

# 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

- January 2:** Board Office Closed
- January 5:** Leadership Luncheon 11:30-1:00 (by invitation only)
- January 6:** Local Leadership Class 8:30-12:30
- January 10:** State Director Pre-Conference Meeting 12:00
- January 12:** Finance Meeting 10:00  
MLS Meeting 11:00  
Program Meeting 1:30
- January 17-19:** MR Business Conference
- January 24:** State Director Post-Conference Meeting 12:00
- January 25:** RPAC Meeting 1:30
- January 26:** BOD Meeting 9:00



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



[www.smbonline.com](http://www.smbonline.com)  
2022 Platinum Affiliate Member

**Southwest Missouri Bank**



# Birthdays

## January

- 1 Jacob Andrews Zach Millard
- 2 Terron Roland
- 3 Kristi Benefiel Gene Hendrickson
- 5 Ron Franklin Debbie Getz Dave Layman Miles Shelfer
- 6 Rudy Lindsey
- 7 Tim Hopper
- 8 Larry Allgood Carolyn Wyatt Tiffany Benton
- 9 Bob Garvin Cindy Moore Brian Mueller Kyra Thompson
- 10 Kent Neil Kim Mootrey
- 12 Brenda Phipps
- 14 JR Collins Katie Anthony
- 15 Keith Landrum Danna Harris
- 16 Faith Ducommun Steve Brunson
- 17 Betty Hunt
- 18 Randy Beaver Nathan Wagner Derrick Scott
- 19 Janelle Choens Joanie Larson Tamara Hume Gary Mishler
- 21 Alicia Blagg

- 23 Daryl Weinkein David Houston
- 24 Chrisanna Jaynes Katie Boydston Kyle Newland Branda Burtner
- 25 Chris Nickle Kelly Williamson Nathan Scott Sam Green
- 26 Teri Thorpe
- 27 Jessica Hubbard
- 28 Phil Erwin Amy Greer
- 29 Justin Faucett
- 30 Steve Shewmake Dana Reed
- 31 Lana Nelson Richard Latham Margaret Lagow Jericha Lambeth

## 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
- 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 Trishia Hallmark Michelle Lee Linda Woolery
- 25 JoAnn Walker
- 26 Kenny Carlin John Tiffany
- 27 Brian Pink
- 28 Gary Nelson Steve Kluthe Tara Prater







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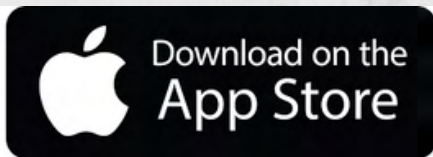
**2022 Gold Level Affiliate**  
www.arvest.com

arvest.com/homeloan  **ARVEST BANK**

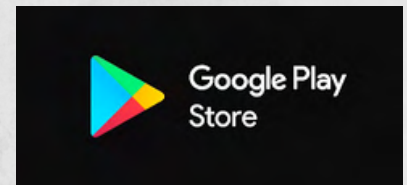
Member FDIC  Equal Housing Lender Loans subject to credit approval.

# App of the Month

Compliments of the OGAR Technology and Education Committee



## CamScanner



Scan, save, search, and upload.

Easily manage documents anytime, anywhere

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

### 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



# Board Store Special

## Infotubes only \$7!



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Southwest Missouri Bank

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2022 Platinum Affiliate Member



**WACO  
TITLE**

2022 Platinum Level Affiliate [www.wacotitle.com](http://www.wacotitle.com)

# Newmie's Newbie Blog

The National Association of REALTORS® offers a variety of educational tools and resources to help new and veteran agents gain the education necessary to become a more successful REALTOR®. To learn about REALTOR® designations, certifications, educational opportunities, and much more, visit [www.nar.realtor/education](http://www.nar.realtor/education).



