

# REALTORS TODAY

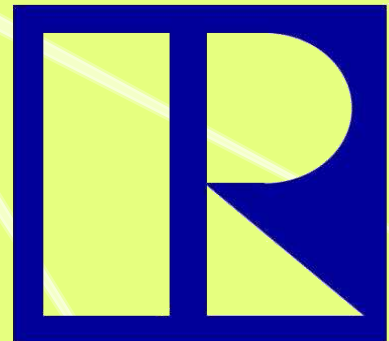
# June



*Official Publication of the Ozark Gateway Association of REALTORS®*

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

# OGAR



**REALTOR®**

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**Inside this Issue:**

Important Dates	2
Birthdays	3
Essential Real Estate Agent	4
Real Estate Commissions	5
Board Store Special App of the Month	6
ANSI Class	7
Newmie's Newbie Blog MR State Positions MREC Commissioner Leadership Staff Directory	8
Agents on the Move	9
BOD Minutes	10-12
Memorial Marathon Run	13
OGAR MLS Statistics	14
MR Market Statistics	15
Market Summary	16
Solace House	17
Tour of Homes Schedule Jun—Dec 2022	18

*June Calendar of Events:*

- Jun 2nd:** Buyer's Agency Class 9am-12pm
- Jun 7th:** RPAC 11am  
Leadership Development 2pm
- Jun 8th:** Membership Engagement Mtg 10am  
Community Relations Mtg 11am
- Jun 9th:** Finance Mtg 10am  
MLS Mtg 11am  
Program Mtg 130pm
- Jun 14th:** MLS Admin Class 10am
- Jun 16th:** All Member Lunch 1130am  
Local Leadership Graduation  
Purse Auction
- Jun 22nd:** Ready Realtor 9-1130am
- Jun 30th:** BOD 9am



712 S Florida  
 Joplin, MO 64801  
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 417-782-5212 fx  
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# June Birthdays

# July Birthdays

- 1** Tami Fulp  
Carol Woodward  
Danielle Del Marco
- 2** Sheila Whitehead
- 3** Myra Percy
- 4** Steve Owen  
Debbie Hutson  
Janet Day  
Bonnie Behrend
- 6** Don Fifer  
Jonathan Barnhart
- 7** Bill Cearnal
- 8** Philip Brown  
Don Cook
- 9** Margaret Kelly  
Elizabeth Clark
- 10** Dan Higdon  
Shaun-Ann Bristol  
Brooklynn Katrana
- 11** Justin Wagner  
Chris Cobb
- 12** Sharon Vernon  
Jeff Quade  
Cord Mays
- 14** Nancy Stephenson  
Stephanie DeTar  
Angie Baine
- 16** Barbara Calwhite  
Josh Bronson
- 17** Tiffany Norvell  
Tamera Murphy
- 18** Doug Pryor  
Timothy Buckles
- 19** Sharon Eaton  
Philip Edwards
- 20** Roland Miller  
Sarah Couch
- 22** Derek Gander  
Joni Good
- 23** Lisa Mason  
Kevin Adamson
- 24** Shaylea Brown  
Jeff Oliver  
Rhonda Bounous  
Ariana Judd
- 25** Ed August  
Katie Youngblood
- 26** Crystal Pierson  
Charles Nolan
- 27** Paul Smith  
Ellen Cassady  
Jason Lehman  
Cassie Sammons
- 28** Mike Woolston  
Debbie Major  
Melinda Stout
- 29** Wayne Gray  
Yuliya Colvin
- 30** Kellen Bounous

