://gatozarks.com/>



# BOARD OF DIRECTORS' MINUTES

- e. Lafayette House - \$250
- f. Loving Grace (Home for Women) - \$250
- g. The Solace House - \$250
- h. First Responders Initiative (100 Club) - \$250 Amended: In case we can't get the information on this charity before the end of the year, change the donation to the United Way in Carthage.
- i. Carthage Humane Society - \$250
- j. Area Agency on Aging - \$250
- k. Restoration Life of Neosho - \$250
- l. Joplin Crosslines - \$250
- m. Joplin Humane Society - \$250
- n. Children's Center of SW MO - \$250

Motion made/approved to pull out \$7,000 from Board Checking (Net Income) and earmark it for 2025 education classes. As a member benefit, we want to offer education during the non-licensure year as well.

Motion made/approved to pull out \$4,000 from Board Checking (Net Income) and earmark it for an evening "member mixer". The members could attend at no charge, and it will be set up by the Membership and Public Engagement committee. We would have "key" invitees, which could include local officials, state reps, city leaders, etc. There will be a \$25 "no-show" fee charged for sign-ups that don't attend.

Motion made/approved to pull out \$3,000 from Board Checking (Net Income) and earmark it to pay for ALL three All Member Luncheons in 2025, allowing members to attend these at no charge.

Motion made/amended/approved to earmark \$20,000 total from Board Checking (Net Income) - \$10,000 for new flooring for the conference center and \$10,000 for purchasing Sentrilock lockboxes.

Motion made/amended/approved to create an Auction Task Force with the following members: Laura Webb (2025 MLS Chair), Walter Hayes, Robert Dodson, Dan Forbes, Ginger Kitchen, Dara Steffen, Shauna Norris and Chrisanna Jaynes. Courtney Denney, BOD representative, will chair the task force and report to the BOD.

- a. Their first meeting is to be held before the last day of January 2025.
- b. They are to create a framework that includes rules and penalties for auctions on the MLS.
- c. They are to complete their proposed framework and have it reviewed by MR (Legal Line) and MREC by June 30th, 2025



**2024 Gold Level Affiliate**

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



# BOARD OF DIRECTORS' MINUTES

- d. They are to send it to the BOD for final review during July and/or August.  
e. After the BOD reviews and approves the proposed framework, it will go to the membership to be voted upon at the election in September 2025.

Motion made/approved to revise MLS Rule "6.4 – Dual or Variable Rate Commission Arrangements" as requested by the Nerd Herd (Gov Docs Task Force). The rule would be worded as follows:

**6.4– DUAL OR VARIABLE RATE COMMISSION ARRANGEMENTS AGREEMENT (VRA):**

The existence of a dual or variable rate commission arrangement agreement (i.e., one in which the seller/landlord agrees to pay a specified commission if the property is sold/leased by the listing broker without assistance and a different commission if the sale/lease results through the efforts of a cooperating broker; or one in which the seller/landlord agrees to pay a specified commission if the property is sold/leased by the listing broker either with or without the assistance of a cooperating broker and a different commission if the sale/lease results through efforts of a seller/landlord Refer to Standards of Practice 3-4 for definition) shall be disclosed by the listing broker as required by the MLS. The listing broker shall, in response to inquiries from potential cooperating brokers, disclose the any differential that would result in either a cooperative transaction or, alternately, in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before

**2024 Platinum Level Affiliate**



**2024 Platinum Level Affiliate**



***Meridian Title Company***

2902 Arizona  
Joplin, MO 64804  
417-623-1910  
[www.mtc.llc](http://www.mtc.llc)

**2024 Platinum Level Affiliate**

# BOARD OF DIRECTORS' MINUTES

the client makes an offer to purchase or lease.

AND to change the acronym from "VRC" to "VRA" in MLS Rule 2.10 to align with the change above. This would fix an NAR compliance issue since VRC represents Variable Rate Commission which should be removed from the MLS.