2022 Platinum Level Affiliate [www.jomomoving.com](http://www.jomomoving.com)

2022 Platinum Level Affiliate  
[www.firstam.com](http://www.firstam.com)



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# Agents on the Move

## Drops

Charles "Clint" Edwards  
Hubbard Realty Group, LLC

Renee Guadalupe  
Reece Nichols Joplin

Tim Kundiger  
Timepiece Real Estate

Patricia Eggerman  
Keller Williams

Stephanie Brust  
Next Home SOMO Life

Jeff Oliver  
Pro 100 Joplin

Lorie Phillips  
Pro 100 Joplin

Trishia Hallmark  
Genuine Realty

Don Greenlee  
Simmons Bank

Steven Brunson  
Charles Burt Joplin

## New Members

Theresa Block  
Keller Williams

Nicholas Brand  
Keller Williams

Thayla Kruse  
Keller Williams

Nichole West  
Reece Nichols Joplin

Micah Lowrey  
Keller Williams

New Offices  
Vista Valuation  
DA is Deborah Moore

## New Affiliates

None

## New MLS Only Offices

None

## Transfers

Christina Vann  
to Realty One Group Ovation

Kiley Cobb  
to Realty One Group Ovation

Matt Stokes  
to Joplin Area Real Estate

Elizabeth Riggins  
to Central Bank

Mischele Pooler  
to Charles Burt Joplin

Michelle Lee  
to Reece Nichols Joplin

## New Appraisers

Deborah Moore  
Vista Valuation

## New MLS Only Members

None



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MEDIA



## Commercial Photo & Video

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tailupmedia@tourservices.com

866-995-5575

2022 Platinum Level Affiliate



# New Year, New Leadership Welcome!!

## 2023 OGAR Officers & Directors

Jessica Hubbard, President  
Courtney Denney, President-Elect  
Kandice Yaple, Vice President  
Jeremy Ritchie, Treasurer  
Chris Nickle, Past President

## 2023 Board of Directors

Michael Wicklund, 3 Year  
Steve Johnson, 2 Year  
Judy Lowe, 1 Year  
Kalan Hubbard, 1 Year  
Heather Owens, 1 Year  
Audrey Sneed, MLS Chair/1 Year

## 2023 MR State Positions

Jessica Hubbard, State Director/Vice Chair of Advocacy  
Donny Allen, Executive Committee Member/VC of Residential Forms  
Kalan Hubbard, Finance Committee Member/VC of Strategic Planning  
Forrest Stodghill, Chair of Member Engagement Committee  
Melissa Annis, Chair of Commercial Forms Committee  
Debbie Barlos, State Director/Member of Advocacy Committee  
Crystal Pierson, State Director  
Brandi Haddock, State Director  
Jennifer Reaves, State Director  
Kim Cox, AE Committee/MLS Forum/Member of Bylaws & Policy  
Steve Kenny, MREC Commissioner

## 2023 Local Leadership Academy Class #1





# Board of Directors Minutes

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

Thursday, December 15th, 2022, at 9:00 am

Present: Chris Nickle, Jessica Hubbard, Courtney Denney, Kandice Yapple, Michael Wicklund, Amy Hunt, Steve Johnson, Jeremy Ritchie, 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 December meeting agenda as emailed.

Motion made to approve minutes from the November BOD meeting

Committee Reports:

Treasurer/Officer's Report - Kandice Yapple

1. Reviewed minutes. Received financials as emailed. Motion made and approved to accept financials for November/YTD 2022.

2. Motion made to donate \$200 to the Founders Fund at the Community Foundation of the Ozarks; they don't charge us anything for the admin fees for our Benevolence Fund.

3. Motion was made, amended and approved for OGAR to purchase 10 of the rechargeable hand warmers at \$34.79 each for the non-profit Empowered Souls (for teachers).

4. Motion made approved to take a combined \$80,000 out of the two funds at Simmons Bank and People's Bank and setting up 4 CD's at Edward Jones, each having \$20,000 in them and letting them mature at 3 months, 6 months, 9 months and 12 months; at maturity of each one, we will roll them over into a 12-month CD: leaving the remainder of the money (approx. \$13,665.52) at People's Bank. Kim Cox to set this up with Patrick Goodknight at Edward Jones.

5. Discussed Beacon's price increase and that OGAR will no longer do the billing in 2023. The staff reached out to the Commissioners regarding a discounted rate, and it was to no avail. The members will have to sign up with Jasper County Beacon after July of 2023.

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

1. No meeting this month.

2. Update given on task forces being created in the beginning of 2023 to discuss adding definitions to the main fields in the MLS input.

3. The staff will send out the final notification to the members that the auction properties will no longer be allowed after January 1st, 2023. The staff will notify the members directly that have auction listings presently in the MLS that they will need to be cancelled or closed by December 31st, 2022, or the staff will have to cancel them.

President's Report - Chris Nickle

1. Asked to speak at end of meeting. He thanked everyone for a great year and allowing him to serve. He talked to the BOD members about some Parliamentary procedures and tips that might help the meetings run smoother in the future.

