



— NEWSLETTER —

REALTORS TODAY



Official Publication of the Ozark Gateway
Association of REALTORS®



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

INSIDE THIS ISSUE

Birthdays	Page 2
App of the Month	Page 3
Newmie's Newbie Blog and Leadership Directory	Page 4
Agents on the Move	Page 5
Board Store Special	Page 6
Statistics	Pages 7-8
Market Summary	Page 9
Loving Grace Donations	Page 10
BOD Minutes	Pages 11-12
News from NAR	Page 13
Tour of Homes Schedule	Page 14

CALENDAR OF EVENTS

November 4:	Board Office Closed at Noon
November 5:	Annual Installation Banquet at 6:00 p.m.
November 9:	Membership Engagement at 10:00 a.m. Community Relations at 11:00 a.m.
November 10:	Finance Meeting at 10:00 a.m. MLS Meeting at 11:00 a.m.
November 11-14:	NAR Conference & Expo
November 17:	Board of Directors Meeting via email
November 24-25:	Board Office Closed
November 30:	Ready Realtor Class 10:00 a.m.-11:00 a.m.



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



www.smbonline.com
2022 Platinum Affiliate Member

BIRTHDAYS

NOVEMBER

- | | |
|---|---|
| 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
DANNY BOSWELL
CODI COOK | 17 SETH RATCHFORD
SUSAN WALLACE
CHRISTINA DICKEN
BRITTNEY STRAW
GRANT OUSLEY
DEBORAH WOODS |
| 4 KAREN LOVE
ANDY QUEEN | 19 ASHLEY DHOOGHE
DEVYN KYLE
ROBERT CONWAY |
| 5 GARY STUBBLEFIELD
JENN MARTI | 20 KRISTI CELATA |
| 6 CODY CHAFFIN | 21 BILL GOODWIN
ARLISA ARWOOD
RICHARD CALVERT |
| 7 NICK KANAKIS
MELISSA BOES | 22 DIANE NEWMAN |
| 9 WYATT JONES
JASON FRANKLIN
REBECCA BEAL
HEIDI QUEEARY | 23 MARK EMERICK
MICHAEL RANDOLPH
ZACH HESS |
| 10 GRANT GUILLORY | 24 TIM REAVIS
RANDI JO WERRIES |
| 11 SALLY BUSH
BRETT SIEBERT
SARAH VICKERS
LUIS RANGEL | 26 DAVID SALTS |
| 12 ALAN BUTTRAM
ALISHA NUNNELLY COLES
MENDY LASLEY
STEPHANIE KENDALL | 27 GREG WELLS
TAMIE HURT
DAVE BUSH |
| 13 BOYD CHRISTENSEN
ZACH DIVINE
JASON RAWLINGS | 28 JOHN YAPLE
DAVE HUNT
KENDRA ROSINSKI
VIC JOHNSON
ELIZABETH GOLD |
| 14 MARILY SCHULTZ
STEVEN MOTT
MICHAEL ZOUGLAS
ELIZABETH TURNER | 29 DAVID THORNTON
SHILOH WILLIAMS |
| | 30 RUSSELL REED |

DECEMBER

- | | |
|---|---|
| 1 DAVID GRENINGER
RALPH WATKINS | 19 CLARISSA BOWEN
SHANNON CHEW
TRAVIS TRUEBLOOD |
| 2 HUNTER PERRY | 20 MIKE SCOTT |
| 3 TANYA RICE | 21 JOHN DORTON
DEBBIE BARLOS |
| 4 TREVOR FRERER | 22 SHAWNA LAMB
CHERYL BARLEY
KEITH MCCRACKEN
MONICA QUEN |
| 5 CHRISTINE YUNEK
PAMELA COGBURN
CAROLE KING | 23 SARAH VONDER HAAR |
| 6 JEREMY BLAND
JEANNE MILLER | 24 ALLISON MARDIS
SEBASTIAN MILLS
TJ BELCHER |
| 9 SCOTT BINNS
BAILEE BLAND | 25 WALTER HAYES |
| 10 MICHAEL HEIFNER
AMANDA LIONTAS | 26 JOHN ZIBERT
SARAH SELLER
KAREN LEE
TERESA BUCK |
| 11 TINA LOW
JOHNNY MURRAY
CODY HANER | 27 JIM HEMBREE
DONNY ALLEN
CATHERINE JOHNSTON |
| 12 ASHLEY PAGE
BRENDA MURRAY | 28 JULIE CAMPBELL
ANDREW SPIEKER |
| 13 MICHAEL WICKLUND
GARY GARVIN
CARIE GONZALES
BRIAN JONES | 29 GALEN CARTER
DEBBIE RESTIVO
JUSTIN WARD |
| 14 SCOTT SUDKAMP
DOMINIC WILLIS | 30 BEN DAVIS
DALE JONES |
| 15 REESIE EDMONDSON
STACEY THACKER
MIKE OSBORN | |
| 16 LOU ANN COOK | |
| 17 LAVAINÉ MURPHY
ALLEN DEITZ
DAN FITZPATRICK
STERLING WHITE | |

