March

UPCOMING EVENTS

Mar 6th: Membership & Community Mtg 10:00am

Mar 9th: Property Management Class w/Paul Dizmang
9:00am—3:30pm

Mar 13th: Local Leadership Academy #4

Mar 14th: Finance Mtg 10:30am
   MLS Mtg 11:00am
   Program Mtg 1:30pm

Mar 19th: Awards Mtg 2:00pm

Mar 21st: All Member Lunch 11:30am—12:30pm

Mar 27th: RPAC Mtg 10:00am

Mar 28th: Board of Directors Mtg 9:30am
Agents on the Move

New Members:
Katrina Baird—NextHome SoMo Life
Dave Hunt—Keller Williams
Karrington Garvin—Burl M. Garvin, Realtor
Hallie Cleveland Huffman—Keller Williams
Olivia Salmons—Keller Williams
Emily Pink—Keller Williams
Michelle Lewis—Michelle Lewis & Associates

New Offices:
Bluebird Real Estate DR is Kelli Clouse
Michelle Lewis & Associates, LLC DR is Michelle Lewis

New Affiliates:
None

Drops:
Gary Nelson—Keller Williams
Jonathan Brown—A1 Healthy Homes
Jenna Nichols—Market Direct Realty
Jerry Winchester—Three Rivers RE of Neosho
Chester Bryant—Three Rivers RE of Neosho
Brooke McMullen—NextHome SoMo Life
Angela McCauley—Charles Burt Homefinders
Obed Martinez—Smith Midwest
Chris Schooley—MoCap
Valarie Bate—MoCap
Jaime Dozier—Keller Williams
August Baumgartner—Keller Williams
Evelyn Harmon—Reece Nichols Neosho
Kyler Baker—Real Pro Joplin

New MLS Only Members:
Lydia Cotton—Genuine Realty
Catherine Brown—Rocket Homes

New Offices—MLS Only:
None

Transfers:
Morgan Sprouls to Crye-Leike
Kelli Clouse to Bluebird Real Estate, LLC
Mason Williams to Charles Burt Joplin
Mike Sparlin to Realty Executives Tri-States
Sara Fink to Crye-Leike

MARCH Madness Sale!!!!
Buy 2 get 1 FREE*
Of Equal or Lesser Value While Supplies Last

HOME WARRANTY
OPEN TODAY TO 

HOME FOR SALE

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www.joplinglobe.com

2019 Silver Affiliate Member
gatozarks.com

“Your trusted partner for success.”
Corporate Office 506 West Battlefield Springfield, Missouri 65807
Phone 417.823.0800 Toll-free 1.800.455.6868 Fax 417.823.0810
www.gatozarks.com
MARCH BIRTHDAYS

1st: Janis McGrew
   Rhonda Thompson
2nd: Linda Lawson
3rd: Connie Cooper
   Tim Goostree
   Randai Kraft
4th: Mason Kleinsorge
5th: Kathy Allen
   Mark Phipps
   Randall Walker
   Julie Zerikel
6th: Lori Lanier
7th: Doris Carlin
   Sheri Sztamenits
   Clyde Thomas
8th: Darrel Kidd
10th: Les Bruner
   Cheryl Chandler
   Charri Gary
11th: Kristi Greek
12th: Chris Riggs
   Kelsey Stirewalt
13th: Don Greenlee
14th: Kurt Bayersdorfer
   Liz Dawson
   Mary Plunkett
15th: Kiley Cobb
17th: Richard Huskey
18th: Hollen Smith
19th: Kip Smith
   Rhonda Tiller
20th: Jay Holt
   Courtney Powell
21st: Ariel Smith
22nd: Steve Johnson
   Heather Owens
   Ron Wright
23rd: Landon Fenimore
   Brenda Reynolds
   Christina Williamson
24th: Marki Helms
   Chris Zimmerman
25th: Charlotte Moody
26th: Marsha Adams
   Kelli Clouse
   Clayton Young
27th: Kellen Autry
   Jaime Dozier
28th: Chad Degonia
   Chiquita Lemus
   Levi Mittag
29th: Eric Wood
30th: Courtney Denney
31st: Becky Carlton