- 1** Bridgette Farley  
Matt Stokes  
Steve Kenny  
Samantha Evans  
Mabel Schwein
- 2** Bill Punch  
Leevi Babb  
Mary Mittag-Youngblood
- 4** Ray Goepfert  
Natasha Higdon
- 5** Nancy Walters  
Jennifer Harvery  
Kelly Smith  
Meleah Yarnell  
Donna Strup
- 6** Jennifer Reaves  
Rick Ham  
Lilly Souza
- 7** Deborah Gould  
Brittanii Lehman  
Kellie Outt
- 9** Amanda Mankin  
Jennifer Bakken  
Heather Duncan  
Micah Lowrey
- 10** Kraig Beyersdorfer  
Ryan Flanagan  
Tim Breedlove
- 11** Amanda Wells
- 12** Danny Drake
- 13** David Glenn  
Summer George  
Stephanie Brust  
Dameika Kelso
- 14** Debby Pearson  
Kelly Garst  
Rita Scott  
Silas Belcher
- 15** Dee Kassab  
Todd Keeling  
Corey Adams  
Tammy Altman
- 16** Tiffany Gratton  
Andrea Stevens
- 17** Tammy Trimble  
Missy Snodgrass  
Amy Sallee  
Macy Freed
- 18** Warren Johnson
- 19** Scott Stevens
- 20** Robert Dodson  
Elisa Bitner
- 21** Creighton Olson
- 22** Cheryl Efird  
Allen Hall  
Angie Crawford  
Brian Ross  
Angela Caster  
Rashele Hubbard  
Amanda Hurn
- 23** Tyler Winters  
James Dray  
Joe Martin
- 24** Brandon McDaniel
- 25** Debbie Garrett  
Jesse Bruce  
Liliana Morales  
Campa
- 26** Sara Robbins
- 27** Bert Kellum
- 28** Randall Johnson
- 29** Sonja McWilliams  
Franklin Queen
- 30** Summer Haste  
Colby McGehee  
Tiffany Feken  
Shannon Neill
- 31** Robert Goodall  
Melinda Walker  
James Like



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# THE ESSENTIAL REAL ESTATE AGENT

Buying a home is the largest and most complex transaction most people will make in their lifetime, with volumes of property, neighborhood, transaction, legal and regulatory details to navigate. Having an expert, local professional manage the process is more important than ever.

## NAVIGATING THE BUYING PROCESS

Real estate agents wear many hats...



Community

- Know local, county and state property taxes
- Decipher public property information
- Advise on price trends, schools and neighborhoods



Financial

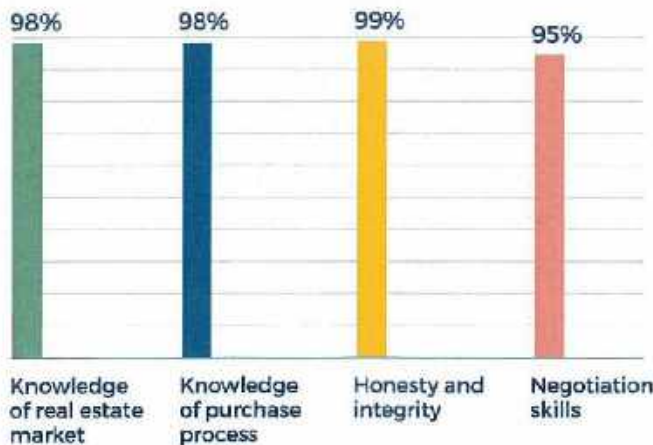
- Coordinate with lenders
- Research mortgage rates and terms
- Schedule appraisals and inspections



Legal

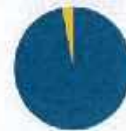
- Manage attorney reviews
- Navigate all required state and federal forms
- Handle closing documents

## HOME BUYERS' SATISFACTION WITH REAL ESTATE AGENTS



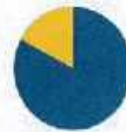
Data according to National Association of REALTORS® 2019 and 2020 Profile of Home Buyers and Sellers Reports

## AN EXPERT RESOURCE



**97%**

of home buyers consider their real estate agent to be a useful source of information.



**83%**

of first-time home buyers say their real estate agent helped them understand the home buying process.

## REAL ESTATE AGENT TO-DO LIST

- Educate clients about transaction process
- Search broadest database of available homes
- Research information about properties
- Arrange tours of homes
- Navigate home inspections
- Negotiate best possible price

## YOUR ADVOCATE

Expert real estate agents save home buyers time and help take stress out of the process. In fact, **91%** of home buyers say they would engage their real estate agent again or recommend them to others.



# HOW REAL ESTATE COMMISSIONS WORK

It's important for consumers looking to experience the American dream of homeownership to understand how real estate agents are paid for the services they provide. At the outset, the seller and that person's listing broker agree on the amount the listing broker will receive for the services it provides to the seller. The listing broker and seller also discuss and agree upon an amount that the listing broker will pay a broker who successfully closes the transaction with a ready, willing and able buyer. Here are seven additional things you need to know.

