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Annual Election
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MR Leadership

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Conceal & Carry Class

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SEPTEMBER EVENTS

Sept 2nd: OGAR Board Office Closed—Labor Day

Sept 5th: Finance Mtg 10:30am
MLS Mtg 11:00am
Program Mtg 1:30pm

Sept 6th: Strat Plan Mtg 1:00pm

Sept 10th: Local Leadership Academy Mtg 1:00—3:00pm

Sept 11th: Membership & Community Mtg 10:00am
CPR Class 2:00—3:30pm

Sept 12th: All Member & Affiliate Appreciation Lunch & Election,
RPAC Auction 11:30am—1:00pm

Sept 18th: Inspector Mtg 9:00am
Lunch & Learn w/Chris Zervas 10:00am—1:30pm

Sept 19th: Board of Director’s Mtg 9:30am


Sept 28th: National AE (Association Executive) Day

Sept 30th: Conceal & Carry Class 9:00am—4:00pm
Agents on the Move

New Members:
- Tamara Jarrett—RealPro Columbus KS
- Christina Burlington—EXP Realty, LLC
- Chris Mootrey—Real Pro Joplin
- Christina Vann—Real Pro Joplin
- Jennifer Bakken—Charles Burt Joplin
- Kimberly Turner—Keller Williams
- Katelyn Sears—Crye-Leike
- Jeff Gallant—Keller Williams

New Affiliates:
- Troy Luginbill—H.S.A. Home Warranty

Transfers:
- Tyler Winters to ReeceNichols-Joplin
- Shelby Keefer to Keller Williams
- Kimberly Nally to Crye-Leike
- Tiffany Johnson to Crye-Leike
- Shannon Van Gorp to Genuine Realty
- Karen Love to First Community Bank
- Tiffany Norvell to Pro 100

Drops:
- Lisa Chapman—Pro 100
- George Brockman—H.S.A Home Warranty
- Mike Sturgis—Charles Burt Joplin
- Danielle Oakley—Keller Williams
- Kathleen Martz Spidell—Keller Williams

New Offices:
None

New MLS Only Members:
- Michelle Goff—Pro 100 Neosho

New Offices—MLS Only:
None

The OGAR Board Office will be CLOSED on Monday, September 2nd

Happy Labor Day

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**SEPTEMBER BIRTHDAYS**

1st: Gail Bottom  
Gay Lynne Dawson  
Cathy Forson  
Audra George

2nd: Wayne Calvert  
Jim Hunter  
Kathleen Martz-Spidell  
Todd Siegel

3rd: John Britt  
Jo Kleinsorge

4th: Melody Morgan  
Lori Salchow

5th: Jordyn Kirby  
Taylah McDermott  
Laura Webb

6th: Kyle Allen  
Bruce Anderson

7th: Brittanie Jordan  
Jason Poe  
Nicholas Sanders  
Kacy Whitley

8th: Katrina Baird  
Amy Brake  
Robert Craft  
Nick Gratton

9th: Spencer Aggus

10th: Murphy Alvis  
John Hyman  
Charles Kitchen  
L. Dee Murdock  
Ashton Woodward

11th: James Carlile  
Jill Childs  
Kirk Friesen  
Brooke Hefley

14th: Kelsey Warren  
Julie Wendt  
Tara Yaryan

15th: DJ Driskill

16th: Elizabeth Bridges  
Bryan Smith

17th: Mark Lee  
Dakota Maxson  
Matthew Neel  
Eden Teer

18th: Loretta Bailey  
Blake Fisher  
Deborah French  
Richard Jones  
Ryan Thompson

19th: Kenny Rowe  
Angela Vogel

20th: Georgia-Rae  
Liebenberg  
Taylor Means

21st: Lex Cook  
Jennifer Hocker  
Fred Landreth  
Jonathan Lundy  
Jeremy Mohney

