

REALTORS TODAY

-NEWSLETTER-



OFFICIAL PUBLICATION OF THE OZARK GATEWAY ASSOCIATION OF REALTORS®



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

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Calendar of Events

<u>February 8:</u> Membership Engagement Meeting 10:00 Community Relations Meeting 11:00 Local Leadership Academy Class 8:30-12:30 RPAC Meeting 1:30 Governing Docs Meeting 2:30
<u>February 9:</u> Finance Meeting 10:00 MLS Meeting 11:00 Program Meeting 1:30
<u>February 16:</u> Ready Realtor Class 10:00--11:00
<u>February 21-22:</u> Realtor Days (Jefferson City)
<u>February 23:</u> BOD Meeting 9:00
<u>February 25-27:</u> Region 9 Meetings



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Pinnacle Bank



MEMBER FDIC

BIRTHDAYS

February

1
Pam Millard
Liz Scheurich
Jeanie Slates
Karrington Garvin
Ashley Wakefield

2
Donna Conduff
Michael Williams

3
Nicole Hopper
Kamber Smith
Drew Bridges
Kristen Sweet
Nichole West

4
Gavin Edwards

7
Dave Baldwin

8
Pennie Burt
Jackie Brummett
Brad Gillen
Sharon Harper
Linda Harbaugh

9
Alicia Mason
Ryan Carr

11
Tim Ferguson
Annette Goodall
Becky Cobb

12
Lyn Whyte

14
Dale Janssen
Kevin VanStory
Alex Kendall

15
Vicki Carlile

18
Brittney Stinnett
Matt Clemon
Daren Beeson

20
Joyce Liggett
Dan Plotner

21
Debbie McDonough
Brian Moritz
Russ Fletcher

22
Donna Bermingham
Jennifer Clark

23
Amanda Burrow
Kearstin Mattox
Chad Rourk

24
Shane Merrill
Amy Gannaway
Michelle Lee
Linda Woolery

25
JoAnn Walker

26
Kenny Carlin
John Tiffany

27
Brian Pink

28
Gary Nelson
Steve Kluthe
Tara Prater



March

1
Janis McGrew

2
Linda Lawson
Brandi Bates

3
Tim Goostree
Connie Cooper
Randal Kraft
Tara Houser
Melodee Colbert - Kean
John Blankenship

4
Maranda Mitchell
Mallorie Larson
Mitchell Gilstrap

5
Randall Walker
Julie Zerkel
Shayla Faubion
Dave Reynaert

6
Lori Lanier
Tena LeMasters

7
Doris Carlin
Clyde Thomas
Sheri Sztamenits
Cory Heinz
Brooke Hutching

9
Marlon Eddie

10
William (Kaleb) Sampson
Cheryl Chandler
Kyle Lewis
Les Bruner
Alyssa Hess
Charri Gary
Preston Denney
Kristi Richards
Marcus Clark