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 Level Affiliate

PAGE 2



2022 Silver Level Affiliate

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



Your 4 STATE LENDERS!

KANSAS

MISSOURI

OKLAHOMA

ARKANSAS

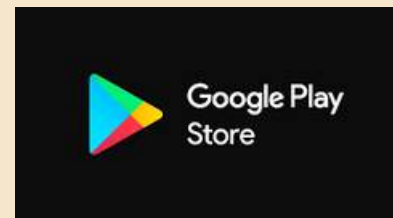
2401 E. 32nd St., Ste. 5 | Joplin MO 64804
1721 La Questa Drive, Ste. 4 | Neosho, MO 64850



2022 Silver Level Affiliate www.missourimortgagesource.com

App of the Month

Compliments of OCAR Technology and Education Committee



Fast. Accurate. Everywhere.

The most advanced and comprehensive parcel data and property line map application. LandGlide gives you access on all your devices.

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!

2022 Gold Level Affiliate
www.arvest.com

arvest.com/homeloan



ARVEST BANK

Member FDIC Equal Housing Lender Loans subject to credit approval.

2022 Gold Level Affiliate
www.pinnbank.com



Pinnacle Bank



MEMBER FDIC



Newmie's Newbie Blog

SALES TIPS & TECHNIQUES

The basics never change: Success in real estate sales comes from building strong relationships and serving your customers in a way no one else can. When customers recognize your value,

they keep coming back and referring business your way.

<https://www.nar.realtor/sales-tips-techniques>



www.joplinglobe.com 2022 Platinum Level Affiliate



www.cbtitleinc.com 2022 Silver Level Affiliate

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

For Great Online CE and Monthly Promotions Visit:
<http://theogar.theceshop.com/>



Agents on the Move

Drops

Keri Smith
Keller Williams

Mandy McMahan
SWMO Homes.com

Mikayla McAdoo
EXP Realty

Stephen Cosby
Newmark Knight Frank Valuation

Tammy Brand
Round Prairie Properties

Karen Lee
Keller Williams



New Appraisers

Chris Williams
Newmark Knight Frank Valuation

Caleb Bowen
CSB Company Enterprise

Steve Friedman
STL Appraisals

New MLS Only Members
None

New Members

Katelyn Sears
Realty One Group Ovation

Kristi Celata
Reece Nichols Joplin

Paula George
Pro 100 Joplin

Derrick Scott
NextHome SOMO Life

L Dee Murdock
Show-Me One Percent Listings

Will Seagraves
Charles Burt Homefolks

Michael Williams
Keller Williams



New Affiliates

Codi Cook
Great American Title

Joshua Wright
Nook-n-Kranny Home Inspection



Transfers

Amanda Burrow
to Pro 100 Joplin

Brandi Bates
to Realty One Group Ovation

Danielle Del Marco
to Keller Williams

Stephanie Colbert
to Keller Williams

Keri Smith
Keller Williams



New Offices

Show-Me One Percent Listings
DR is L Dee Murdock

CSB Company Enterprise
DA is Caleb Bowen

STL Appraisals
DA is Steve Friedman

New MLS Only Offices
None



www.firstam.com

WOW!

Board Store Special

WOW!