22nd: Eric Keller  
Ramona Lannon  
Randi Offutt  
Jon Stephens  
Mark Wolfe

23rd: Kevin Hunter

**OCTOBER BIRTHDAYS**

1st: Kim Cox  
Jodi Farmer  
Sherri Garvin  
Brandi Haddock  
Keri Ralston

2nd: Tom Brekken  
Courtney Maresh

3rd: Sydney Smith

4th: Bob Foster  
Gail White

7th: Mason Williams

8th: LeeAnna Garringer  
Belinda Hurley  
Shelly Mock

9th: Vicki Chew  
Cody Smith

10th: Heather Griffith  
Rick Muenks

11th: Aaron Arlington  
Holly Mitchell  
Shannon VanGorp  
Mandy Woods

12th: Ty Rowe

16th: Michele Buhr  
Cheryl Roderique  
Jeff Schilling

17th: Jeanie Leonard

20th: Brit Hale  
Aimee Nieburg  
Courtney Robertson

21st: Shanna Olds  
Jennifer Prine  
Candi Thompson

22nd: Susie Goodall

24th: Melissa Gibbens  
Wilber Guerra

25th: Marcee Carpenter  
David Dunn  
Verl Leonard

26th: Brock Moorehouse

27th: Jeremy Beres  
Paul Smith

28th: Kathleen Denham  
Steven Highley  
Sonya Nagle

29th: Tammy Brand  
Dustin Davidson  
Jill Welch

30th: Dara Steffen
### JULY 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>
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</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>Jul 2018</td>
<td>315</td>
<td>57</td>
<td>180</td>
<td>78</td>
<td>175</td>
<td>32</td>
<td>14</td>
<td>60</td>
<td>2</td>
<td>8</td>
<td>21</td>
<td>2</td>
</tr>
<tr>
<td>Jul 2019</td>
<td>311</td>
<td>45</td>
<td>190</td>
<td>74</td>
<td>122</td>
<td>53</td>
<td>17</td>
<td>68</td>
<td>1</td>
<td>24</td>
<td>21</td>
<td>5</td>
</tr>
</tbody>
</table>

**Total Number of Active & Pending Listings:** 1,261

- **1-30 Days:** 43
- **31-60 Days:** 116
- **61-90 Days:** 51
- **91-120 Days:** 28
- **120+ days:** 73

**Total Units Sold:** 311

**Avg. DOM:** 94

**Avg. Sold Price:** $140,948

**Median Sold Price:** $125,000

**Absorption Rate:** 4.65 months

#### Agent Type

- **Designated REALTOR®**
- **Designated Appraiser**
- **REALTOR®**
- **Associate Appraiser**
- **Salesperson**
- **Waiver**
- **Designated Affiliate**
- **Associate Affiliate**

**Total Board/ MLS:** 673

**Total Board w/ Affiliates:** 782

### Summary Statistics

<table>
<thead>
<tr>
<th>Summary Statistics</th>
<th>Jul—19</th>
<th>Jul—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>4.65</td>
<td>5.24</td>
<td>-11.26</td>
<td>4.65</td>
<td>5.2</td>
<td>-10.58</td>
</tr>
<tr>
<td>Average List Price</td>
<td>$162,863</td>
<td>$151,402</td>
<td>7.57</td>
<td>$153,328</td>
<td>$149,780</td>
<td>2.37</td>
</tr>
<tr>
<td>Median List Price</td>
<td>$125,000</td>
<td>$116,450</td>
<td>7.34</td>
<td>$127,900</td>
<td>$124,000</td>
<td>3.15</td>
</tr>
<tr>
<td>Average Sale Price</td>
<td>$140,948</td>
<td>$138,235</td>
<td>1.96</td>
<td>$136,171</td>
<td>$134,913</td>
<td>0.93</td>
</tr>
<tr>
<td>Median Sale Price</td>
<td>$125,000</td>
<td>$125,000</td>
<td>0.00</td>
<td>$124,000</td>
<td>$120,000</td>
<td>3.33</td>
</tr>
<tr>
<td>Average DOM</td>
<td>94</td>
<td>96</td>
<td>-2.08</td>
<td>95</td>
<td>101</td>
<td>-5.94</td>
</tr>
<tr>
<td>Median DOM</td>
<td>61</td>
<td>69</td>
<td>-11.59</td>
<td>65</td>
<td>71</td>
<td>-8.45</td>
</tr>
</tbody>
</table>
**JULY 2019 STATISTICS**

**Missouri REALTORS**

**MARKET STATISTICS**

**July 2019**

Prepared August 16, 2019

### Market Statistics

#### Number of Listings

<table>
<thead>
<tr>
<th></th>
<th>March-19</th>
<th>April-19</th>
<th>May-19</th>
<th>June-19</th>
<th>July-19</th>
<th>July-19 Pending</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Listings from Reporting MLS's</td>
<td>16,143</td>
<td>17,114</td>
<td>18,052</td>
<td>15,824</td>
<td>19,099</td>
<td>23.25% of Listings</td>
</tr>
</tbody>
</table>

#### Year-to-date Figures

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Residential Properties Sold - YTD</td>
<td>46,353</td>
<td>48,118</td>
<td>58,958</td>
<td>46,133</td>
<td>-21.8%</td>
<td>-4.1%</td>
<td>-0.5%</td>
</tr>
<tr>
<td>Median Residential Property Selling Price - YTD</td>
<td>151,000</td>
<td>159,000</td>
<td>162,250</td>
<td>172,000</td>
<td>6.0%</td>
<td>8.2%</td>
<td>13.9%</td>
</tr>
</tbody>
</table>