11
Kristi Greek

12
Kelsey Stirewalt
Sherrie Houck

13
Brad Huskey
Theresa Block

14
Kurt Beyersdorfer
Mary Plunkett
Liz Dawson

15
Kiley Cobb
Chase Cantwell
Melissa Miller
Val Packard
Destiny Sanders

16
Michaela Werries
Marla Bosworth
Marlene Scotten
Rusty Barker

17
Richard Huskey
Jen Ervin

18
Breanon Cuffee

19
Kip Smith
Rhonda Tiller
Matt McClintock
Rhonda Kelly
Daniel Frazee

20
Jay Holt
Courtney Powell
Jason Spangler

21
Ariel Smith
Cloe Neece

22
Steve Johnson
Heather Owens
Ron Wright

23
Brenda Reynolds
Landon Fenimore
Ian Derrickson

24
Chris Zimmerman
Jon Page

26
Marsha Adams
Kelli Clouse
Denise Briez
Sharrock Dermott

27
Kellen Autry
Christina Vann

28
Chiquita Lemus
Erin Gilbert
Danielle Gooder

29
Eric Wood
Dee Ann Lowry
Meredith Moritz

30
Courtney Denney
Lori Raymond

31
Becky Carlton
Brandi Jones

App of the Month

Compliments of the OGAR Technology and Education Committee

Photofy



**MARKETING
MADE EASY.
MOBILE
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PLATFORM**



2023 MR STATE DIRECTORS

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

MREC COMMISSIONER

Steve Kenny

2023 OGAR LEADERSHIP

Jessica Hubbard, President
Courtney Denney, President Elect
Kandice Yaple, Vice President
Jeremy Ritchie, Treasurer
Chris Nickle, Past President
Michael Wicklund-3 Year Director
Steve Johnson-2 Year Director
Judy Lowe-1 Year Director
Kalan Hubbard-1 Year Director
Heather Owens-1 Year Director
Audrey Sneed-MLS Chair/1 Year

OGAR STAFF

Kim Cox, Association Executive/CEO
Jennifer Pace, Director of Operations
& Education
Diane Newman, Director of
Membership
Leia Anderson, MLS Director
Cassia Ferrell, Member Services
Coordinator

Newmie's Newbie Blog

PROMOTING HOME OWNERSHIP

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www.mtc.llc

2022 Platinum Level Affiliate

Agents on the Move

Drops

Sylvester Rudy Lindsey
Keller Williams

Todd Siegel
Rocket Homes Real Estate, LLC

Debbie Major
Major Appraisals

Mercedie Livingston
Reece Nichols Mt. Vernon

Tara Prater
Reece Nichols Mt. Vernon

Tara Sartin
Reece Nichols Mt. Vernon

Linda Woolery
Reece Nichols Mt. Vernon

Carolyn Wyatt
Carthage Real Estate

Jodi Goth
Reece Nichols Joplin

Jacob Eggerman
Keller Williams

Jade Harris
Reece Nichols Joplin

Dave McGarrah
Show-Me Real Estate

Lily Souza
Reece Nichols Joplin

Shanna Olds
Keller Williams

Brooke Hutching
EXP Realty

Erin Gilbert
Keller Williams

David Greninger
Greninger Realty

Yuliya Colvin
WRTGC - Commercial

Trish Ledford
EXP Realty

Wayne Calvert
Keller Williams

Drops Cont'd.