APRIL BIRTHDAYS

1st: Kim Higdon
2nd: Tim Kundiger
3rd: Brenda McCracken
   Mark Stephenson
4th: Richard Duley
   Emalee Harp
   Wayne Martin
   Donna Stinnett
5th: Rick Schwartz
7th: Tami Marlay
   Susan Sacbibit
   Ethan Snow
9th: Tim McNally
10th: Jennifer Brothers
   Doug Myers
   Israel Thompson
11th: Tyler Richards
   Brian Smith
12th: Jake Eggerman
   Deborah Lamoure
   Becky McDaniel
13th: Brandon Lehman
14th: Danny Lowe
   Lee McDonough
   Chelsea Mittag
15th: Treyce Ball
   Tom Christensen
   Chris Faubion
16th: Staci Fohey
18th: Mandy Davis
   Misha Wilson
19th: Audrey Sneed
20th: Kent Eastman
   Sean McWilliams
   Forrest Stodghill
21st: Connie Clemons
   Greg McConnell
22nd: Jennifer Gillespie
   Amy Manning
   Sara Smith
23rd: Rob O'Brian
   Hagen Vogel
24th: Jodi Goth
   Richard Payne
   Judy Shaffer
   Susi Yust
25th: Seth Dermott
   Nina Moser
   Ashley Wise
28th: Brian Atnip
29th: Amy Hunt
   Sara Pflug
   Christy Profitt
30th: Jeff Ball
   Gary Reid
   Tanya Scott
   Katarina Severn
   Jack Spidell
   For additional courses, visit: https://realestatece.com/courses/missouri
**JANUARY 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>1-2 Bed</th>
<th>3 Bed</th>
<th>4+ Bed</th>
<th>Conv.</th>
<th>FHA</th>
<th>VA</th>
<th>Cash</th>
<th>Own</th>
<th>Lease Purch</th>
<th>RD</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2473</td>
<td>437</td>
<td>1483</td>
<td>553</td>
<td>952</td>
<td>402</td>
<td>108</td>
<td>722</td>
<td>10</td>
<td>52</td>
<td>187</td>
<td>33</td>
</tr>
<tr>
<td>2016</td>
<td>2814</td>
<td>482</td>
<td>1627</td>
<td>705</td>
<td>1150</td>
<td>433</td>
<td>118</td>
<td>735</td>
<td>9</td>
<td>90</td>
<td>217</td>
<td>59</td>
</tr>
<tr>
<td>2017</td>
<td>2977</td>
<td>594</td>
<td>1685</td>
<td>696</td>
<td>1156</td>
<td>486</td>
<td>157</td>
<td>795</td>
<td>8</td>
<td>131</td>
<td>220</td>
<td>23</td>
</tr>
<tr>
<td>2018</td>
<td>3091</td>
<td>612</td>
<td>1716</td>
<td>759</td>
<td>1378</td>
<td>390</td>
<td>149</td>
<td>755</td>
<td>13</td>
<td>157</td>
<td>208</td>
<td>31</td>
</tr>
<tr>
<td>Jan 2018</td>
<td>165</td>
<td>18</td>
<td>105</td>
<td>41</td>
<td>56</td>
<td>25</td>
<td>10</td>
<td>52</td>
<td>0</td>
<td>9</td>
<td>11</td>
<td>2</td>
</tr>
<tr>
<td>Jan 2019</td>
<td>189</td>
<td>43</td>
<td>105</td>
<td>41</td>
<td>89</td>
<td>17</td>
<td>10</td>
<td>49</td>
<td>2</td>
<td>19</td>
<td>3</td>
<td>0</td>
</tr>
</tbody>
</table>

**Total Number of Active Listings:** 1,114

1-30 Days: 26  
31-60 Days: 49  
61-90 Days: 35  
91-120 Days: 30  
120+ days: 49

**Total Units Sold:** 189  
**Avg. DOM:** 100  
**Avg. Sold Price:** $129,820  
**Median Sold Price:** $111,000  
**Absorption Rate:** 4.79 months

