

REALTORS TODAY

August



Official Publication of the Ozark Gateway Association of REALTORS®

**Ozark Gateway
Association of REALTORS®,
a Regional MLS**

OGAR



www.theogar.com

OGAR Office Hours: Mon –Fri 8-4:30
open during lunch hours

August 2022

Issue 8 of 12

Inside this Issue:

Important Dates	2
Birthdays	3
Board Store Special App of the Month	4
Newmie's Newbie Blog MR State Positions MREC Commissioner Leadership Staff Directory	5
Agents on the Move	6
BOD Minutes	7-9
OGAR MLS Statistics	10
MR Market Statistics	11
Market Summary	12
Tour of Homes Schedule Jun—Dec 2022	13



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



August Calendar of Events:

- Aug 3rd: Governing Docs 10am
- Aug 4th: Party in the Park 530pm
Schifferdecker Park
- Aug 9th: MLS Training 10am
- Aug 10th: Membership Engagement Mtg 10am
Community Relations Mtg 11am
- Aug 11th: Finance Mtg 10am
MLS Mtg 11am
Program Mtg 130pm
- Aug 17th: CE Classes @ Joplin Museum Complex
- Aug 18th: CE Classes @ Joplin Museum Complex
- Aug 24th: Ready Realtor 10am
- Aug 25th: BOD 9am



(417) 623-2961 <https://www.wacotitle.com>
 2022 Platinum Affiliate Member

Abbey **TITLE COMPANY**
Land Title Services for Southwest Missouri

2022 Platinum Affiliate
 Member

August Birthdays

September Birthdays

**1 Gary Greene
Kim Minor
Breonna Heifner**

**2 Maria Sanchez
Dana Sisk
Richard Chambers**

**3 Jade Harris
Chris Churchwell**

4 Ashleigh Despos

**5 Eric Hill
Nick Williams**

**6 Gil Stevens
Ron Dunaway
Heather Poage**

**7 Connie Bell
Gary McVay
Melynn Rhea**

**8 Bonnie Wright
Dave Bird**

**9 Heather Davis
Janelle Dunaway**

**10 Melissa Annis
Mary Beth Williams
Kalan Hubbard**

**11 Don Goetz
Brad Totman**

**12 Rob Ellerman
Richard Webb
Anthony Miller**

13 Dusty Bell

**14 Yvonne Raczkowski
Steve Kelly
Ashley Pryer**

15 Danny Ross

**16 Janice Dunn
Jennifer Pace**

**17 Michelle Clemons
Mechelle Lawson**

18 Terry Osborne

19 Jack Walling

**20 Luke Gibson
Melody Lowery
Tiffany DeBusk
Carrie Martin
Julie Martinez
Smith
Renee Guadalupe
Cristobal Villa-
Gaucin**

**21 Allyn Burt
Daryl Rhodes
Kylin Garvin
JaNell simpson**

**22 Karen Nagurne
Rita Glenn
Rachel Moffett**

23 Lori Layne

**24 Carol Ferguson
Stephanie Willis
Yeng Yang
Kasey Cowger**

25 Carol Meyer

**26 Mark Adams
Kim Turner
Keri Smith**

**27 Jordan Dhooghe
Boone Hardy
Stefan Bunch
Stephanie Colbert
Lance Packard**

28 Vanessa Rogers

**30 Judy Altman
Patty Kassab**

31 Jessica Dearnley

**1 Gay Lynne Dawson
Cathy Forson
Gail Bottom
Audra George
Jonathan Meador**

**2 Wayne Calvert
Jim Hunter
Todd Siegel**

3 Jo Kleinsorge

**4 Lori Salchow
Melody Morgan**

**5 Laura Webb
Jordyn Kirby**

**6 Bruce Anderson
Kyle Allen
Bethany Newsom**

**7 Nicholas Sanders
Brittanie Jordan
Connor McGehee**

**8 Nick Gratton
Robert Craft**

**9 Spencer Aggus
Jay Gibby**

**10 John Hyman
Charles Kitchen
L Dee Murdock**

**11 James Carlile
Kirk Friesen
Jill Childs
Brooke Hefley
Krista Porter
Ryan Litwin
Shawna Coberley
John Martino
Elizabeth Riggins
Bob Markovics
Gracie Heckart
Trish Ledford**