Association Executive Report - Kim Cox

1. Informed the BOD that two affiliates are going to be running for local elected positions. Motion made for Kim to write NAR grant requests for them.

2. Presented the newsletter, the new layout and updates to the platform

3. Let the Executive Committee know they can stay and review the quarterly financials.



# Board of Directors Minutes

President-Elect's Report - Jessica Hubbard

- 1.Strategic Planning - No meeting this month.
- 2.Program & Events - No meeting this month.
- 3.Community Relations - No meeting this month.
4. Governing Docs - No meeting this month.
5. Membership Engagement - Reviewed minutes.

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

New Agents:

Jeremiah Johnston - Keller Williams	Robert Gaul - Smith Midwest
Danielle Henson - Keller Williams	Tony Willis - Keller Williams
Thayla Kruse - Keller Williams	Theresa Block - Keller Williams
Jonathan Russell - Pro 100 Joplin (Secondary)	
Michelle Landry - Ferguson Property Management, LLC	

New Affiliates:

Mark Godinez - Flat Branch Home Loans

Vice President's Report - Courtney Denney

- 1.Awards - Completed for the year; Award selections have been made.
- 2.RPAC - No meeting this month.
3. Technology/Education - No meeting this month.
- 4.Leadership Development - No meeting this month.
5. Local Leadership Academy - First session held. It was a great success.
6. Commercial Task Force - Meets only when needed. Nothing this month.

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

- 1.Accounts past due presented; 10 agent/agents, 0 company/companies.
- 2.Full listing audit for every 100th listing is continuing, as well as daily policing. For 2023 we will continue the process but take it off the BOD agenda.
- 3.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.Reviewed 2023 Committee Roster and a motion was made to approve it.
- 2.Bank authorizations need to be signed, 2023 officers added, and 2022 officers removed. All members that needed to sign stayed and did so at the end of the meeting.
- 3.An anonymous complaint was sent to the BOD regarding the OGAR office hours. A broadcast message will be sent to the members regarding our office' holiday hours and our normal business hours. No further motion or recommendation made at this time.
- 4.A discussion was held on photos loading in Flex and how the upload seems to be taking a longer time than usual. The staff said they would ask Flex about it. It was discussed that it seems to be the professional photos that take the longest to load.

All the above motions passed with majority vote.

Meeting adjourned.



# 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. 2021	341	74	188	79	142	46	28	90	0	12	22	1
NOV. 2022	230	53	124	53	85	41	9	61	0	18	10	6

**Total Number of Active & Pending Listings: 933**

**1-30 Days: 34 31-60 Days: 104 61-90 Days: 40 91-120 Days: 27 120+ days: 25**

**Total Units Sold: 230 Avg. DOM: 65**

**Avg. Sold Price: \$195,913 Median Sold Price: \$205,000**

**Absorption Rate: 2.24 months**



Summary Statistics	NOV.-22	NOV.-21	% Chg	2022 YTD	2021 YTD	% Chg
Absorption Rate	2.24	1.94	15.46	1.69	1.81	-6.6
Average List Price	\$273,012	\$247,624	10.25	\$220,305	\$195,879	12.4
Median List Price	\$205,000	\$180,000	13.89	\$180,000	\$159,000	13.2
Average Sale Price	\$195,913	\$186,845	4.85	\$196,445	\$176,313	11.4
Median Sale Price	\$158,100	\$165,000	-4.18	\$170,495	\$154,014	10.7
Average DOM	65	78	-16.67	69	78	-11.5
Median DOM	56	56	0	52	56	-7.1

Agent Type	Count
Designated REALTOR®	93
Designated REALTOR® MLS only	10
REALTOR®	588
REALTOR® MLS only	59
Salesperson	16
Waiver	0
Designated Appraiser	45
Associate Appraiser	7
Designated Affiliate	64
Associate Affiliate	51
Total Board/MLS	818
Total Board with Affiliates	934



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**2022 SILVER LEVEL AFFILIATE**





## MARKET STATISTICS November 2022

Prepared December 14, 2022

Number of Listings	July-22	August-22	September-22	October-22	November-22	November 22 Pending
Number of Listings from Reporting MLS's	9,987	10,163	10,338	10,590	9,813	24.6% of Listings