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

New Agents/Offices:

Elizabeth Hurn – Fathom Realty (Secondary) Jennifer Siebert – National Realty (Secondary) (DR)

Cody Stanley – Keller Williams Elevate Brandyn Lane – Keller Williams Elevate

Brian Hilsabeck – Keller Williams Elevate Jeremy Robinson – Keller Williams Elevate

Randa Jeffries – Keller Williams Elevate Rio Parker – REAL Broker, LLC

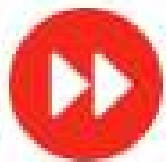
New Appraisers: None

New Affiliates:

Michaela Peterson – Charles Burt Title Shatara Stone – US Bank

Committees that met with no Motions/Recommendations:

None



**The CE Shop**™



**OGAR**

Ozark Gateway  
Association of REALTORS®



**First American Title**™



**First American Title**™

2820 Arizona Ave | Joplin, MO 64804

2024 Platinum Level Affiliate

©2024 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 24010221440



**Tami Marlay**

**Business Development Specialist**

PHONE 417-726-4467

OFFICE 417-623-1553

tmarlay@firstam.com



# BOARD OF DIRECTORS' MINUTES

## President's Report – Courtney Denney

Local Leadership had their first session, and it went very well. Session 2 is in January with the local elected officials and state reps. Kim is sending thank you notes to the affiliate sponsors who attended and helped fund the academy's platform.

Thank you to Jessica Hubbard, Linda Richmond, Jeremy Beres and Brandi Haddock for their years of service on the BOD and everyone else for a tough but great 2025. Thank you to the staff for an awesome year.

## Association Executive's Report – Kim Cox

1. Accounts past due update presented. 21 – Agents/ 1 – Company (shut off)
2. Violations update. Clear Co-op: 0; Other violations: 8. Violation breakdown; 2 – No Photo; 2 – Status updates:  
2 – Sentrilock # Missing; 2 – No room dimensions.
3. OGAR Travel Scholarship applications will be held and 1-2 will be selected for the April Business Conference.
4. Asked Hunter Perry and Kandace Yapple to stay after and sign bank authorizations for SMB and Edward Jones and a copy of their driver's license. Courtney Denney and Amy Hunt will be removed as signors 12/31/24.
5. OGAR received their 3rd President's Cup and had 12 Major Investors this year. OGAR also received recognition for writing the most grants in the state this year.
6. Read "thank you" letters/cards from some of our recipients for Christmas donations.

## New Business:

Motion to move into executive session. Minutes kept on file.

Motion made to exit executive session.

Motion made/approved to add to policy that Staff can make NAR mandated changes to our working docs as needed and then notify the BOD of the changes.

The above motions passed with majority vote.

Meeting adjourned. Last meeting of the year!



**People's Bank**  
*of Seneca*

**2024 Bronze Level Affiliate**

# NEW TECH PARTNERS IN SENTRILOCK APP

As part of their continued effort to expand their service ecosystem and bring more value to their users and customers, SentiLock has announced new strategic partnerships with property tech companies like Local Logic, CubiCasa, and DirectOffer® -- These exclusive partner deals and services are unique to SentiLock's service and it's why they've added 40 new markets in the last two years while maintaining 99 percent existing customer renewals.

Offering these three powerful integrations will continue to help fulfill their company mission to help agents stand out in today's competitive real estate market and reinforce the value that REALTORS® bring to the transaction.

These NEW partner apps (detailed below) are live and available inside the SentiKey® Real Estate app today for agents to use! They will sign up for any third-party services directly with those partners, and any support needs will be handled by those third-party products. SentiLock's support team is not able to provide that support and will refer agents to those third party resources. Should you have any questions, feel free to reach out directly to your dedicated Customer Success Manager, who is always ready to assist you!





# SENTRILOCK TECH PARTNERS



## LOCAL LOGIC

- **More Data for Agents:** Agents now have access to more data than ever before, directly from the doorstep. Agents can highlight lifestyle factors, amenities, and growth potential for smarter decision-making.
- **Instant Reporting:** Agents can generate and email reports on neighborhoods, walkability, and other details via the SentiKey® mobile app.
- **Local Logic's Neighborhood Intel:** Provides in-depth location insights, including market trends, climate data, and community stats.
- **Seamless Integration:** Local Logic's insights are integrated directly into agents' existing workflow and tools.
- **Empowering Buyer's Agents:** Helps agents showcase their value by offering hyper-local insights that guide clients to the perfect neighborhood.
- **Sign-up Process:** Users can sign up for accounts inside the SentiKey® mobile app using a unique URL.

## Local Area Data




# SENTRILOCK TECH PARTNERS



- **Account Sign-Up:** Agents can sign up for an account within the SentiKey® app.
- **Virtual Floor Plan Scanning:** Agents can now start virtual floor plan scanning directly from the SentiLock app. Agents can scan properties for both buyers and sellers. Scanned floor plans can be easily exported for use.
- **Upgrade Options:** Different floor plan styles are available for agents to upgrade.
- **Enhanced Presentations:** Helps agents engage potential buyers more effectively by showcasing listings with high-quality floor plans and provides a way for agents to elevate their listings and stand out in a competitive market.