**13 Christopher
Coberley**

**14 Julie Wendt
Kelsey Warren
Shannon Frieling
Cynthia Mallinak
Ronda Hickey**

**15 DJ Driskill
Taylah Cope
Sydni Cornman**

**16 Bryan Smith
Elizabeth Johanson
Brandi Hall**

**17 Eden Teer
Mark Lee
Matthew Neel
Dakota Maxson**

**18 Deborah French
Ryan Thompson
Richard Jones
Blake Fisher**

**19 Kenny Rowe
Angela Vogel**

20 Taylor Means

**21 Fred Landreth
Jennifer Hocker
Jonathan Lundy
Jeremy Mohney
Lex Cook**

**22 Mark Wolfe
Ramona Lannon
Jon Stephens
Randi Offutt**

23 Rose Taylor

24 Greg West

25 Mindy Adamson

26 Jeremy Ritchie

**27 Melanie Epperson
Audrey McAuliff**

**28 Karen Wright
Beth Wright
Jessica Roth
Teresa Vigueras
Arlene Richardson**

**29 Bobby Severn
Melissa Elliot**

**30 Diana Smith
Linda Richmond
Lisa Fletcher
Jennifer Jason
Jeff Sterling**

For Great Online CE and Monthly
Promotions Visit:

<http://theogar.theceshop.com>



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!

arvest.com/homeloan



Member FDIC Equal Housing Lender. Loans subject to credit approval.

2022 Gold Affiliate Member




AMERICAN HOME INSPECTORS, INC.

2022 Silver Affiliate Member

<https://www.markinspex.com/>

App of the Month:
Compliments of OGAR Technology Committee



RPR Mobile™ is a property research app exclusively for REALTORS®. Easily search properties, create and send branded reports, and view local market statistics, any-time, anyplace.

Use your location to view nearby listing and sales activity, or take a deeper dive into any property and view tax, mortgage, historical and distressed data, flood zones, school info, dynamic mapping and more.

GET IT ON  **Google Play** |  **Download on the App Store**



FIND YOUR NEXT NEIGHBORHOOD
FIND A REALTOR®
FIND YOUR HOME
START YOUR LIFE

24/7 HOMESERCH.COM
WWW.247HOMESERCH.COM

www.joplinglobe.com

2022 Platinum Affiliate Member

AUGUST

Board Store Special:

“Make a Board Store purchase, get a “Honey Stop the Car” rider for FREE”



SMB Southwest Missouri Bank

2022 Platinum Affiliate Member

www.smbonline.com

NEWMIE'S NEWBIE BLOG

Hello Newbies! Welcome to OGAR.
Be sure to follow my blog in our monthly OGAR Newsletter for tips to help you as you *GROW* your business.

Free and Friendly Tech Support for YOU!
866-610-8911

Friendly, US-based tech support is already yours as a member of Missouri REALTORS

<https://ww2.realestateis.com/lp/techhelpline/mor>

2022 Gold Affiliate Member

<https://www.pinnbank.com>



2022 Silver Affiliate Member

jomomoving.com

2022 MR State Directors

- Donny Allen**
- Debbie Barlos**
- Kim Cox**
- Jessica Hubbard**
- Kalan Hubbard**
- Forrest Stodghill**
- Michael Wicklund**
- Chris Nickle**
- Jennifer Reaves**