## 1. Commissions are always negotiable.

Commissions can be negotiated at any point throughout the transaction, including at the outset, after the results of a home inspection and after an offer has been made. Sellers negotiate with their broker what fee they are willing to pay for their broker's services and what fee they are willing to pay a cooperating buyer broker for finding someone who wants to buy their home.

## 2. There are different commission models to choose from.

Buyers have many different choices about which broker they want to work with in terms of everything from the commission model to a real estate agent's particular expertise to the agents' customer service approach. In the full-service approach, commissions are negotiable at any point during the home buying process. The reduced service/discounted fee model allows for flexible offerings and pricing. The flat fee approach allows buyers to negotiate a set price per service.

## 3. Commission rates are set by the market.

The free market organically establishes commission costs within local real estate markets based on service, consumer preference and what the market can bear, among other things. National Association of REALTORS® guidelines ensure that the listing broker advise all other participants in their local broker marketplace what the amount of compensation to the buyer's broker will be for closing the sale. That amount is determined by the seller and the seller's broker. Commissions fluctuate over time, including having decreased steadily in recent years and having fallen to a new low of 4.94% in 2020.

## 4. Commissions cannot be included as part of a mortgage.

The vast majority of mortgage lenders do not allow commissions to be added to home loans. For many, saving for a down payment is difficult enough. If buyers had to pay commissions directly on top of their closing costs, it would increase their out-of-pocket expenses in a way that would freeze out many from an already competitive market. That's especially true for first-time and low- and middle-income buyers, and communities of color that disproportionately fall in those categories.

## 5. REALTORS® are bound by a strict code of ethics in the home buying process.

REALTORS® are bound by NAR's Code of Ethics to always further clients' best interests, including showing homes that meet buyers' needs regardless of commissions offered. Additionally, in November 2020, NAR introduced its Fair House Action Plan, abbreviated 'ACT,' which emphasizes (A)ccountability, (C)ulture Change, and (T)raining in order to ensure America's 1.5 million REALTORS® are doing everything possible to protect housing rights in America.

## 6. Broker cooperation keeps local broker marketplaces from fracturing.

Because of broker cooperation, buyer and seller brokers are incentivized to share their information in their local, independent broker data hub. Without it, lack of complete, transparent and accessible data for all would mean smaller brokerages and new entrants have to piecemeal information and couldn't offer as many options to sellers and buyers, and larger brokerages would dominate local markets, creating emerging behemoths that would drive up costs.

## 7. Broker cooperation sets the U.S. real estate industry apart from the rest of the world.

The U.S. model has long been – and is still – viewed as the best option for consumers around the world. Buyers abroad are forced to wade through a complex and fragmented market where they have to work with multiple brokerages and where there is no exclusivity so sales can fall through. Generally, the homebuying process abroad is similar to buying a car in the United States where you have to go dealer to dealer, it's very time consuming and impersonal. It's also common for brokers to charge fees and taxes in other countries that add up to the equivalent or greater of costs associated with buying and selling property in the U.S., yet only provide a fraction of the services consumers receive here.



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# MAY

## Board Store Special:

*"Mix & Match,*

*Big signs & Riders,*

*3 for \$12"*

### App of the Month:

Compliments of OGAR Technology Committee



# Alignable

Local Business Network

### Get More Referrals

From small business owners like you

### Increase Visibility

Get found and be seen by future customers

### Build Trusted Relationships

With partners, prospects, and local leaders

### Get Expert Advice

From small business leaders and top brands

### Promote Your Business

Feature your services, products, and events

### Connect With Peers

In your industry, in your area, or nation-wide



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When you really hate to do laundry!!!

**Thank you to Steve Owen for informing our members of the new ANSI Standards.**





# **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.

**MAXIMIZE YOUR BENEFITS OF MEMBERSHIP  
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## **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:**

William "Bill" Edwards  
Tymekia McManis  
Charles Nolan  
Daren Beeson  
Valerie Searcy  
Chad Rourk  
Sydni Cornman  
Elizabeth Turner  
Ed Berberich  
Jay Triplett  
Laura Triplett  
Trish Ledford  
Daniel Brown

William M Edwards, Broker  
Keller Williams  
Pro 100 Joplin  
Fathom Realty  
Keller Williams  
Pro 100 Joplin  
Keller Williams  
Keller Williams  
MV Realty of Missouri, LLC  
C21 Properties Unlimited  
C21 Properties Unlimited  
EXP Realty, LLC  
EXP Realty, LLC