Home Report  
1234 Lake Street Minneapolis, MN 55407,  
United States



Room Dimensions

Floor 2 Total sqft: 1205 Living area: 987

#	Room name	Dimensions	Area (sqft)	Counted as Living Area
1	Living Room	12'3" x 12'0"	150 sq. ft.	Yes
2	Kitchen	10'0" x 10'0"	100 sq. ft.	Yes
3	Screened Porch	10'0" x 10'0"	100 sq. ft.	Yes
4	Storage	6'4" x 4'7"	27 sq. ft.	No
5	Office	10'0" x 10'0"	100 sq. ft.	Yes
6	Bedroom	10'0" x 10'0"	100 sq. ft.	Yes
7	Bath	5'0" x 5'0"	25 sq. ft.	No
8	Storage	6'4" x 4'7"	27 sq. ft.	No
9	Living Room	10'0" x 10'0"	100 sq. ft.	Yes
10	Bedroom	10'0" x 10'0"	100 sq. ft.	Yes
11	Bath	5'0" x 5'0"	25 sq. ft.	No
12	Storage	6'4" x 4'7"	27 sq. ft.	No
13	Living Room	10'0" x 10'0"	100 sq. ft.	Yes
14	Bedroom	10'0" x 10'0"	100 sq. ft.	Yes
15	Bath	5'0" x 5'0"	25 sq. ft.	No
16	Storage	6'4" x 4'7"	27 sq. ft.	No

Room captured on Nov 18 2023 10:00:00 AM  
Information is calculated by CubicCasa technology. deemed highly reliable but not guaranteed.

## 2D & 3D Floor Plans

### Room Dimensions

Floor 2 Total sqft: 1

#	Room name	Dimensions	Area (sqft)
1	Living Room	12'3" x 12'0"	150 sq. ft.
2	Kitchen	10'0" x 10'0"	100 sq. ft.
3	Screened Porch	10'0" x 10'0"	100 sq. ft.
4	Storage	6'4" x 4'7"	27 sq. ft.
5	Office	10'0" x 10'0"	100 sq. ft.
6	Bedroom	10'0" x 10'0"	100 sq. ft.
7	Bath	5'0" x 5'0"	25 sq. ft.
8	Storage	6'4" x 4'7"	27 sq. ft.

CUBICASA



# SENTRILOCK TECH PARTNERS

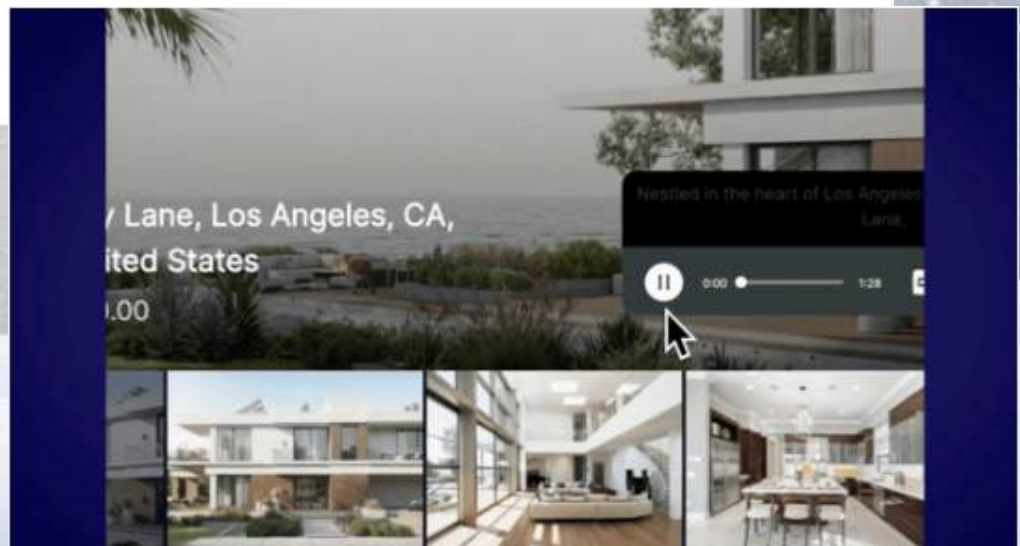


## DirectOffer<sup>®</sup>

**Note:** Your MLS will need to be signed up for this service for audio tours to show up in your data feed and be displayed in the SentiKey app.