Bonnie Wright
Pro 100 Joplin

Mark Darker
Reece Nichols Sunflower Realty Group

Jonathan Carmean
Keller Williams

Greg Wells
4 State Inspections

Shelley Meeds
REMIX Interior Designs

Dan Markley
Markley Floor Restore

Kevin Meadowcroft
Kevin's Pressure Washing, LLC

Bob Markovics
Arvest Bank

Sherrie Houck
Arvest Bank

Richard Chambers
Arvest Bank

Wade Haws
Carthage Lock and Key

Timothy Buckles
Curb Pro, LLC

Liliana Morales Campa
USA Mortgage

James Stevens
Dog Gone Mold

Gail Bottom
Reece Nichols Joplin

Mindy Adamson
Reece Nichols Joplin

Theresa Block
Keller Williams

Brittini Ritchie
Reece Nichols Neosho

Tyler Winters
Reece Nichols Joplin

Transfers

Brandi Haddock
to Keller Williams

Levi Utter
to Keller Williams

Dana Sisk
to Elite Real Estate Group

Tymekia McManis
to EXP Realty, LLC

Kelly Roberts
to Keller Williams

Allison Mardis
to Keller Williams

Amanda Mankin
to Charles Burt HomeFolks

New MLS Only Members

None

New MLS Only Offices

None

New Appraisers

None

New Affiliates

Jared Dickey
Central Bank

Michelle Ferguson
SMB - 32nd Street

Sherry Lawrence
SMB - McClelland

Angela Bollman
SMB - Jasper

Stacey Musche
SMB - Carthage

Nova Fancher
SMB - Neosho

Mathew Shear
Shear Solutions, LLC

Ryan Atnip
Alpha Painting Company

Jennifer Atnip
Alpha Painting Company

New Members

Jennifer Bridges
Realty One Group Ovation

Jason Simmons
Keller Williams

Lauren Liggett
Pro 100 Joplin

Todd Ring
Collier and Associates

Stephanie Brust
Collier and Associates

Sean Murphy
Century 21 Properties Unlimited

Shelby Hartwell
Charles Burt Joplin

Kari Binney
P Brown and Associates

Shahed Faruk
Charles Burt Joplin

Riley Thompson
Realty One Group Ovation

Ericka Boblett
Reece Nichols Joplin

Connie Shull
Charles Burt Homefolks

Andrea Conner
Ofirio MO, LLC

Max Bliss
Pro 100 Joplin

New Offices
Collier and Associates
DR is Todd Ring

Ofirio MO, LLC
DR is Andrea Conner

2023 Local Leadership Academy Class #2



2022 Silver Level Affiliate



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MEMBER FDIC

Board of Directors Minutes

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

Thursday, January 26th, 2023, at 9:00 am

Present: Jessica Hubbard, Courtney Denney, Kandace Yapple, Jeremy Ritchie, Chris Nickle, Michael Wicklund, Steve Johnson, Judy Lowe, Kalan Hubbard, Heather Owens, Audrey Sneed
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 made to approve the January meeting agenda as emailed.
Motion made to approve minutes from the December BOD meeting.

Jessica Hubbard informed the BOD of the new layout of the agenda and the flow of the meetings; this is a more formal following of Robert's Rules of Order.

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

1. Recommendation brought forward by the AE that to participate in MR's Professional Standards we need to officially vote on it. Motion made and approved to participate in Missouri REALTORS Professional Standards Program for our ethics hearings for 2023. The cost of the service is approximately \$13.00 per member/annually.
2. Recommendation brought forward by Finance Committee. Motion made and seconded to approve the financials for December and the Year-To-Date for 2022.
3. Recommendation brought forward by MLS Committee. Motion made and approved to set up an automatic response (from the MLS) to be sent back to the sender of any police/error emails as the staff receives them, stating that the police/error report will or has already been forwarded (with their concerns noted in the email) to the agent and their broker.
4. Recommendation brought forward by Membership Engagement Committee. Motion made and approved to approve the conditional memberships for agents listed below: New Agents: Todd Ring - Collier and Associates (2ndary) Stephanie Brust - Collier and Assoc (2ndary) Sean Murphy - Century 21 Prop Unltd (2ndary) Micah Lowrey - Keller Williams Nicholas Brand - Keller Williams Nichole West - Reece Nichols Joplin Lauren Liggett - Pro 100 Joplin Shelby Hartwell - Charles Burt Joplin Shahed Faruk - Charles Burt Joplin Riley Thompson - Realty One Group Ovation Ericka Boblett - Reece Nichols Neosho (2ndary) Kari Binney - P Brown and Associates Jason Simmons - Keller Williams Jennifer Bridges - Realty One Group (2ndary) New Appraisers: Deborah Moore - Vista Valuation (Secondary) New Offices: Vista Valuation - DA is Deborah Moore (Secondary) Collier and Associates - DR is Todd Ring (2ndary) Affiliates: Angela Bollman - SMB Elijah Vinson - SMB Michelle Ferguson - SMB Nova Fancher - SMB Sherry Lawrence - SMB Stacey Musche - SMB

President's Report - Jessica Hubbard 1. Reported on the Governing Docs Task Force that is being created to look at OGAR's MLS Rules, Bylaws and Policy and Procedures. It was recommended that any suggestions or potential changes that someone brings forward be sent to Kim for the Task Force to discuss as part of their reviewing process.