### Agent Type

<table>
<thead>
<tr>
<th>Agent Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Designated REALTOR®</td>
<td>73</td>
</tr>
<tr>
<td>Designated Appraiser</td>
<td>57</td>
</tr>
<tr>
<td>REALTOR®</td>
<td>493</td>
</tr>
<tr>
<td>Associate Appraiser</td>
<td>4</td>
</tr>
<tr>
<td>Salesperson</td>
<td>12</td>
</tr>
<tr>
<td>Waiver</td>
<td>1</td>
</tr>
<tr>
<td>Designated Affiliate</td>
<td>56</td>
</tr>
<tr>
<td>Associate Affiliate</td>
<td>49</td>
</tr>
<tr>
<td>Total Board/ MLS: (minus affiliates)</td>
<td>640</td>
</tr>
<tr>
<td>Total Board w/Affiliates:</td>
<td>745</td>
</tr>
</tbody>
</table>

### Summary Statistics

<table>
<thead>
<tr>
<th>Summary Statistics</th>
<th>Jan—19</th>
<th>Jan—18</th>
<th>% Chg</th>
<th>2019 YTD</th>
<th>2018 YTD</th>
<th>% Chg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Absorption Rate</td>
<td>4.79</td>
<td>4.95</td>
<td>-3.23</td>
<td>4.79</td>
<td>4.95</td>
<td>-3.23</td>
</tr>
<tr>
<td>Average List Price</td>
<td>$150,147</td>
<td>$145,265</td>
<td>3.36</td>
<td>$149,834</td>
<td>$149,196</td>
<td>0.43</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$117,200</td>
<td>$112,500</td>
<td>4.18</td>
<td>$121,950</td>
<td>$115,000</td>
<td>6.04</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$111,000</td>
<td>$115,000</td>
<td>-3.48</td>
<td>$111,000</td>
<td>$115,000</td>
<td>-3.48</td>
</tr>
<tr>
<td>Average DOM</td>
<td>100</td>
<td>118</td>
<td>-15.25</td>
<td>100</td>
<td>118</td>
<td>-15.25</td>
</tr>
<tr>
<td>Median DOM</td>
<td>74</td>
<td>84</td>
<td>-11.90</td>
<td>74</td>
<td>84</td>
<td>-11.90</td>
</tr>
</tbody>
</table>
### January 2019

**Market Statistics**

*Prepared February 18, 2019*

<table>
<thead>
<tr>
<th>Number of Listings</th>
<th>October-18</th>
<th>November-18</th>
<th>December-18</th>
<th>January-19</th>
<th>January-19 Pending</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Listings from Reporting MLS's</td>
<td>21,913</td>
<td>19,877</td>
<td>16,949</td>
<td>15,346</td>
<td>22.9% of Listings</td>
</tr>
</tbody>
</table>

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<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of Residential Properties Sold - YTD</td>
<td>4,098</td>
<td>4,348</td>
<td>4,370</td>
<td>4,002</td>
<td>-8.4%</td>
<td>-8.0%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>Median Residential Property Selling Price - YTD</td>
<td>135,000</td>
<td>145,000</td>
<td>131,660</td>
<td>163,667</td>
<td>24.3%</td>
<td>12.9%</td>
<td>21.2%</td>
</tr>
</tbody>
</table>

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<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of Homes Sold</td>
<td>4,348</td>
<td>4,370</td>
<td>6,882</td>
<td>4,002</td>
<td>-41.8%</td>
<td>-8.4%</td>
<td>-8.0%</td>
</tr>
<tr>
<td>Number of Days on Market</td>
<td>112</td>
<td>68</td>
<td>59</td>
<td>62</td>
<td>5.1%</td>
<td>-8.8%</td>
<td>-44.6%</td>
</tr>
<tr>
<td>Average Selling Price</td>
<td>$175,881</td>
<td>$185,435</td>
<td>$191,076</td>
<td>$193,634</td>
<td>1.3%</td>
<td>4.4%</td>
<td>10.1%</td>
</tr>
<tr>
<td>Median Selling Price</td>
<td>$145,000</td>
<td>$131,680</td>
<td>$159,500</td>
<td>$163,667</td>
<td>2.6%</td>
<td>24.3%</td>
<td>12.9%</td>
</tr>
<tr>
<td>Monthly Dollar Volume</td>
<td>$764,731,738</td>
<td>$794,725,716</td>
<td>$1,314,983,767</td>
<td>$774,923,277</td>
<td>-41.1%</td>
<td>-2.5%</td>
<td>1.3%</td>
</tr>
</tbody>
</table>

*This information does not reflect all real estate activity in Missouri.*

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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of REALTORS®</td>
<td>18,848</td>
<td>21,346</td>
<td>22,178</td>
<td>21,735</td>
<td>-2.0%</td>
<td>1.8%</td>
<td>15.3%</td>
</tr>
</tbody>
</table>
First-Time Home Buyer Savings Accounts are now available to help Missouri residents take that first step toward owning a home!