**New Appraisers:**

Daniel Frazee

Keller, Craig, & Assoc., Inc

**New Affiliates:**

Cassie Sammons

US Bank

**New Offices:**

**William M. Edwards, Broker**  
**Keller, Craig & Assoc., Inc**

**DR Is William "Bill" Edwards**  
**DR is Daniel Frazee**

**Drops:**

James Hensley  
Jeff Bryant  
Rick Howerton  
Courtney Jasinski  
Jeff Jonas  
Joan Govero  
Cynthia Bennett

Coldwell Banker HMF  
Appraisal One  
Reece Nichols Joplin  
Keller Williams  
Red Bell Real Estate  
MV Realty of Missouri, LLC  
Keller Williams

**Transfers:**

Brandon McDaniel  
Ashley Dhooghe  
Johnny Murray

Show-Me Real Estate  
Fathom Realty  
Jasper Co..Farm Bureau  
Insurance  
Fathom Realty  
The Realty Company  
Keller Williams  
Fathom Realty  
Pro 100 Joplin  
Keller Williams  
Keller Williams

Carmen Hutchinson  
Daren Strait  
Christi Sims  
Monica Quen  
Stephanie Colbert  
Amy Sallee  
Jennifer Henson

**New MLS Only Offices:**

None

**New MLS Only Members:**

Grant Guillory

Genuine Realty



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2022 Platinum Affiliate Member

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

Thursday, May 26th, 2022, at 9:00 am

Present: Chris Nickle, Jessica Hubbard, Courtney Denney, Kandice Yaple, Michael Wicklund, Amy Hunt (zoom), 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.

**Motion** was made to approve the May meeting agenda as emailed.

**Motion** made to approve the April minutes as emailed.

**Committee Reports:**

Treasurer/Officer's Report – Kandice Yaple

1. Reviewed minutes. Received financials as emailed. **Motion** made and approved to accept financials for April 2022.
2. A **recommendation** was made and approved to send Patrick Goodknight at Edward Jones a copy of our current portfolio before next month's Finance Committee meeting.
3. The BOD would like to move forward with getting quotes for the gazebo for the Little Free Library, a wooden one with metal roof to be constructed and the pavilion one from Sam's to purchase and put together. Bring quotes back to BOD directly.
4. A **motion** was made and approved to purchase 100 new lockboxes so that we can get on the current 9 month waiting list.
5. We received (in writing) the approval from the City of Joplin to paint our parking lot stripes in the color tone of "REALTOR blue". Kim to speak with striping company.
6. A **motion** was made and approved to pay \$150 to be a lane sponsor, which allows us advertising for 30 days, at Big Brothers Big Sisters Bowl for Kids' Sake.

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

1. **Motion** made to send to Gov Docs Committee, a discussion on line 132 of page 3 of the MR Sales Contract where it states: "The Owner's Policy must include mechanic's lien coverage". The question has been brought forward that it may not be correct.
2. Approved **recommendation** to Tech & Teaching Committee to discuss the term "Variable Rate Commission". Staff requested MREC definition. Committee will need to craft something to be sent out as an educational piece.
3. A **motion** was made and approved to send a letter to the MR Residential Forms Committee regarding the potential creation of a disclosure for "Accessibility Features", including definitions. A **recommendation** is made that the staff look at what other Associations have as their "Accessibility Features", while also obtaining a list of definitions from the City of Joplin and other surrounding cities.
4. **Recommendation** to send out ANSI Measuring "help" form to membership.
5. Discussed changing "Solar Leased" to "Solar Financed" in the MLS.  
**Motion** made to have 2 options added in the MLS features, "Solar Owned" and "Solar Leased/Financed".
6. Informed the BOD of the 4 missed meetings by an MLS Committee member; committee will have a potential replacement attend the next MLS meeting and if it is a suitable fit, the BOD is fine with the choice of adding them as the newest member.
7. Report given that Instashowing is still not currently able to do what we are asking; we need them to allow an "opt-in" for agents to choose whether they want to use it or not.