Buy 2 Riders Get 1 Free



2022 Platinum Level Affiliate www.wacotitle.com



2022 Platinum Level Affiliate www.jomomoving.com



2022 Silver Level Affiliate www.markleyfloorrestore.com



Commercial Photo & Video
 Real Estate
 Virtual Tours
 Drone
 Floor Plans
 Virtual Staging
 Virtual Twilight
 Property Websites
 Social Media Tools

1801 W 32nd St. C-213, Joplin, MO 64804
tailupmedia@tourservices.com
 866-995-5575

2022 Platinum Level Affiliate



MLS Statistics

SEPTEMBER 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
SEPT. 2021	311	61	179	90	158	42	12	86	0	12	19	0
SEPT. 2022	336	77	204	74	162	50	22	85	0	15	18	4

Total Number of Active & Pending Listings:949

1-30 Days: 45 31-60 Days: 175 61-90 Days: 69 91-120 Days: 32 120+ days: 35

Total Units Sold: 356 Avg. DOM: 66

Avg. Sold Price: \$196,012 Median Sold Price: \$168,128

Absorption Rate: 1.93 months

Agent Type	Count
Designated REALTOR®	92
Designated REALTOR® MLS only	10
REALTOR®	589
REALTOR® MLS only	60
Salesperson	12
Waiver	0
Designated Appraiser	43
Associate Appraiser	7
Designated Affiliate	66
Associate Affiliate	52
Total Board/MLS	813
Total Board with Affiliates	931

Summary Statistics	SEPT.-22	SEPT.-21	% Chg	2022 YTD	2021 YTD	% Chg
Absorption Rate	1.93	2.03	-4.93%	1.6	1.77	-9.6
Average List Price	\$257,485	\$232,344	10.82	\$218,966	\$195,451	12.0
Median List Price	\$200,000	\$173,101	15.54	\$180,000	\$157,000	14.6
Average Sale Price	\$196,012	\$187,170	4.72	\$197,598	\$174,170	13.4
Median Sale Price	\$168,128	\$152,290	10.40	\$172,000	\$152,500	12.7
Average DOM	66	74	-10.81	69	79	12.6
Median DOM	53	55	-3.64	51	56	-8.9

MARKET STATISTICS

September 2022

Prepared October 17, 2022

Number of Listings	May-22	June-22	July-22	August-22	September-22	September-22 Pending
Number of Listings from Reporting MLS's	7,491	9,284	9,987	10,163	10,338	33%

Year-to-date Figures	September-19	September-20	September-21	September-22	2022 YTD vs 2021 YTD	2022 YTD vs 2020 YTD	2022 YTD vs 2019 YTD
Number of Residential Properties Sold - YTD	61,431	63,889	72,122	65,245	-9.5%	2.1%	6.2%
Median Residential Property Selling Price-YTD	172,500	185,000	216,388	240,000	10.9%	29.7%	39.1%

Monthly Detail Comparison	September-20	September-21	August-22	September-22	Sept vs Aug	Sep '22 vs Sep '21	Sep '22 vs Sep '20
Number of Homes Sold	8,751	9,020	8,180	7,609	-7.0%	-15.6%	-13.0%
Number of Days on Market	42	26	25	30	20.0%	15.4%	-28.6%
Average Selling Price	\$237,477	\$265,715	\$289,014	\$287,227	-0.6%	8.1%	20.9%
Median Selling Price	\$199,000	\$225,000	\$245,000	\$243,000	-0.8%	8.0%	22.1%
Monthly Dollar Volume	\$2,078,159,592	\$2,396,752,904	\$2,364,134,840	\$2,185,507,628	-7.6%	-8.8%	5.2%

Quarterly Comparison	3rd Qtr 2020	3rd Qtr 2021	2nd Qtr 2022	3rd Qtr 2022	3rd Qtr '22 vs 2nd Qtr '22	3rd Qtr '22 vs 3rd Qtr '21	3rd Qtr '22 vs 3rd Qtr '20
Number of Homes Sold	27,167	27,801	24,077	24,550	2.0%	-11.7%	-9.6%
Number of Days on Market	44	25	25	26	5.7%	4.0%	-40.9%
Average Selling Price	\$236,724	\$267,090	\$294,083	\$294,405	0.1%	10.2%	24.4%
Median Selling Price	\$197,500	\$225,000	\$249,000	\$243,000	-2.4%	8.0%	23.0%
Quarterly Dollar Volume	\$6,428,881,080	\$7,423,548,042	\$7,099,505,449	\$7,239,035,088	2.0%	-2.5%	12.6%