**DO YOU QUALIFY?** As a Missouri resident, you qualify for this program as long as you haven’t previously owned a home of any kind.

**CAN YOU AFFORD A HOME?** Contact a local REALTOR® to help you understand the costs of buying a home and to find a home that best fits your needs.

**HOW DOES THIS WORK?** Annual contributions are up to $3,200 for married couples and $1,600 for all other filers. **Tax deductions are capped at contribution totals of up to $1,600 for married couples and $800 for all other filers.**

**WHEN CAN YOU START?** Open a Missouri First-Time Home Buyer Savings Account TODAY and start saving NOW!
Board of Director’s Minutes

Ozark Gateway Association of REALTORS®

Director’s Minutes

Thursday, February 27th, 2019 at 9:30 am

Present: Jennifer Reaves, Brandi Haddock, Allen Hall, Chris Nickle, Forrest Stodghill, Morgan Sprouls, Courtney Denney, Susi Yust, Cheryl Barley, John Yaple and Kalan Hubbard.

Staff Present: Kim Cox

Roll call was taken by sign in.

Meeting was called to order by President Jennifer Reaves.

Motion was made to approve agenda as emailed.

Motion made to approve the minutes from the January BOD meeting as emailed.

Chris Nickle, Officer/Treasurer

1. Received financials for January 2019 as emailed. Motion made and approved to accept financials for January and YTD.


3. Motion made to be a sponsor for MR Incoming President’s (Jeff Kester) Inauguration Banquet in September (in Springfield) at the $700 level.

Cheryl Barley, MLS Chair/1 Year Director

1. Motion made to add solar options to the “Exterior Features” section of the MLS as “Solar Owned” and “Solar Leased”. A recommendation was also made to forward the idea of adding “solar” as a disclosure; sending to MR’s Residential Forms Committee.

2. After two discussions and responses from Legal Line on both;
   A. Regarding the “Municipality” line on the RES-2000 Form “Residential Sale Contract”, a recommendation is being sent out to DR’s that if their agent doesn’t know the answer of whether or not their listing is, or is not, in a municipality to just leave the line blank, or write in “unknown”. They can always check with each city office to see if they have map, as they often do.

   B. Regarding the “MLS ID No.” line (also on the RES-2000 Form), a recommendation is being made to the DR’s that “N/A” be put in this blank as this is NOT a requirement of our MLS.

3. Discussed unlicensed assistants hosting Open Houses, particularly since they cannot answer ANY questions regarding the listing. A note is being sent to the DR’s that the BOD does NOT recommend this practice, and by not allowing it, it greatly reduces the risk and liability to the agent and their broker.

4. Discussed concerns about members “Canceling” listings instead of marking them to be “Pending” or “Closed”. A task force is being formed to look into this topic and make a recommendation to the MLS committee.

President’s Report – Jennifer Reaves

1. A Strategic Planning session has been set for April 11th from 9-2 with John Sebree, CEO of the Missouri REALTORS.

2. Promote C2EX Program at NAR; there will be a drawing for a $2500 travel voucher for those that complete it by the deadline. Motion made to enter all members that complete it by September 1st be entered in a drawing to win 3 months of free MLS fees.

3. Invitations to the All Member March Lunch & Meeting to go out.
AE’s Report – Kim Cox
1. A lovely card was received from the Ross’ family for the funeral arrangement.
2. The conference center renovation is complete and stayed under budget.
3. Discussion on our lockbox process versus large board processes.