President's Report – Chris Nickle

1. No report.

Association Executive Report – Kim Cox

1. Reviewed request from an AE to see if the name change of a neighboring Association would be challenged. BOD agreed that neither name presented would harm us.
2. A listing was brought forward that had some questionable photos. The BOD is making a **recommendation** to Governing Docs Committee regarding the creation of a rule being put in place on inappropriate MLS listing photos.
3. Informed the BOD of the NAR dues increase for 2023 of \$10 per member.
4. Discussed concerns from a BOD member on a class being held by affiliate members that looks like it's being put on by the board itself. A letter will be sent to the affiliate regarding our concerns and that the board staff is not to be involved in assisting with the meetings, except for the sending out of information regarding the meetings.
5. The June BOD meeting is being rescheduled from the 23<sup>rd</sup> and to the 30<sup>th</sup>.
6. House Bill 1662 passed. With this passage, property owners can now release burdensome covenants prohibiting the sale of property to individuals based on race, color, religion, or national origin.
7. Missouri REALTORS passed a motion that to be a Chair or Vice-Chair on a state committee or on the Exec Committee, you must complete C2EX and Fairhaven.
8. Discussed an East coast company that is cutting checks to homeowners based on the value of their home, in return they are giving them the exclusive right to sell their home for the next 40 years.
9. Complaint regarding lockbox audit discussed. Kim to handle internally.

President-Elect's Report – Jessica Hubbard

1. Strategic Planning – Next meeting scheduled for July 20<sup>th</sup>.
2. Program & Events – No quorum. Discussion only, no motions/recommendations made.
3. Community Relations – Reviewed minutes. No motions or recommendations made. Diane Newman gave an update on the Children's Haven breakfast fundraiser on June 4<sup>th</sup> from 8:00 – 10:00 at the Elks Lodge in Joplin.
4. Governing Docs – Next meeting will be scheduled in June.
5. Membership Engagement – Reviewed minutes.
  - a. A **motion** was made to approve the conditional memberships for the agents listed below:
 

**New Agents:**

Shanna Olds – Keller Williams	Dana Reed – Smith Midwest
Steven Brunson – Charles Burt Joplin	Jeff Flowers – Pro 100 Joplin
Tymekia McManis – Keller Williams	Valerie Searcy – Keller Williams
Charles Nolan – Pro 100 Joplin	Brittini Ritchie – Reece Nichols Neosho
Elizabeth Gold – Reece Nichols Springfield (Secondary)	
Richard Witeka – Reece Nichols Springfield (Secondary)	
Mabel Schwein – Sentry Residential, LLC (Secondary)	
Lauren "Brooke" Williams – Venture Group Real Estate (Secondary)	
William Edwards – William M. Edwards, Broker (Secondary)	
Mary Hunt – Cantrell Real Estate (Secondary)	
Grant Guillory – Genuine Realty (MLS Only)	

**New Appraisers:**  
None

**New Offices:**

Andrew Bright & Associates - DR is Andrew Bright  
 Reece Nichols Springfield - DR is Richard Witeka (Secondary)  
 Sentry Residential, LLC - DR is Mabel Schwein (Secondary)  
 William M. Edwards, Broker - DR is William Edwards (Secondary)

**Affiliates:**

Lending Hand Estate Sales - Brandi Hall  
 US Bank - Cassie Sammons

**Vice President's Report - Courtney Denney**

1. **Awards** - Reviewed minutes. A **motion** was made and approved to create an Appraiser of the Year award and a Valerie Keating Shining Star Award for Operations/Administrative category.
2. **RPAC** - Reviewed minutes. Kalan Hubbard brought forward a fundraiser idea that is in the works for a Poker Tournament, possibly held in August.
3. **Technology/Education** - Reviewed minutes. Update on Instashowing; still working on integration with Flex and the opt-in feature. The BOD would like clarification on the \$4,250 that they are asking for in the Technology Account. *Send back to Tech/Ed.*
4. **Leadership Development** - Reviewed minutes. A **recommendation** was made to add a Diversity, Equity & Inclusion as a section/duty of our Membership Engagement committee. A **recommendation** is being made to Strat Plan Committee to consider hosting a 10-year reunion for the Local Leadership Academy graduates in the future.
5. **Local Leadership Academy** - The class will graduate at the June All Member Lunch and had to postpone their class project "Party in the Park". Projected date is August 4<sup>th</sup>.
6. **Commercial Task Force** - Meets only when needed. Nothing this month.

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

1. Accounts past due presented; 3 agents, 1 company.
2. Full listing audit for every 100<sup>th</sup> listing is continuing, as well as daily policing.
3. Violations and Tribunal update; 1- CCP violations. Violation breakdown (6): 2 - No photos; 4- Status Updates needed, 2-No dimensions.