Association Executive Report - Kim Cox

1. Informed that the MLS Task Forces have met and reviewed each individual listing input sheet, and their findings will be sent to the next MLS meeting.
2. Presented the RPAC President's cup that we received at the state meetings in January and Jessica Hubbard gave the staff a "shout-out" for the extra work that went into winning this award. We will have a special presentation at our banquet.
3. Informed of the MANY "thank you" cards that we received from our end of year donations in 2022.
4. Discussed possibilities of collaborating on events with other associations. Staff to take discussion to Membership Engagement committee for consideration.
5. Informed that MREC will no longer have paper licenses, it will all be online in the future. The new platform is expected to roll out in September of this year.
6. Informed that Kalan did an Emerging Issues Forum on marijuana in real estate at the MR January Business Conference and it was very well received. Kim to send the YouTube link for it to the BOD and the DRs.
7. NAR update - On Thursday, Jan. 26th, NAR was granted petition to end the DOJ's investigation regarding the MLS Participation Rule and Clear Cooperation Policy.

Board of Directors Minutes

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

1. Accounts past due presented; 14 agent/agents, 2 company/companies.
2. Violations and Tribunal update; 0- CCP violations. Violation breakdown (2): 2 - No photo; 0 - Status Updates needed, 0 - Sentrilock serial numbers missing.

New Business:

1. Kim had Treasurer Ritchie and President Hubbard sign bank authorization docs for being signors on the three accounts at SMB.
2. Discussion was held on fictitious names. At the MR January Business Conference attendees were informed that they will now have to be registered by the Brokers, not the individual agents. In the same information brought forward, it was mentioned that team names will be self-policed, by members and the public, and then compared by investigators against the statutes and pillars set forth by the MREC.
3. Discussion was held on MREC's complaint process and how it typically works.
4. Discussion was held on well tests required in Jasper County and the fact that no records are being kept on file at all. They basically only do it to meet a statute. This is a costly item for it not being recorded for any reason. This topic will be sent to RPAC for our LPCs to consider what we could do and potentially meeting with the commissioners.
5. Discussion was held on listings not being put in OGAR's MLS in a timely manner when they are placed in other MLS's. Current rules were pulled up and reviewed. This topic will be sent to the Governing Docs Task Force to look at the rules on this and consider any changes or updates that might be made to this rule

All the above motions passed with majority vote.

Meeting adjourned



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MLS Statistics

DECEMBER 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	Number of Units SOLD			Number of Units FINANCED							
		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
DEC. 2021	372	79	203	90	172	54	19	81	0	20	20	6
DEC. 2022	217	43	128	46	82	30	13	59	1	17	9	6

TOTAL NUMBER OF ACTIVE & PENDING LISTINGS: 804

1-30 DAYS: 43 31-60 DAYS: 85 61-90 DAYS: 38 91-120 DAYS: 28 120+ DAYS: 23

TOTAL UNITS SOLD: 217 AVG. DOM: 73

AVG. SOLD PRICE: \$204,003 MEDIAN SOLD PRICE: \$169,950

ABSORPTION RATE: 2.21 MONTHS

Agent Type	Count	Summary Statistics	DEC.-22	DEC.-21	% Chg.	2022 YTD	2021 YTD	% Chg.
Designated REALTOR®	91	Absorption Rate	2.11	1.7	24.12	1.73	1.77	-2.26
Designated REALTOR® MLS only	10	Average List Price	\$266,802	\$247,253	7.91	\$218,907	\$195,672	11.87
REALTOR®	574	Median List Price	\$209,000	\$174,950	19.46	\$180,000	\$159,000	13.21
REALTOR® MLS only	58	Average Sale Price	\$204,003	\$183,110	11.41	\$197,081	\$176,950	11.38
Salesperson	20	Median Sale Price	\$169,950	\$157,000	8.25	\$170,495	\$154,157	10.60
Waiver	0	Average DOM	73	75	-2.67	69	78	-11.54
Designated Appraiser	44	Median DOM	56	57	-1.75	52	56	-7.14
Associate Appraiser	7							
Designated Affiliate	59							
Associate Affiliate	54							
Total Board/MLS	804							
Total Board with Affiliates	917							

MARKET STATISTICS
December 2022 | Year-End

Prepared January 18, 2023

Number of Listings	August-22	September-22	October-22	November-22	December-22	December-22 Pending
Number of Listings from Reporting MLS's	10,163	10,338	10,590	9,813	8,318	23% pending