Brandi Haddock, President-Elect’s Report
1. Strategic Planning – Meeting is scheduled for April 11th.
2. Program & Events – Reviewed minutes. No motions made.
3. Governing Docs – No meeting this month.
4. Membership & Community Service – Reviewed minutes. A motion was made to approve the conditional memberships for the agents listed below:

New Agents/Appraisers/Offices:
- Brenda Wheeler—Reece Nichols (MLS Only)
- Vanessa Rogers—Chas. Burt Homefolks
- Courtney Robertson—Keller Williams
- Alicia Blagg—Pro 100 Joplin
- Lydia Cotton—Genuine Realty (MLS Only)
- Katrina Baird—NextHome SoMo Life
- Charlotte Moody—Burt Joplin
- Dave Hunt—Keller Williams

New Affiliates:
- Kat Degreff—Arvest Bank
- Eric Hill—Pinnacle Bank
- LeeAnna Garringer—Joplin Globe
- Alicia Mason—Gateway Mortgage
- Greg McConnell—Pinnacle Bank

Allen Hall, Vice President’s Report
1. Awards – Meeting not scheduled yet for this year.
2. RPAC – Reviewed minutes. No motions made. Kim needs to know if any of our members are running for any kind of local offices/positions.
3. Technology – Their meeting was immediately following this meeting.
4. Nominating – Meeting has not been held yet for this year.
5. Local Leadership Academy – Students met on Feb 13th for a scavenger hunt with our affiliates and worked on their project some more. They meet again on March 13th.

Recurring business:
1. Accounts past due presented.
2. Random listing audit for every 100th listing to continue.
3. We still haven’t received a video from MR regarding “agency”, we will share this with all members once we have it.

New Business:
1. None.

All of the above motions passed with majority vote. Meeting adjourned.
Lunch & Learn Tech Class

Kudos to:
- Hank Choens, Appraiser / Instructor Extraordinaire
- Vicki Chew & associates with U.S. Bank for sponsoring the lunch
- Our attendees...

Thank YOU ALL for helping to make it such a success!
How to Search for Open Houses / Tour of Homes Using the flexmls app:

⇒ New Search
⇒ Filter
⇒ Click on Open House OR Tour of Homes
⇒ 7 days ahead (can change the days)
⇒ View Results
⇒ 3 views are available (see tool bar at top)
⇒ From L—R: List Format, Larger View, Map View

Spring Forward!
Daylight Savings Time begins at 2:00AM Sunday, March 10th

April 6, 2019
7:30pm
Joplin Memorial Hall

TO PURCHASE TICKETS:
andersonentertainmentgroup.com
417-295-7555

12 HD
KODE
fourstates homepage.com
KSN HD

2019 Platinum Affiliate Member
2019 Tour of Homes Schedule

NW—Everything N of 7th Street & W of Main to include CJ
S—Everything S of 7th Street
NE—Everything N of 7th Street & E of Main to Include WC

March 5—NE
March 12—NW
March 19—S
March 26—NE
April 2—NW
April 9—S
April 16—NE
April 23—NW
April 30—S
Best Strategies for Property Management

Featuring Speaker Paul Dizmang!

Saturday March 9th, 2019
9:00 am - 3:30 pm
Lunch Included!

Enter your Homeowner's contact information in the fields provided. Please note, you can enter up to two Homeowners to receive these notifications.

- $20 Fee for NON-members of the Rental Housing Association
Text / Call Daryl Rhodes to register at 417-540-1846
- Class held at: OGAR Conference Center
712 S Florida Joplin, MO 64801

Introducing Homeowner Notifications!

Listing agents can now proactively share information with their clients that will make the process of showing their home more efficient and convenient. Homeowners will benefit from knowing when a showing has begun and will be able to return home quicker when notified that the showing has ended.

To set up Homeowner Notifications, follow the below steps.
After logging into the SentriLock Website select Properties from the top menu bar.

Select the Property you would like to add Homeowner Notifications to.
Once the Property has been chosen, select Notifications.