Year-to-date Figures	November-19	November-20	November-21	November-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	74,504	79,933	88,602	77,285	-12.8%	-3.3%	3.7%
Median Residential Property Selling Price-YTD	172,000	188,500	217,000	240,000	10.6%	27.3%	39.5%

Monthly Detail Comparison	November-20	November-21	October-22	November-22	Nov. vs Oct.	Nov. '22 vs Nov. '21	Nov. '22 vs Nov. '20
Number of Homes Sold	7,491	7,985	6,320	5,689	-10.0%	-28.8%	-24.1%
Number of Days on Market	40	29	32	35	9.4%	20.7%	-12.5%
Average Selling Price	\$245,261	\$264,410	\$282,431	\$276,121	-2.2%	4.4%	12.6%
Median Selling Price	\$205,000	\$221,185	\$235,000	\$232,000	-1.3%	4.9%	13.2%
Monthly Dollar Volume	\$1,837,249,630	\$2,111,314,278	\$1,784,962,390	\$1,570,851,660	-12.0%	-25.6%	-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	November-20	November-21	October-22	November-22	Nov. vs. Oct.	Nov. '22 vs Nov. '21	Nov. '22 vs Nov. '20
Number of REALTORS®	23,928	25,693	26,158	26,172	0.1%	1.9%	9.4%

# NOVEMBER 2022 STATISTICS



MARKET STATISTICS

## 5,689

RESIDENTIAL  
PROPERTIES SOLD  
-28.8% vs Nov. 2021



## 35

AVERAGE DAYS ON  
MARKET  
6 days slower vs Nov. 2021



## \$232,000

RESIDENTIAL  
MEDIAN SALE PRICE  
+4.9% vs Nov. 2021



## OVER \$1.5 BILLION

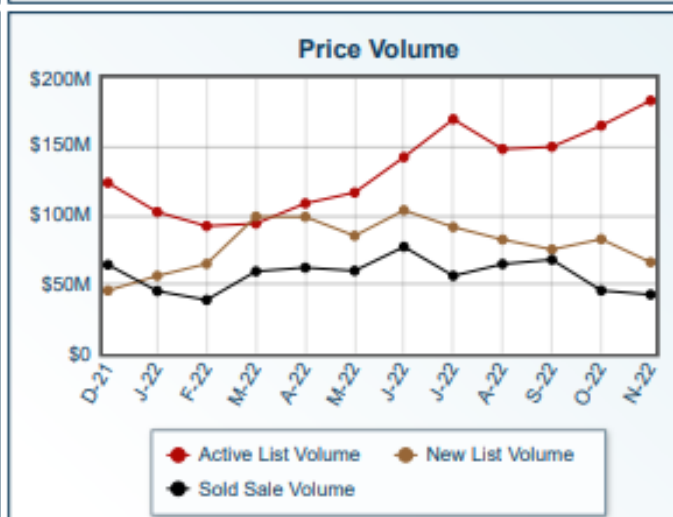
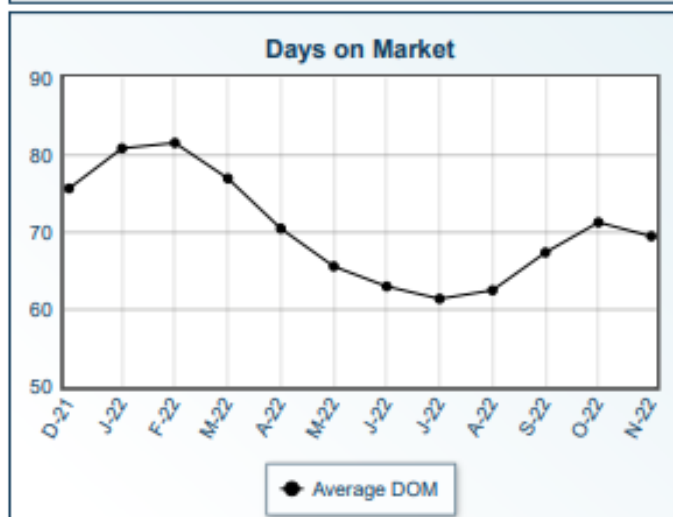
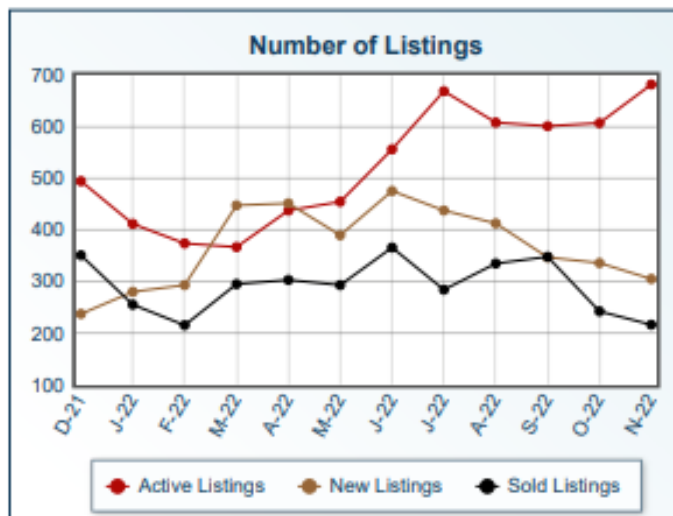
IN DOLLAR VOLUME  
-25.6% vs Nov. 2021