Year-end Figures	December-19	December-20	December-21	December-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	92,105	87,738	96,764	82,588	-14.7%	-10.3%	-10.3%
Median Residential Property Selling Price-YTD	170,000	172,000	220,000	239,500	8.9%	37.8%	40.9%
Average Residential Property Selling Price-YTD	203,184	222,661	258,435	281,759	9.0%	38.7%	38.7%
Dollar Volume - YTD	17,147,021,512	19,845,505,996	25,027,728,507	23,624,550,632	-5.6%	37.8%	37.8%

Monthly Detail Comparison	December-20	December-21	November-22	December-22	Dec vs Nov	Dec '22 vs Dec '21	Dec '22 vs Dec '20
Number of Homes Sold	7,805	8,059	5,689	5,272	-7.3%	-34.6%	-32.5%
Number of Days on Market	38	31	35	39	11.4%	25.8%	2.6%
Average Selling Price	\$235,861	\$263,574	\$276,121	\$273,168	-1.1%	3.6%	15.8%
Median Selling Price	\$198,800	\$220,000	\$232,000	\$225,000	-3.0%	2.3%	13.2%
Monthly Dollar Volume	\$1,840,893,582	\$2,124,146,332	\$1,570,851,660	\$1,440,139,798	-8.3%	-32.2%	-21.8%

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	December-20	December-21	November-22	December-22	Dec vs Nov	Dec '22 vs Dec '21	Dec '22 vs Dec '20
Number of REALTORS®	23,782	25,489	26,172	26,015	-0.6%	2.1%	9.4%

DECEMBER 2022 STATISTICS

MARKET STATISTICS

5,272

RESIDENTIAL
PROPERTIES SOLD
-34.6 vs Dec. 2021

39

AVERAGE DAYS ON
MARKET
+25.8% vs Dec. 2021

\$225,000

RESIDENTIAL
MEDIAN SALE PRICE
+2.3% vs Dec. 2021

OVER \$1.4 BILLION

IN DOLLAR VOLUME
-32.2% vs Dec. 2021

Market Summary

Residential, December 2022

Number of Listings



Listings Prices



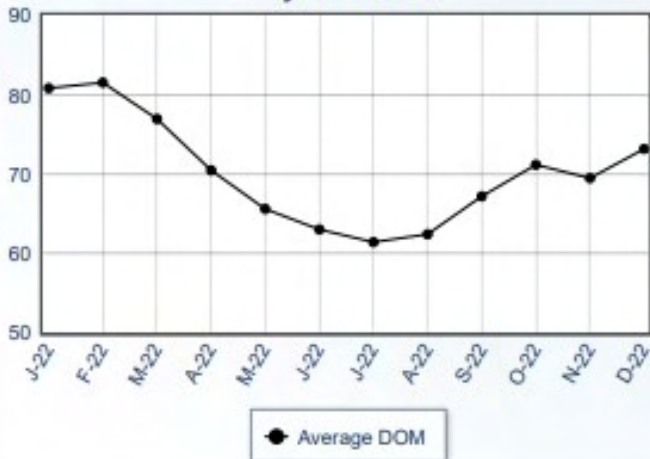
Absorption Rate, in Months



Sold to List Ratio



Days on Market



Price Volume



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MR Business Conference January 2023



**Kalan Hubbard helping host the
Emerging Issues Forum on
Marijuana in Real Estate**



**President Jessica Hubbard
and Past President Jennifer Reaves
at the MR Installation Banquet**



**OGAR State Directors and Committee Members
representing at the MR Installation Banquet**



**Ozark Gateway
Association of
REALTORS®**

Tour of Homes 2023 Schedule

January

3	NE
10	NW
17	S
24	NE
31	NW

February

7	S
14	NE
21	NW
28	S

March

7	NE
14	NW
21	S
28	NE

April

4	NW
11	S
18	NE
25	NW

May

2	S
9	NE
16	NW
23	S
30	NE

June

6	NW
13	S
20	NE
27	NW

July

4	S
11	NE
18	NW
25	S

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