Board of Directors moved to go into Executive Session to discuss legal liabilities of social media posts of members. Kim to continue discussion with NAR Policy Department.

**New Business:**

1. Broker asked for reduction on cost of lost lockboxes. BOD denied. Broker to be charged with replacement cost of bluetooth lockboxes to replace the lost bluetooth lockboxes.
2. Listing options for the input of the Joplin Union Depot on the MLS.

Motion to end Executive Session.

All of the above motions passed with majority vote.

Meeting adjourned.



**2022 Silver Affiliate Member**

jomomoving.com



# 2022 Memorial Marathon Run OGAR Hydration Station



# MLS STATISTICS

## APRIL 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
April 2021	328	50	187	91	137	57	17	86	0	4	24	3
April 2022	315	67	173	75	141	50	20	76	0	13	14	0

**Total Number of Active & Pending Listings: 835**

**1-30 Days: 49 31-60 Days: 154 61-90 Days: 56 91-120 Days: 13 120+ days: 43**

**Total Units Sold: 292 Avg. DOM: 66**

**Avg. Sold Price: \$204,351 Median Sold Price: \$179,900**

**Absorption Rate: 1.29 months**

Agent Type	Count	Summary Statistics	April—22	April-21	% Chg	2022 YTD	2021 YTD	% Chg
Designated REALTOR®	86	Absorption Rate	1.29	1.8	-28.33	1.25	1.78	-29.78
Designated REALTOR® MLS only	11							
REALTOR®	550	Average List Price	\$263,124	\$226,583	16.13	\$226,349	\$191,564	18.16
REALTOR® MLS only	69							
Salesperson	15	Median List Price	\$189,950	\$165,000	15.12	\$186,500	\$154,950	20.36
Waiver	0							
Designated Appraiser	40	Average Sale Price	\$204,351	\$169,392	20.64	\$192,309	\$165,320	16.33
Associate Appraiser	7							
Designated Affiliate	61	Median Sale Price	\$179,900	\$147,238	22.18	\$167,000	\$144,545	15.53
Associate Affiliate	48							
Total Board/MLS	778	Average DOM	66	81	-18.52	76	88	-13.64
Total Board with Affiliates	886							
		Median DOM	49	53	-7.55	54	63	-14.29





## MARKET STATISTICS

April 2022

Prepared May 16, 2022

Number of Listings	December-21	January-22	February-22	March-22	April-22	April-22 Pending
Number of Listings from Reporting MLS's	5,637	5,080	5,142	5,421	6,361	74.6% of Listings

Year-to-date Figures	April-19	April-20	April-21	April-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	21,258	21,599	25,617	24,623	-3.9%	14.0%	15.8%
Median Residential Property Selling Price-YTD	162,975	170,000	200,000	225,000	12.5%	32.4%	38.1%

Monthly Detail Comparison	April-20	April-21	March-22	April-22	April vs March	April '22 vs April '21	April '22 vs April '20
Number of Homes Sold	6,139	7,783	6,572	7,188	9.4%	-7.6%	17.1%
Number of Days on Market	53	33	34	28	-17.6%	-15.2%	-47.2%
Average Selling Price	\$209,984	\$254,631	\$271,846	\$285,764	5.1%	12.2%	36.1%
Median Selling Price	\$179,900	\$210,000	\$226,950	\$238,500	5.1%	13.6%	32.6%
Monthly Dollar Volume	\$1,289,093,374	\$1,981,796,236	\$1,786,568,720	\$2,054,068,777	15.0%	3.6%	59.3%

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	April-20	April-21	March-22	April-22	April vs March	April '22 vs April '21	April '22 vs April '20
Number of REALTORS®	22,661	24,301	25,270	25,468	0.8%	4.8%	12.4%



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# Market Summary

Residential, April 2022



**2022 Gold Affiliate Member**  
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**2022 Silver Affiliate Member**  
[jomomoving.com](http://jomomoving.com)



## THANK YOU

for all of the donations that were made to the Solace House of the Ozarks.

**Solace House of the Ozarks** is working to provide a welcoming home for those in the last month of life, whose care needs cannot be met in their own home. We provide 24-hour volunteer support to guests and their families who use our facility.

Solace House is not a medical facility. It does not replace hospice services or acute medical care. Following a social model of care, we connect volunteers from the community with the needs of our patients and their families.







**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