# Market Summary

Residential, November 2022



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# SMB Home Loan Center



**February 2<sup>nd</sup>**

**1:00-4:00**

**4th St. Bowl**

**SNACKS &  
DRINKS  
PROVIDED**



## Realtor Appreciation BOWL-A-RAMA

**Unlimited Games**

**Giveaways Throughout the Day**

**Open to all OGAR Realtors**

**Please RSVP by January 27**

Michelle Ferguson - [mferguson@smbonline.com](mailto:mferguson@smbonline.com)  
SMB Home Loan Center 624.9970





**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)**



# News from NAR

## PENDING HOME SALES SLID 4.0% IN NOVEMBER

WASHINGTON (December 28, 2022) – Pending home sales slid for the sixth consecutive month in November, according to the National Association of REALTORS®. All four U.S. regions recorded month-over-month decreases, and all four regions saw year-over-year declines in transactions.

"Pending home sales recorded the second-lowest monthly reading in 20 years as interest rates, which climbed at one of the fastest paces on record this year, drastically cut into the number of contract signings to buy a home," said NAR Chief Economist Lawrence Yun. "Falling home sales and construction have hurt broader economic activity."

The Pending Home Sales Index (PHSI)\* – a forward-looking indicator of home sales based on contract signings – fell 4.0% to 73.9 in November. Year-over-year, pending transactions dropped by 37.8%. An index of 100 is equal to the level of contract activity in 2001.

"The residential investment component of GDP has fallen for six straight quarters," Yun added. "There are approximately two months of lag time between mortgage rates and home sales. With mortgage rates falling throughout December, home-buying activity should inevitably rebound in the coming months and help economic growth."

### Pending Home Sales Regional Breakdown

The Northeast PHSI slipped 7.9% from last month to 63.3, a drop of 34.9% from November 2021. The Midwest index decreased 6.6% to 77.8 in November, a fall of 31.6% from one year ago.

The South PHSI retracted 2.3% to 88.5 in November, fading 38.5% from the prior year. The West index dropped by 0.9% in November to 55.1, retreating 45.7% from November 2021.

"The Midwest region – with relatively affordable home prices – has held up better, while the unaffordable West region suffered the largest decline in activity," Yun said.

The National Association of REALTORS® is America's largest trade association, representing more than 1.5 million members involved in all aspects of the residential and commercial real estate industries. The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

\*The Pending Home Sales Index is a leading indicator for the housing sector, based on pending sales of existing homes. A sale is listed as pending when the contract has been signed but the transaction has not closed, though the sale usually is finalized within one or two months of signing.

Pending contracts are good early indicators of upcoming sales closings. However, the amount of time between pending contracts and completed sales is not identical for all home sales. Variations in the length of the process from pending contract to closed sale can be caused by issues such as buyer difficulties with obtaining mortgage financing, home inspection problems, or appraisal issues.

The index is based on a sample that covers about 40% of multiple listing service data each month. In developing the model for the index, it was demonstrated that the level of monthly sales-contract activity parallels the level of closed existing-home sales in the following two months.

An index of 100 is equal to the average level of contract activity during 2001, which was the first year to be examined. By coincidence, the volume of existing-home sales in 2001 fell within the range of 5.0 to 5.5 million, which is considered normal for the current U.S. population.

NOTE: Existing-Home Sales for December will be reported on January 20, 2023. The next Pending Home Sales Index will be on January 27, 2023. All release times are 10 a.m. Eastern.