

REALTORS TODAY



Official Publication of the Ozark Gateway Association of REALTORS®

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

OGAR



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open during lunch hours**

October 2022

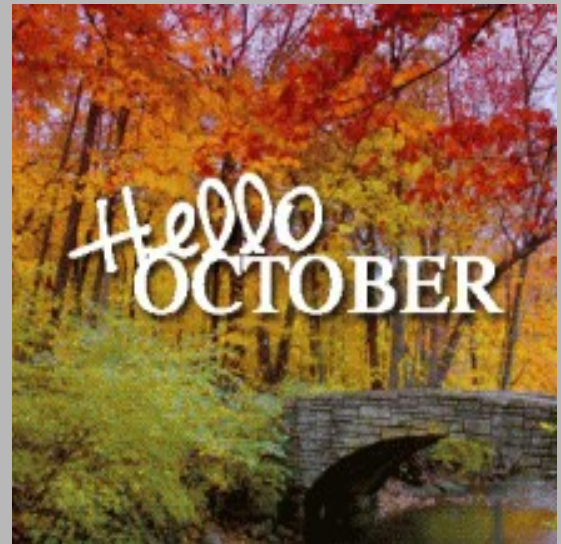
Issue 10 of 12

Inside this Issue:

Important Dates	2
Birthdays	3
CE Acknowledgement	4
App of the Month	5
MR's Fall Conference	5
Tax Tips Class	6
Newmie's Newbie Blog	7
Agents on the Move	8
BOD Minutes	9-10
Board Store Special	11
MLS Statistics	12
MR Market Statistics	13
Market Summary	14
New Certification and 2023 BOD	15
Tour of Homes Schedule	16

October Calendar of Events:

- Oct. 6th: "Long Island Divide" Webinar 10:00 am-11:30 am
- Oct. 12th: Membership Engagement at 10:00 am
Community Relations at 11:00 am
- Oct. 13th: Finance Mtg at 10:00 am
MLS Mtg at 11:00 am
- Oct. 20th: Program Mtg at 1:30 pm
- Oct. 26th: Ready Realtor Class 9:00 am-11:30 am
- Oct. 27th: BOD Mtg 9:00 am



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MULTIPLE LISTING SERVICES
MLS

October Birthdays

1	Sherri Garvin Kim Cox Keri Ralston Brandi Haddock	19	Mikayla McAdoo
2	Courtney Maresh	20	Brit Hale Valerie Searcy
3	Stephanie Culp Morgan Faubion	21	Candi Thompson Jennifer Price Shanna Olds
4	Gail White	22	Susie Goodall Ed Berberich
5	Kenny Stevens	23	Kevin Hunter
6	Cassie Berryman Daren Strait	24	Melissa Gibbens Wilber Guerra Lacey Baker
7	Mason Williams Larry Solheim	25	Marcee Carpenter David Dunn
8	Belinda Hurley Shelly Mock Tyler Casey Lindsey Niebaum Jeff Flowers	26	Paige Lefebvre
9	Vicki Daniels Chew Cody Smith Tiffany Rea	27	Jeremy Beres Mike West
10	Rick Muenks Heather Griffith	28	Kathleen Denham Sonya Nagle Aaron Mullin
11	Holly Mitchell Aaron Arlington Mandy Woods Shannon VanGorp	29	Dustin Davidson Jill Welch Tammy Brand Brittney Guthrie Michelle Cantrell
12	Ty Rowe	30	Dara Steffen Stacy Beasley
13	Karen Pawlus Kelly Roberts	31	
14	Anthony Hance		
15	Howie Nunnely Robert Sherer		
16	Michele Buhr		
17	Jeanie Leonard Mark Darker		
18	Taylor Reece		