MREC Commissioner

Steve Kenny

2022 OGAR Leadership

- Chris Nickle, President**
- Jessica Hubbard, President Elect**
- Courtney Denney, Vice President**
- Kandice Yapple, Treasurer**
- Allen Hall, Past President**
- Michael Wicklund-3 Year Director**
- Amy Hunt-2 Year Director**
- Jeremy Ritchie-1 Year Director**
- Heather Owens-1 Year Director**
- Steve Johnson-1 Year Director**
- Kalan Hubbard-MLS Chair/1 Year**

OGAR Staff

- Kim Cox, Association Executive/CEO**
- Jennifer Pace, Director of Operations & Education**
- Diane Newman, Director of Membership**
- Angela Caster, Membership Services Coordinator**
- Leia Anderson, MLS Director**

Agents on the *MOVE*

New Members:

Aaron Wilken
Marcus Clark
Jon Carmean
Marlon Eddie
Gene Hendrickson
Arlene Richardson
Katie Anthony
Alison Sawyer
Tiffany Rea
Richard Kiley Cobb
Nathanial Wagner
Bobbi Hylton
Diane Phipps

Reece Nichols Springfield
Keller Williams
Keller Williams
Smith Midwest
Keller Williams
TEN-X RE, Inc
Team Ozarks Realty
EXP Realty, LLC
Charles Burt Joplin
Reece Nichols Joplin
Keller Williams
Charles Burt Joplin
Keller Williams

New Appraisers:

None

New Affiliates:

Joseph Fiscus
Shellie Houck
Cody Haner
Kevin Meadowcroft

Millennium Family Fitness
Arvest Bank-Arkansas
Genuine Home Inspections
Kevin's Pressure Washing, LLC

Drops:

Suzett Sparks
Rick Witeka
Jennifer Siebert

Bill Edwards

Lindsey & Associates, Inc.
Reece Nichols Springfield
Keller Williams Market Pro Realty
Williams M. Edwards, Broker

New Offices:

TEN-X RE, Inc
Team Ozarks Realty

DR is Arlene Richardson
DR is Katie Anthony

Transfers:

Kasey Cowger
Kim Higdon
Dan Higdon
Dan Plotner
Jon Page
Robert Dodson
Andy Beasley
Matthew McClintick
Natasha Higdon
Jordan Dhooghe
Jill Childs
Marlon Eddie

First Community Bank
Reece Nichols Joplin
Reece Nichols Joplin
Reece Nichols Joplin
Reece Nichols Joplin
Charles Burt Joplin
Hubbard Realty Group
Andrew Bright & Associates
Pro 100 Joplin
Fathom Realty
Pro 100 Joplin
Keller Williams

New MLS Only Offices:

None

New MLS Only Members:

None



First American Title™
2022 Platinum Affiliate Member
www.firstam.com



Platinum Affiliate Member
Saving the Real Estate

COMMERCIAL PHOTO & VIDEO
Real Estate
Virtual Tours
Drone
Floor Plans
Virtual Staging - Virtual Twilight
Property Websites - Social Media Tools

Matterport
Virtual Tours

tailup media
Check out our \$99 packages
tallupmedia.com 866.995.5575
1801 W 33rd Street C-215, Joplin, MO 64804

2022 Platinum Affiliate Member



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

Thursday, July 21st, 2022, at 9:00 am

Present: Chris Nickle, Courtney Denney, Kandice Yaple, Allen Hall (zoom), Michael Wicklund, Amy Hunt, Steve Johnson, Jeremy Ritchie(zoom), Heather Owens, and Kalan Hubbard

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.

Motion was made to approve the July meeting agenda as emailed.

Motion made to approve the June minutes as emailed.

Committee Reports:

Motion made to enter into Executive Session for discussion. **Motion** made to exit Executive Session.