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	September-20	September-21	August-22	September-22	Sept vs Aug	Sep '22 vs Sep '21	Sep '22 vs Sep '20
Number of REALTORS®	23,661	25,404	26,155	26,172	0.1%	3.0%	10.6%

SEPTEMBER 2022 STATISTICS



MARKET STATISTICS

7,609

RESIDENTIAL
PROPERTIES SOLD
-15.6% vs Sept. 2021



\$287,227

RESIDENTIAL
AVERAGE SALE PRICE
+8.1% vs Sept. 2021



\$243,000

RESIDENTIAL
MEDIAN SALE PRICE
+8.0% vs Sept. 2021



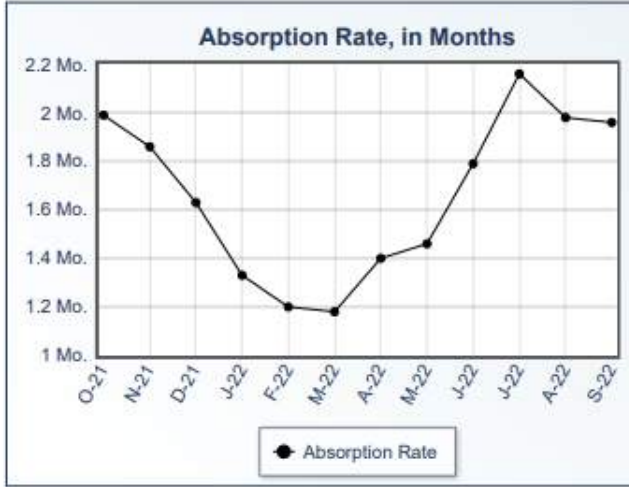
**OVER \$2.1
BILLION**

IN DOLLAR VOLUME
-8.8% vs Sept. 2021



Market Summary

Residential, September 2022





OGAR members partnered with MSSU Honor Student Abbi Surbrugg to collect hygiene products for the Joplin area's Loving Grace, a transitional housing facility.



FEMININE HYGIENE DRIVE

Help us support women in the community!

All donations will go directly to Loving Grace to support homeless women in Joplin.

Donations will be accepted up through November 1

DROP OFF DONATIONS HERE

Ozark Gateway Association of Realtors
 (417)782-6161
 712 FLORIDA AVE, JOPLIN, MO 64801

MENSTRUAL PRODUCTS FOR ALL

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

Thursday, October 27th, 2022, at 9:00 am

Present: Chris Nickle, Jessica Hubbard, Courtney Denney, Kandice Yaple, 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 October meeting agenda as emailed.

Motion made to approve minutes from the September BOD meeting and the October 13th email 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 September 2022.**
- 2. Update given on handicap ramp. Motion made and approved to pay contractor up to \$1,000 and have him start in or around December 1st, 2022.**
- 3. Motion made and approved to pay for a table (\$1,000) at the January MR Installation Banquet for our State Directors (plus 3 guests), in lieu of being an event sponsor.**
- 4. Updated on dues increase for NAR, MR and motion passed (by email) to raise local dues \$15 a year starting in January of 2023.**
 - 5. Motion made and approved to donate a \$100 gift card to Shop with a Cop.**
 - 6. Motion made and approved to order a new computer for the Kim, not to exceed \$1,500.**

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

- 1. No meeting this month. Next meeting is scheduled for November 10, 2022.**
- 2. A question was brought forward on if there is an easier way to search for teams in Flex. The staff to add this item to the November agenda.**

President's Report – Chris Nickle

- 1. No report.**

Association Executive Report – Kim Cox

- 1. Showed the BOD one of the postcards that were mailed out to consumers on NAR's civil lawsuit.**

President-Elect's Report – Jessica Hubbard

- 1. Strategic Planning – No meeting this month.**
- 2. Program & Events – No minutes. Committee held a work session for the centerpieces for the banquet and made a plan of when to meet at Downstream to setup.**
- 3. Community Relations – No meeting this month.**
- 4. Governing Docs – Reviewed minutes.**
 - a. A lengthy discussion was held on the recommendation made that OGAR does NOT manage any affiliate complaints that are brought forward by the public; but that we should have a path for complaints on any property access issues. A recommendation was made that a Governing Docs Task Force will be created in January of 2023 to tackle this subject. Jeremy, Courtney and Jessica all volunteered to sit on the task force when it convenes.**



NOVEMBER



b. Discussion was held on MLS Rule 2.29 regarding advertising and having a builder's sign in an MLS photo; it was decided to leave the rule as is: Personal and/or company advertising on the MLS system outside the chosen fields is prohibited.