November Birthdays

1	Carol Goad Amanda Grubb	15	Eric Putnam
2	Darrel Phipps Lesley Cowger	16	Levi Utter Jillian Bennett David Cook Tiffany Blair
3	Zach Divine	17	Beth Ratchford Susan Wallace Christina Dicken Brittney Straw Grant Ousley Deborah Woods
4	Karen Love Andy Queen	18	
5	Gary Stubblefield Jenn Marti	19	Ashley Dhooghe Devyn Kyle Robert Conway
6	Cody Chaffin	20	
7	Nick Kanakis Melissa Boes	21	Bill Goodwin Arlisa Arwood Richard Calvert
8		22	Diane Newman
9	Wyatt Jones Jason Franklin Rebecca Beal	23	Mark Emerick Michael Randolph Zach Hess
10	Grant Guillory	24	Tim Reavis Randi Jo Werries
11	Sally Bush Brett Siebert Sarah Vickers Louis Rangel	25	
12	Alan Buttram Alisha Nunnely Coles Mendy Lasley Stephanie Kendall	26	David Salts
13	Boyd Christensen Zach Divine Jason Rawlings	27	Greg Wells Tamie Hurt Dave Bush
14	Marilyn Schultz Steven Mott Michael Zougla Elizabeth Turner	28	John Yaple Dave Hunt Kendra Rosinski Vic Johnson Elizabeth Gold
		29	David Thornton Shiloh Williams
		30	Russell Reed

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<http://theogar.theceshop.com/>

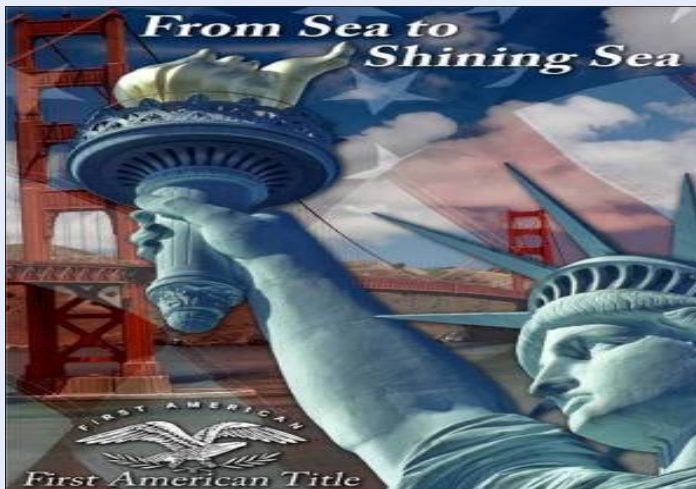


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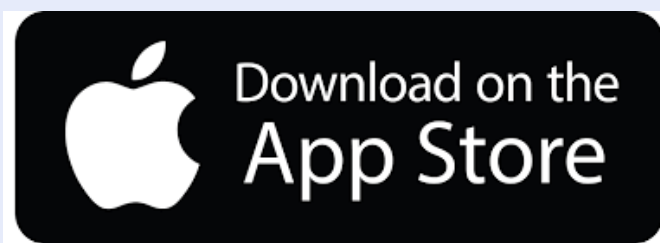
App of the Month

Compliments of OGAR'S Technology and Education Committee

Blinq.com

The easiest way to share your details.

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MR's Fall Business Conference 2022



More OGARs Involved at the State Level



September Tax Tips Class

Presented by Hardy, Wrestler and Associates

Special Thanks to Sean Parks with Mid-Missouri Bank



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.

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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
Leia Anderson, MLS Director
Cassia Ferrell, Member Services Coordinator

Agents on the *MOVE*

New Members:

Gabe Royer	1 Percent Lists SWMO
Teresa Buck	Keller Williams
Travis Buck	Keller Williams
Kierra Wash	Keller Williams
Heather Roach	Charles Burt Joplin
Tiffany Jamison	EXP Realty, LLC
Heidi Queary	Fathom Realty
Benjamin Fox	Keller Williams
Colby Hughes	EXP Realty, LLC

Drops:

Lisa Lloyd	Better Real Estate, LLC
Kevin Nally	Keller Williams
Karen Pawlus	Keller Williams
Kyli Hightower	Venture Group Real Estate
Bradford White	Homegenius
Brooke Hefley	Pro 100 Joplin
Katie Braunschweig	Pro 100 Joplin
Susan Cook	Pro 100 Joplin
Amie Weddle	Charles Burt Joplin
Dean Velasco	Keller Williams
Thad Torix	Keller Williams
Brandon McDaniel	Show Me Real Estate
Brooklyn Katrana	Keller Williams
Jessica Currier	Keller Williams
Cameron James	Keller Williams
Robert Sherer Buttram	Commercial Real Estate
L. Dee Murdock	Keller Williams

New MLS Only Offices:

None

New MLS Only Members:

None

New Appraisers:

None

New Affiliates:

None


New Offices:

None

Transfers:

None

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

Thursday, August 25th, 2022, at 9:00 am

Present: Chris Nickle, Jessica Hubbard, Courtney Denney, Kandice Yapple, Allen Hall, 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 August meeting agenda as emailed.