Treasurer/Officer's Report – Kandice Yaple

1. Reviewed minutes. Received financials as emailed. **Motion** made and approved to accept financials for June 2022.
2. **Recommendation** approved that we let our CPA know that any future estimated payments that need to be set up need to be approved first by our Finance Committee and BOD. The staff to send a letter to the CPA.
3. **Motion** approved to have Governing Docs committee add two new items to policy:
 - a. If/when we want to look for a new financial advisor that we interview at least 2 or more.
 - b. The Finance Committee do a performance review of our financial advisor every 3 years.
4. Discussed the handicap ramp further and Kim Cox is meeting with the contractor next Wednesday to get a total quote for the project. It was confirmed that the ramp was rightfully owned by the seller, and it can be sold to OGAR.

MLS Chair/1 Year Director's Report – Kalan Hubbard

1. Reviewed minutes; recommendations and motions.
2. **Motion** approved to remove Seller's Closing Costs as a "required" field.
3. **Recommendation** approved for Tech & Ed to send educational piece to membership on the difference between REO & RELO properties in the MLS and also on the etiquette of adding an exclusion to a listing in the MLS.
4. **Recommendation** approved to keep our "Coming Soon" rules the same.
5. **Motion** approved to add "Fibre Optic" to the options under "Utilities" (the same as Broadband is set up).
6. **Motion** made to NOT allow auction listings in our MLS as of 1/1/2023.
7. **Motion** made and amended to send to Governing Docs committee, the charge of redacting present requirements and rules regarding auctions, with the exception of REO auctions. *Gov Docs committee is encouraged to allow current rules and requirements to be in place for a period of time that allows agents to continue to work with clients that are currently under a listing agreement or expected to be signing listing agreements. (Ex: Removing auction listings from the MLS and not allowing them to be entered into the MLS after chosen effective date.)*





President's Report – Chris Nickle

1. No report.

Association Executive Report – Kim Cox

1. Discussed meeting with Zack Brown regarding the gazebo RPAC item on Monday.

President-Elect's Report – Jessica Hubbard

1. Strategic Planning – Reviewed minutes. Motions are stated as follows:
 - a. **Motion** was approved to add to the "Finance" section of the Strat Plan that we do a performance review of our current financial advisor every 3 years, and that if we are not satisfied and when/if we vote to change to a different advisor, we interview at least 2 or more before a selection is made. (For 2025 Plan)
 - b. **Motion** approved to host a 10-year celebration in 2026 for the OGAR Local Leadership Academy graduates (alumni). The BOD **recommended** that the graduates(alumni) make a nice "Thank You" for the sponsors through the years at the event. A small task force may be needed to help with this event.
 - c. **Motion** was approved for Membership Engagement Committee to add as a charge, DEI/Fair housing classes or events (annually) to meet core standards.
 - d. Diane to ask Millennium about getting our members a discounted rate.
2. Program & Events – Reviewed minutes. Diane Newman gave an update on the scheduled taste testing for the Installation Banquet and meal/decorations for the September All Member meeting.
3. Community Relations – Reviewed minutes. Heather Owens gave an overview of the minutes and highlighted that the committee is working on updates to our new website possibly with an FAQ section and more to discuss. The committee would like to see more public updates on REALTORS volunteering in the community and would like us to be more active with public relation posts and press releases.
4. Governing Docs – Next meeting is scheduled for August 3rd at 10:00 am.
5. Membership Engagement – Reviewed minutes.

- a. A motion was made to approve the conditional memberships for the agents listed below:

New Agents:

Janell Simpson – ListWithFreedom.com(Secondary)

Mary Hunt – Cantrell Real Estate (Secondary)

Tyler Richards – C21 Properties Unlimited (Secondary)

Kristi Richards – C21 Properties Unlimited (Secondary)

Alison Sawyer – EXP Realty (Secondary)

Aaron Wilken – Reece Nichols Springfield (Secondary)

Breonna Heifner – Next Home SOMO Life Anthony Miller – Keller Williams

Miles Shelfer – C21 Properties Unlimited Tiffany Rea – Charles Burt Joplin

Richard Kiley Cobb – Reece Nichols Joplin Nathaniel Wagner – Keller Williams

Bobbi Hylton – Charles Burt Joplin

New Appraisers:

Jason Rawlings – Green Creek Appraisal, Inc. (Secondary)

New Offices:

ListWithFreedom.com – DR is Janell Simpson (Secondary)

Green Creek Appraisal, Inc. – DA is Jason Rawlings (Secondary)

Affiliates:

Sherrie Houck – Arvest Bank – Arkansas

Cody Haner – Genuine Home Inspections





Vice President's Report – Courtney Denney

1. Awards – No meeting this month. Next meeting is Sept. 13th at 10:00 am.
2. RPAC – No meeting this month.
3. Technology/Education – Reviewed minutes. Courtney Denney gave an overview of the minutes. No motions or recommendations made.
4. Leadership Development – Next meeting is July 28th at 10:30 am.
5. Local Leadership Academy – No meeting this month. Class selection is in October.
6. Commercial Task Force – Meets only when needed. Nothing this month.

Recurring business – Reported by Association Executive (Kim Cox):

1. Accounts past due presented; 13 agent/agents, 1 company/companies.
2. Full listing audit for every 100th listing is continuing, as well as daily policing.
3. Violations and Tribunal update; 1- CCP violations. Violation breakdown (6): 1 - No photo; 2 Status Updates needed, 1- Sentrilock serial numbers missing, 1 – No Room Dimensions.

New Business:

1. Member brought forward concern regarding a Facebook post that is derogatory in nature. **Motion** to send a letter to member regarding Code of Ethics 15.2 compliance.
2. Kalan Hubbard will be doing a Facebook Live video after each of the BOD meetings in order to give any necessary changes or updates to the membership.

All of the above motions passed with majority vote.

Meeting adjourned.



MLS STATISTICS

JUNE 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
June 2021	385	64	213	108	175	54	20	109	1	5	20	1
June 2022	378	62	219	97	167	67	20	99	3	14	11	3

Total Number of Active & Pending Listings: 728

1-30 Days: 54 31-60 Days: 190 61-90 Days: 87 91-120 Days: 25 120+ days: 25

Total Units Sold: 381 Avg. DOM: 61

Avg. Sold Price: \$213,429 Median Sold Price: \$189,308

Absorption Rate: 1.74 months

Agent Type	Count	Summary Statistics	June-22	June-21	% Chg	2022 YTD	2021 YTD	% Chg
Designated REALTOR®	87	Absorption Rate	1.74	1.67	4.19	1.38	1.72	-19.7
Designated REALTOR® MLS only	11							
REALTOR®	559	Average List Price	\$268,621	\$225,936	25.81	\$224,309	\$191,165	17.34
REALTOR® MLS only	69							
Salesperson	24	Median List Price	\$195,000	\$155,000	25.81	\$185,000	\$155,000	19.39
Waiver	0							
Designated Appraiser	41	Average Sale Price	\$213,429	\$184,109	15.93	\$198,627	\$169,752	17
Associate Appraiser	7							
Designated Affiliate	64	Median Sale Price	\$189,308	\$165,000	14.73	\$175,000	\$150,500	16.2
Associate Affiliate	49							
Total Board/MLS	798	Average DOM	61	72	-15.28	71	82	-13.4
Total Board with Affiliates	911							
		Median DOM	50	54	-7.41	52	58	-10.3



MARKET STATISTICS

June 2022

Prepared July 18, 2022

Number of Listings	February-22	March-22	April-22	May-22	June-22	June-22 Pending
Number of Listings from Reporting MLS's	5,142	5,421	6,361	7,491	9,284	50%

Year-to-date Figures	June-19	June-20	June-21	June-22	2022 YTD vs 2021 TD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	37,920	36,723	43,789	41,608	-5.0%	13.3%	9.7%
Median Residential Property Selling Price-YTD	170,000	176,000	210,000	236,300	12.5%	34.3%	39.0%