5. Membership Engagement – Reviewed minutes.

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

New Agents:

Chris Williams – Newmark Knight Frank Valuation (2ndary)
Tiffany Jamison – EXP Realty (Secondary) Heidi Queary – Fathom Realty (Secondary)
Katelyn Sears – Realty One Group Ovation (Secondary) Paula George – Pro 100 Joplin
Heather Roach – Charles Burt Joplin Benjamin Fox – Keller Williams
Colby Hughes – EXP Realty Kristi Celata – Reece Nichols Joplin
Derrick Scott – Next Home SOMO Life

New Appraisers:

None

New Offices:

Show-Me One Percent Listings – DR is L Dee Murdock

Affiliates:

Codi Cook – Great American Title

Vice President's Report – Courtney Denney

1. Awards – Completed for the year; Award selections have been made.
2. RPAC – No meeting this month, waiting on Major Donors to finish their pledges.
3. Technology/Education – No meeting this month.
4. Leadership Development – No meeting this month, will meet in November for one final agenda item regarding a state director's term.
5. Local Leadership Academy – Selections for class of 7 were made: Kortni Flaherty, Katie Boydston, Tim Hopper, Dave Cook, Marny Scotten, Kyle Lewis and Bobbi Hylton.
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 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; 1- CCP violations. Violation breakdown (6): 2 - No photo; 2 Status Updates needed, 2- Sentrilock serial numbers missing.

New Business:

1. Audrey Sneed was appointed by the Incoming President and was confirmed by the Board of Directors to be MLS Chair and 1-Year Director for the 2023 calendar year.
2. A lengthy discussion was held on classifying the verbiage of "elected" and "appointed" in OGAR's Bylaws and Policy. A recommendation was made to send this to the Governing Docs Task Force that is being created and have them do a side-by-side comparison of all the current verbiage and make any recommendations they have in moving forward for in making sure our rules are clearly written and easily transparent.
3. Discussed our current accounting process and the consideration of keeping credit cards on file. The subject was tabled and will be sent back to the Finance committee to discuss.

All the above motions passed with majority vote.

Meeting adjourned.



Pending Home Sales Waned 10.2% in September

NAR/WASHINGTON, D.C. (October 28, 2022) – Pending home sales trailed off for the fourth consecutive month in September, according to the National Association of REALTORS®. All four major regions recorded month-over-month and year-over-year declines in transactions.

The Pending Home Sales Index (PHSI),* www.nar.realtor/pending-home-sales, a forward-looking indicator of home sales based on contract signings, slumped 10.2% to 79.5 in September. Year-over-year, pending transactions slid by 31.0%. An index of 100 is equal to the level of contract activity in 2001.

"Persistent inflation has proven quite harmful to the housing market," said NAR Chief Economist Lawrence Yun. "The Federal Reserve has had to drastically raise interest rates to quell inflation, which has resulted in far fewer buyers and even fewer sellers."

Yun noted that new home listings are down compared to one year ago since many homeowners are unwilling to give up the rock-bottom, 3% mortgage rates that they locked in prior to this year.

"The new normal for mortgage rates could be around 7% for a while," Yun added. "On a \$300,000 loan, that translates to a typical monthly mortgage payment of nearly \$2,000, compared to \$1,265 just one year ago – a difference of more than \$700 per month. Only when inflation is tamed will mortgage rates retreat and boost home purchasing power for buyers."

Pending Home Sales Regional Breakdown

The Northeast PHSI descended 16.2% from last month to 64.2, a decline of 30.1% from September 2021. The Midwest index retracted 8.8% to 80.7 in September, down 26.7% from one year ago.

The South PHSI faded 8.1% to 97.0 in September, a drop of 30.0% from the prior year. The West index slipped by 11.7% in September to 62.7, down 38.7% from September 2021.

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 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 October will be reported on November 18. The next Pending Home Sales Index will be on November 30. All release times are 10 a.m. Eastern.





**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)