Motion made to approve the July minutes as emailed.

Committee Reports:

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

Treasurer/Officer's Report – Kandice Yapple

1. Reviewed minutes. Received financials as emailed. **Motion** made and approved to accept financials for July 2022.
2. **Motion** was approved to charge each new Primary REALTOR member joining the Association \$20 (in place of \$5) for their new member online orientation fee, provided by The Learning Library.
3. **Motion** was amended and approved that we add to our Policy & Procedures manual, that the Chair of our Local Leadership Academy committee and the Staff Liaison be able to attend the April Business Conference and be reimbursed just as state directors are for meals, mileage, and lodging.

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

1. No meeting this month. Next meeting is scheduled for September 8th.

President's Report – Chris Nickle

1. No report.

Association Executive Report – Kim Cox

1. Informed BOD that the new team info rule from MREC would come out on October 31st, 2022, regarding signage and names.
2. Informed BOD that a new trend is coming for Associations, less committees, or more combined committees and lots of small work groups or task forces instead.
3. Informed BOD that the State Committee announcements will be made just prior to September Business conference.
4. Informed BOD that the MREC is taking anonymous complaints again. Emails are not considered anonymous, and you will be emailed back and asked to file an actual complaint. You must send it in without your name, no contact can be made with you and no return address can be on the envelope.
5. Informed BOD that the Rapha House sent in a very nice "Thank You" letter for the Purse Auction fundraiser.
6. Informed BOD that the Core Standards for this year are finished!!!
7. Informed BOD of staff changes.

Motion made for the definition to be "Property obtained by Judicial or Power of Sale foreclosure for nonpayment of debt being sold to recoup outstanding loan or judgement funds."

5. Membership Engagement – Reviewed minutes.
 - a. A **Motion** was made to approve the conditional memberships for the agents listed below:

New Agents:

Shelbi Widener – Pro 100 Neosho (Secondary)

~~Jann~~ "Stacey" Thacker – Reece Nichols Neosho (Secondary)

Taylor Reece – Venture Group Real Estate (Secondary)

John Blankenship – Realty Executives Tri-States

Maggie Hagins – Show- Me Real Estate

Danny Boswell – Smith Midwest

Teresa Buck – Keller Williams

Gabriel Royer – 1 Percent Lists SWMO

Brooke Hutching – EXP Realty

Alisha Stinewalt – Smith Midwest

Kierra Wash – Keller Williams

Travis Buck – Keller Williams

Anthony Hance – Elite RE Group

New Appraisers/New Offices:

None

Affiliates:

Shelley Meeds – Re/Mix Interior Designs

Vice President's Report – Courtney Denney

1. Awards – Meeting was held on September 27th and award recipients were chosen.
2. RPAC – No meeting this month.
3. Technology/Education – Reviewed minutes. No motions or recommendations made. An Instashowing Hybrid class will be held on October 10th at 9:00 am.
4. Leadership Development – No meeting this month. Michael Wicklund's last year of his state director term is eligible to be filled and committee will be selecting soon.
5. Local Leadership Academy – Reviewed minutes. The staff sent out applications and class selection is being made 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; 18 agent/agents, 0 company/companies.
2. Full listing audit for every 100th listing is continuing, as well as daily policing.
3. Violations and Tribunal update; 0- CCP violations. Violation breakdown (5): 1 - No photo; 3 Status Updates needed, 1- Sentrilock serial numbers missing.

New Business:

1. Update from Jessica Hubbard on third party syndicate publishing closed data; data not coming from OGAR but from another association. They are working with the association to clear up the feed.

All the above motions passed with majority vote.

Meeting adjourned.

Board Store Special

\$1.00 off any single store item!