Monthly Detail Comparison	June-20	June-21	May-22	June-22	June vs May	June '22 vs June '21	June '22 vs June '20
Number of Homes Sold	8,643	9,925	8,138	8,761	7.7%	-11.7%	1.4%
Number of Days on Market	50	23	24	22	-8.3%	-4.3%	-56.0%
Average Selling Price	\$223,887	\$273,837	\$289,511	\$306,973	6.0%	12.1%	37.1%
Median Selling Price	\$189,900	\$227,250	\$249,000	\$260,750	4.7%	14.7%	37.3%
Monthly Dollar Volume	\$1,935,055,945	\$2,717,830,339	\$2,356,044,052	\$2,689,392,620	14.1%	-1.0%	39.0%

Quarterly Comparison	2nd Qtr 2020	2nd Qtr 2021	1st Qtr 2022	2nd Qtr 2022	2nd Qtr '22 vs 1st Qtr '22	2nd Qtr '22 vs 2nd Qtr '21	2nd Qtr '22 vs 2nd Qtr '20
Number of Homes Sold	21,263	25,955	17,133	24,077	40.5%	-7.2%	13.2%
Number of Days on Market	51	28	36	25	-31.7%	-12.1%	-51.5%
Average Selling Price	\$205,290	\$263,270	\$261,306	\$294,083	12.5%	11.7%	43.3%
Median Selling Price	\$182,000	\$220,000	\$215,000	\$249,000	15.8%	13.2%	36.8%
Quarterly Dollar Volume	\$4,616,037,593	\$6,854,903,759	\$4,490,056,247	\$7,099,505,449	58.1%	3.6%	53.8%

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	June-20	June-21	May-22	June-22	June vs May	June '22 vs June '21	June '22 vs June '20
Number of REALTORS®	22,899	24,874	25,698	25,911	0.8%	4.2%	13.2%

JUNE 2022 STATISTICS



MARKET STATISTICS

8,761
RESIDENTIAL
PROPERTIES SOLD
-11.7% vs June 2021



\$306,973
RESIDENTIAL
AVERAGE SALE PRICE
+12.1% vs June 2021



\$260,750
RESIDENTIAL
MEDIAN SALE PRICE
+14.7% vs June 2021



**OVER \$2.6
BILLION**
IN DOLLAR VOLUME
-1% vs June 2021



SMB

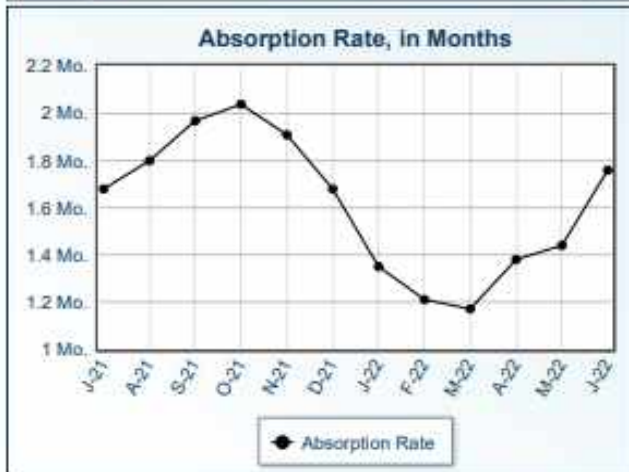
Southwest Missouri Bank

2022 Platinum
Affiliate Member

www.smbonline.com

Market Summary

Residential, June 2022



GREAT AMERICAN
TITLE INSURANCE AGENCY

"Your trusted partner for success."

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

2022 Silver Affiliate member

millennium familyfitness

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



**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)

Tour of Homes 2022 Schedule

June

7 NE
14 NW
21 S
28 NE

July

5 NW
12 S
19 NE
26 NW

August

2 S
9 NE
16 NW
23 S
30 NE

September

6 NW
13 S
20 NE
27 NW

October

4 S
11 NE
18 NW
25 S

November

1 NE
8 NW
15 S
22 NE
29 NW

December

6 S
13 NE
20 NW
27 S