[SIGN UP HERE](#)

- **DO AudioTours™ Overview:** A multi-language AI-powered audio description tool designed for real estate agents and their listings. Offers detailed, engaging information to consumers, helping agents stand out.
- Helps agents generate leads by providing detailed, engaging, and accessible property information.
- **Multi-Cultural Reach:** Supports multi-language capabilities, making it ideal for diverse audiences. Features include accessibility options to better serve clients with disabilities.
- **Key Features:**
  - **Audio Descriptions:** Provides detailed audio descriptions of listings in multiple languages.
  - **Closed Captioning:** Includes closed captioning for accessibility.
  - **Showcase Page:** A dedicated page to showcase listings with audio tours



# LOCAL LEADERSHIP ACADEMY 2025 CLASS



OGAR WAS EXCITED TO CELEBRATE THE 2025 LOCAL LEADERSHIP ACADEMY AND ITS KICKOFF TODAY. THE NEW CLASS JUMPED RIGHT IN WITH SOME SPEED "DATING" TO LEARN ABOUT SOME OF OGAR'S AFFILIATES. CONGRATULATIONS TO NEXT YEAR'S CLASS: GINGER KITCHEN, CLORISSA FAUVERGUE, BENJI FOX, SKY LOW, LYDIA MEADOWS, KARLA WILSON, AND TINA LOW.

Home Warranty Inc.

## Class Sponsors

- > Meridian Title
- > Flat Branch Home Loans
- > First American Title
- > Southwest Missouri Bank
- > Great American Title
- > Arvest Bank
- > Total Lending Concepts
- > Waco Title
- > Images of Home
- > Home Warranty Inc.



# 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
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
NOV 2023	238	52	123	63	86	37	17	77	0	5	11	5
NOV 2024	238	52	137	49	86	34	16	61	0	25	13	2

**Total Number of Active & Pending Listings: 1213**

**1-30 Days: 40   31-60 Days: 101   61-90 Days: 46   91-120 Days: 19   120+ days: 32**

**Total Units Sold: 238   Avg. DOM: 72**

**Avg. Sold Price: \$212,466   Median Sold Price: \$195,000**

**Absorption Rate: 3.68 months**

Summary Statistics	NOV-24	NOV-23	% Chg	2024 YTD	2023 YTD	% Chg
Absorption Rate	3.68	2.95	24.75	3.11	2.34	32.91
Average List Price	\$318,186	\$325,122	-2.13	\$262,676	\$244,164	7.58
Median List Price	\$239,900	\$243,857	-1.62	\$215,000	\$199,500	7.77
Average Sale Price	\$212,466	\$205,591	3.34	\$218,626	\$201,369	8.57
Median Sale Price	\$195,000	\$175,000	11.43	\$197,151	\$179,000	10.14
Average DOM	72	74	-2.70	79	73	8.22
Median DOM	52	54	-3.70	58	54	7.41

# MLS STATISTICS



## MARKET STATISTICS

November 2024

Prepared December 18, 2024

Number of Listings	July-24	August-24	September-24	October-24	November-24	November 24 Pending
Number of Listings from Reporting MLS's	12,354	13,110	13,453	13,735	12,533	21.1% of Listings

Year-to-date Figures	November-21	November-22	November-23	November-24	2024 YTD vs 2023 YTD	2024 YTD vs 2022 YTD	2024 YTD vs 2021 YTD
Number of Residential Properties Sold - YTD	88,602	77,285	65,636	67,232	2.4%	-13.0%	-24.1%
Median Residential Property Selling Price-YTD	217,000	240,000	249,900	260,000	4.0%	8.3%	19.8%

Monthly Detail Comparison	November-22	November-23	October-24	November-24	Nov. vs Oct.	Nov. '24 vs Nov. '23	Nov. '24 vs Nov. '22
Number of Homes Sold	5,689	5,488	6,413	5,760	-10.2%	5.0%	1.2%
Number of Days on Market	35	36	41	41	0.0%	13.9%	17.1%
Average Selling Price	\$276,121	\$294,477	\$318,582	\$319,644	0.3%	8.5%	15.8%
Median Selling Price	\$232,000	\$242,250	\$268,000	\$260,000	-3.0%	7.3%	12.1%
Monthly Dollar Volume	\$1,570,851,660	\$1,616,089,468	\$2,043,065,050	\$1,841,147,990	-9.9%	13.9%	17.2%

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-22	November-23	October-24	November-24	Nov. vs. Oct.	Nov. '24 vs Nov. '23	Nov. '24 vs Nov. '22
Number of REALTORS®	26,172	26,379	25,812	25,776	-0.1%	-2.3%	-1.5%