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MLS STATISTICS

AUGUST 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
AUG. 2021	365	89	211	95	179	56	27	98	0	16	15	4
AUG. 2022	327	79	186	81	132	48	15	116	1	13	15	1

Total Number of Active & Pending Listings: 1008

1-30 Days: 53 31-60 Days: 170 61-90 Days: 68 91-120 Days: 22 120+ days: 33

Total Units Sold: 692 Avg. DOM: 62

Avg. Sold Price: \$192,624 Median Sold Price: \$167,600

Absorption Rate: 1.93 months

Agent Type	Count	Summary Statistics	AUG.-22	AUG.-21	% Chg	2022 YTD	2021 YTD	% Chg
Designated REALTOR®	91	Absorption Rate	1.93	1.88	2.66	1.55	1.75	-11.43
Designated REALTOR® MLS only	10							
REALTOR®	578	Average List Price	\$252,351	\$227,746	10.80	\$219,025	\$195,539	12.0
REALTOR® MLS only	61							
Salesperson	22	Median List Price	\$185,950	\$159,900	16.29	\$180,000	\$155,608	15.6
Waiver	0							
Designated Appraiser	41	Average Sale Price	\$192,624	\$176,201	9.32	\$197,663	\$172,495	14.5
Associate Appraiser	7							
Designated Affiliate	66	Median Sale Price	\$167,600	\$151,000	10.99	\$173,151	\$152,500	13.5
Associate Affiliate	50							
Total Board/MLS	762	Average DOM	62	73	-15.07	69	79	12.6
Total Board with Affiliates	926	Median DOM	50	52	-3.85	51	56	-8.9



MARKET STATISTICS August 2022

Prepared September 15, 2022

Number of Listings	April-22	May-22	June-22	July-22	August-22	August-22 Pending
Number of Listings from Reporting MLS's	6,361	7,491	9,284	9,987	10,163	41.6% of Listings

Year-to-date Figures	August-19	August-20	August-21	August-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	54,472	55,138	63,113	57,661	14.5%	15.9%	5.9%
Median Residential Property Selling Price-YTD	172,500	183,000	215,000	240,000	17.5%	24.6%	39.1%

Monthly Detail Comparison	August-20	August-21	July-22	August-22	August vs July	August '22 vs August '21	August '22 vs August '20
Number of Homes Sold	8,803	9,623	7,876	8,180	3.9%	-15.0%	-7.1%
Number of Days on Market	44	24	22	25	13.6%	4.2%	-43.2%
Average Selling Price	\$238,646	\$262,780	\$295,409	\$289,014	-2.2%	10.0%	21.1%
Median Selling Price	\$197,500	\$225,000	\$250,000	\$245,000	-2.0%	8.9%	24.1%
Monthly Dollar Volume	\$2,100,804,857	\$2,528,733,553	\$2,326,643,131	\$2,364,134,840	1.6%	-6.5%	12.5%

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	August-20	August-21	July-22	August-22	August vs July	August '22 vs August '21	August '22 vs August '20
Number of REALTORS®	23,385	25,276	26,015	26,155	0.5%	3.5%	11.8%