Online Education
- 48-Hour Pre-License Course
- 24 Hour Practice Course
- 12 Hours Missouri Continuing Education
- Audio, Video, Interactive
- Live Streaming Course Content
- Practice Exams
- Digital Flash Cards
- Take the Courses from our Mobile App - Android or iPhone

Global Real Estate School
Your #1 Resource for Training and Education

John Mayfield - The Business Tech Guy!
Author | Real Estate Broker | International Speaker | School Instructor
https://globalrealestateschool.com/?rfsn=790124.9a7c8

2019 Platinum Affiliate Member
www.jomomoving.com

JoMo MOVING
What legal risks are real estate professionals facing today and how can they reduce their liability? The following information was provided by Katie Johnson, General Counsel of the National Association of REALTORS®. She is highlighting several hot risks and directing you to helpful resources from NAR.

First up, wire fraud. According to FBI statistics, wire fraud scams targeting the real estate sector are on the rise. From 2015 to 2017, there was over a one thousand one hundred percent rise in the number of wire fraud victims in real estate transactions and an almost two thousand two hundred percent rise in the reported monetary loss due to these wire fraud scams. Buyers and sellers across the nation have been targeted, so please take note and take action. Begin by alerting all clients about the potential for them to encounter this fraud. Don’t send wire instructions via email. Use secure, dual-authenticated email and transaction management systems when sharing sensitive information. If you or a client are involved in an attempted fraud, contact the financial institution immediately as well as the local FBI field office. And check out NAR’s many videos, best practices, and other resources on how to reduce the chance of your client falling victim to a wire fraud.

Another hot risk? Copyright infringement. Do you know who owns the rights to your listing photographs? If you don’t know, then it’s probably not you. And if you don’t own broad rights to the photos, then you may be unwittingly infringing someone else’s copyright, which could be a very expensive mistake. Before hiring a photographer, check out the sample photographer agreements available on nar.realtor. If you’ve already hired a photographer, read your contract carefully to ensure that you’ve secured the necessary rights to distribute the photos to the MLS, portals, and other third-party recipients. Be sure to check out NAR’s Window to the Law videos and other resources explaining best practices for managing your listing photos.

What does your state law require regarding classification of real estate agents as independent contractors or employees? If you don’t know, check out NAR’s White Paper Report that includes a list of each state’s regulations regarding independent contractor classification and explains the inherent conflict between common law and the traditional classification of real estate salespeople as independent contractors. That report and other helpful checklists and videos on nar.realtor will help you implement best practices for managing independent contractors and avoid being targeted in an attempted class action lawsuit for misclassification of workers.

Speaking of class action lawsuits, are you using text messages to reach potential clients, market properties, or recruit agents? If so, beware. Plaintiff lawyers have created a lucrative business model filing class action lawsuits alleging real estate companies have violated the Telephone Consumer Protection Act, or TCPA, by sending text messages without the recipient’s consent. The TCPA requires prior express written consent before using autodialing equipment to send telemarketing messages to wireless numbers. Because the TCPA defines autodialing equipment broadly, it is likely that all text messages sent by a business will fall under the TCPA. Prior express written consent requires a signed agreement clearly and conspicuously disclosing the text recipient’s permission to receive text messages from the sender. Check out NAR’s Window to the Law video on Texting and the TCPA to learn risk reduction tips for using this popular marketing tool.

And no discussion about risk in real estate would be complete without mentioning RESPA. RESPA, RESPA, RESPA! Section 8(a) of RESPA prohibits payment in exchange for referral of business for settlement service. In June of 2018, the D.C. Circuit Court reinstated the longstanding interpretation of RESPA’s safe harbor provision, 8(c)(2), that allows payments between settlement service providers provided that the payment is for goods and services actually provided and reasonably related to the fair market value of the goods or services provided. This decision re-energized the use of marketing service agreements, or MSAs in the real estate industry. If you or your agents are contemplating an MSA, please check out NAR’s Dos and Don’ts and consult with local legal counsel.

The NAR Legal team is dedicated to empowering all members with the information they need to be successful in their businesses. In addition to all the resources available on nar.realtor, we address all of these topics and many more in our book, Real Estate Brokerage Essentials, Navigating Legal Risks and Managing a Successful Brokerage. It’s available from the REALTOR® store. To watch the video, visit: https://www.nar.realtor/videos/hot-topics-in-risk-management
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App of the Month:
Compliments of OGAR Technology Committee
RPR Mobile

- Search properties
- Create & send branded reports
- View local market stats & more!