## MARKET STATISTICS

# NOVEMBER 2024

## 5,760

### RESIDENTIAL PROPERTIES SOLD

+5% vs. Nov. 2023



## 41

### AVERAGE DAYS ON MARKET

Nov. 2023: 36



## \$260,000

### MEDIAN SALE PRICE

+7% vs. Nov. 2023



## \$1.8 BILLION

### TOTAL DOLLAR VOLUME

+14% vs. Nov. 2023





# MLS STATISTICS

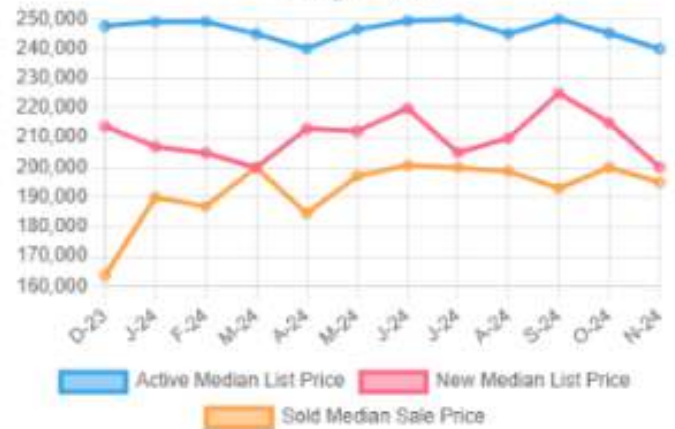
## Market Summary

Residential, November 2024

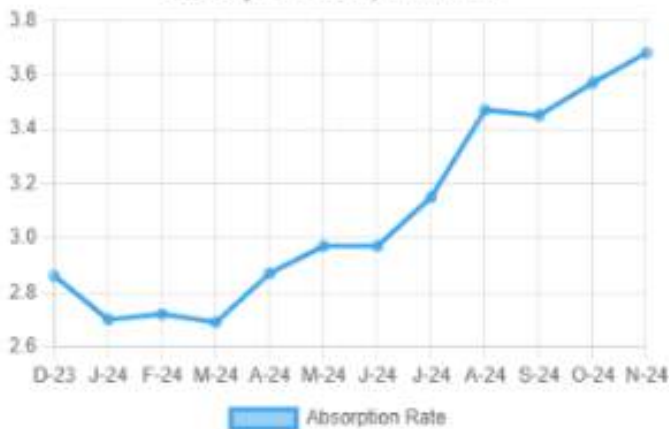
### Number of Listings



### Listing Prices



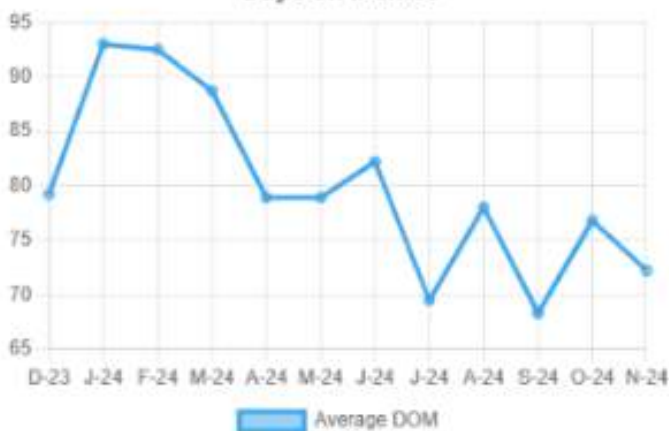
### Absorption Rate, in Months



### 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® 538  
Secondary REALTOR® 88  
MLS Only REALTOR® 48  
Salesperson 9  
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 866  
Total Board with Affiliates 982

2023 Silver Level Affiliate  
[www.cbtitleinc.com](http://www.cbtitleinc.com)



# CB TITLE

## 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!

2024 Gold Level Affiliate  
<https://www.arvest.com/>

[arvest.com/homeloan](https://arvest.com/homeloan)



**ARVEST**  
BANK

Member FDIC  Equal Housing Lender Loans subject to credit approval.

## SAFETY TIP:

**Lockbox Systems:** Use secure lockbox systems to access properties. Avoid sharing keys or access information with clients.



# *Tour of Homes*

## 2025 Schedule

*January*

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

*February*

4th: NW  
11th: S  
18th: NE  
25th: NW

*March*

4th: S  
11th: NE  
18th: NW  
25th: S

*April*

1st: NE  
8th: NW  
15th: S  
22nd: NE  
29th: NW

*May*

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



**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)**