AUGUST 2022 STATISTICS

MARKET STATISTICS

8,180

RESIDENTIAL
PROPERTIES SOLD

-15.0% vs August 2021

\$289,014

RESIDENTIAL
AVERAGE SALE PRICE

+10% vs August 2021

\$245,000

RESIDENTIAL
MEDIAN SALE PRICE

+8.9% vs August 2021

OVER \$2.3 BILLION

IN DOLLAR VOLUME

-6.5% vs August 2021

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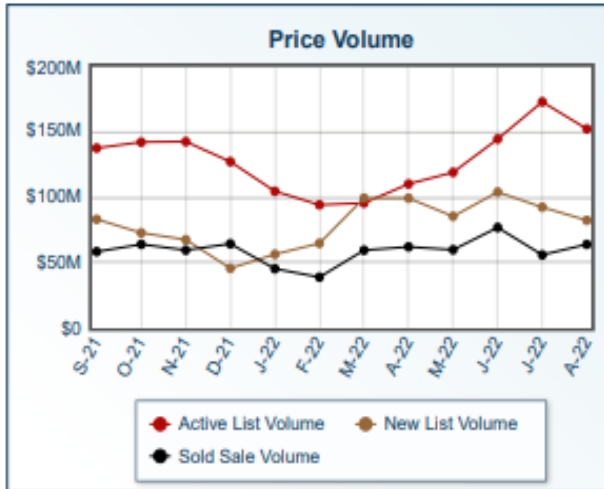
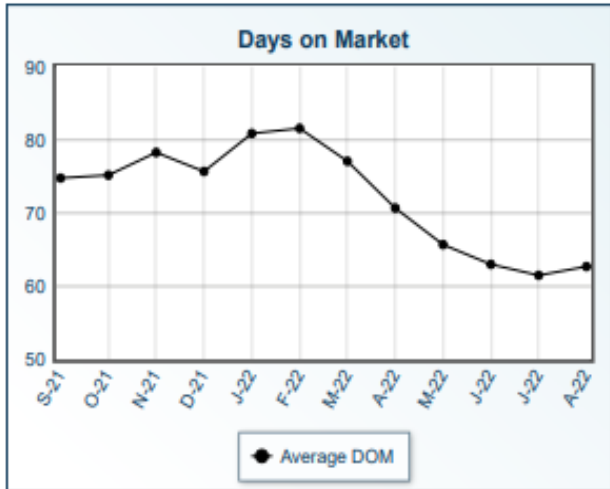
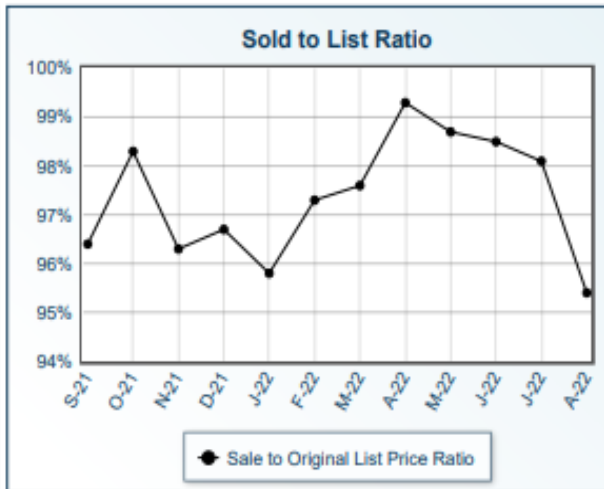
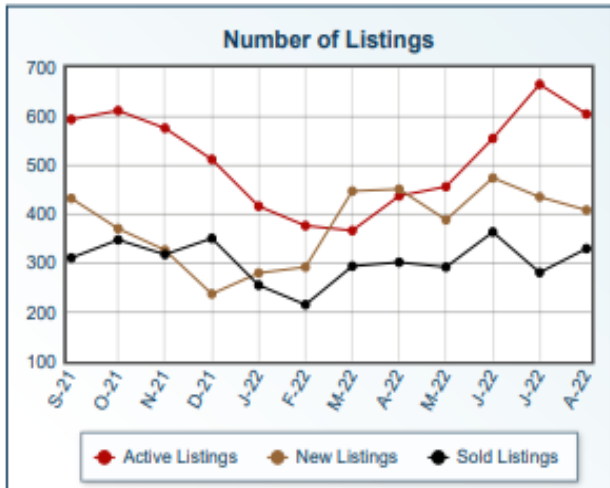
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Market Summary

Residential, August 2022



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Be the First to Earn a New Certification!

We encourage our members to register for the live virtual edition of the new Home Finance Resource certification course from the Center for REALTOR Development!

WHEN: October 12, 2022; 10:00 AM-5:00 PM

WHAT: The course provides foundational education about mortgage finance, including the pre-approval process, alternative financing options, types of lenders, and more.

REGISTER HERE: <https://learning.realtor/diweb/catalog/item?id=10907500&narmail=AE%20INS&date=09-21-2022&user=null>

COST: \$99.00

CONGRATULATIONS TO THE FOLLOWING MEMBERS ON THE 2023 BOD!

WE APPRECIATE YOUR SERVICE TO THE BOARD!

PRESIDENT: Jessica Hubbard - Hubbard Realty Group
PRESIDENT ELECT: Courtney Denney - NextHome SOMO Life
VICE PRESIDENT: Kandace Yaple - House of Realtors
PAST PRESIDENT: Chris Nickle - Nickle Appraisals
TREASURER: Jeremy Ritchie - Keller Williams Realty
3 YEAR DIRECTOR: Michael Wicklund - Pro 100 Realtors
2 YEAR DIRECTOR: Steve Johnson - Keller Williams Realty
1 YEAR DIRECTOR: Kalan Hubbard - Hubbard Realty Group
1 YEAR DIRECTOR: Judy Lowe - Pro 100 Realtors
1 YEAR DIRECTOR: Heather Owens - Pro 100 Realtors
MLS CHAIR: To be appointed by the President

Congratulations



**Ozark Gateway
Association of
REALTORS®**

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

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