#### Monthly Detail Comparison

<table>
<thead>
<tr>
<th></th>
<th>July-17</th>
<th>July-18</th>
<th>June-19</th>
<th>July-19</th>
<th>July vs June</th>
<th>July '19 vs July '18</th>
<th>July '19 vs July '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Homes Sold</td>
<td>9,070</td>
<td>10,480</td>
<td>8,107</td>
<td>8,211</td>
<td>1.3%</td>
<td>-21.7%</td>
<td>-9.5%</td>
</tr>
<tr>
<td>Number of Days on Market</td>
<td>96</td>
<td>44</td>
<td>47</td>
<td>47</td>
<td>0.0%</td>
<td>6.8%</td>
<td>51.0%</td>
</tr>
<tr>
<td>Average Selling Price</td>
<td>$201,240</td>
<td>$202,788</td>
<td>$222,104</td>
<td>$213,686</td>
<td>-3.8%</td>
<td>5.4%</td>
<td>6.2%</td>
</tr>
<tr>
<td>Median Selling Price</td>
<td>$167,000</td>
<td>$168,000</td>
<td>$185,000</td>
<td>$178,500</td>
<td>-3.5%</td>
<td>6.3%</td>
<td>6.9%</td>
</tr>
<tr>
<td>Monthly Dollar Volume</td>
<td>$1,825,255,535</td>
<td>$2,125,216,051</td>
<td>$1,800,600,081</td>
<td>$1,754,577,745</td>
<td>-2.6%</td>
<td>-17.4%</td>
<td>-3.9%</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>July-17</th>
<th>July-18</th>
<th>June-19</th>
<th>July-19</th>
<th>July vs June</th>
<th>July '19 vs July '18</th>
<th>July '19 vs July '17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of REALTORS®</td>
<td>20,745</td>
<td>22,020</td>
<td>22,640</td>
<td>22,833</td>
<td>0.9%</td>
<td>3.7%</td>
<td>10.1%</td>
</tr>
</tbody>
</table>
Thursday, August 22nd, 2019 at 9:30 am
Present: Jennifer Reaves, Brandi Haddock, Allen Hall, Chris Nickle, Forrest Stodghill, Susi Yust, 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 July BOD meeting as emailed.

Chris Nickle, Officer/Treasurer
1. Received financials as emailed. Motion made and approved to accept financials for July 2019 and YTD.
2. Reviewed Edward Jones portfolio. Ryan Stanley to attend next meeting.
3. Reviewed request for a sponsorship for the Community Housing Resource Board; Motion made to be a $150.00 sponsor for Fair Housing poster supplies. Kim to get pictures of some of the posters to share with the membership.
4. Reviewed request for Laura to attend RAPDD meeting in Wichita in 2020; Motion made to spend up to $880 to have her attend.
5. Discussed hosting a First Responders Appreciation event; Recommendation made that Membership & Community Service research hosting this event, then the BOD will approve an allocation for it.
6. Committee discussed replacements for those members on Finance that have missed more than 3 meetings; BOD approved Spencer Aggus be put on.

Cheryl Barley, MLS Chair/1 Year Director
1. No meeting this month.

President’s Report – Jennifer Reaves
1. The DR Meeting was held August 14th with low attendance. With the importance of what was talked about, we will host another one soon.

AE’s Report – Kim Cox
1. Reviewed complaint on an inspector; Send certified letter to inspector in regards to our rules. Schedule a meeting to go over recent scenarios and our Rules and Regs with all of our inspector members.
2. Thank you letter received from Jefferson City Board for tornado donation.
3. Kim has been nominated and agreed to serve on Bright Futures Board.
4. A meeting with the City Manager is being scheduled to go over concerns about the process of evictions and restraining orders for property managers.
Brandi Haddock, President-Elect’s Report

1. Strategic Planning – Meeting in September.
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:
- Tamara Jarrett – RealPro Columbus (Secondary)
- Christina Vann – RealPro Joplin
- Tiffany Norvell – Keller Williams
- Jason Spangler – Keller Williams
- Jennifer Bakken – Charles Burt Joplin
- Kaleb Jackson – ReeceNichols—Joplin
- Christina Durington – EXP Realty
- Jason Spangler – Keller Williams
- Teresa Henson – Keller Williams
- Jennifer Bakken – Charles Burt Joplin
- Kimberly Turner – Keller Williams

New Affiliates:
- Bill Williams – Shelter Insurance
- Troy Luginbill – HSA Home Warranty

Allen Hall, Vice President’s Report

1. Awards – Reviewed minutes. No motions made.
2. RPAC – Had email meeting regarding auction items.
3. Technology – They had a very successful class on Wednesday. Looking to host another one soon. Meeting held afterwards. Reviewed minutes.
4. Nominating – Completed for the year.
5. Local Leadership Academy – Applications received; committee meets on September 10th to interview the candidates.

Recurring Business:
1. Accounts past due presented. Two members, one company.
2. Random listing audit for every 100th listing is continuing.
3. Ribbon cutting for OGAR is scheduled for October 3rd at 10:00 am. Motion made to get a time capsule and fill it, will place in the ground that day. We will talk a bit about this at the September Meeting & Luncheon.

New Business:
1. Continued discussion on a possible name change; Kim to research through NAR.

All of the above motions passed with majority vote.
Meeting adjourned.
CPR Class

Wednesday, September 11th
2:00—3:30pm
$12.50 per person
Completion Certificate Issued

Space is limited to 20 people
FIRST COME
FIRST SERVED!

Register & Pre-pay to secure your spot!

Visit: https://realestatece.com/courses/missouri
SEPTEMBER ALL MEMBER & AFFILIATE APPRECIATION LUNCH

*ANNUAL ELECTION *RPAC AUCTION

GUEST SPEAKER * DEANA WOLF, MR TREASURER CANDIDATE

*RED ONION – FREE TO ALL MEMBERS

Thursday, September 12th
11:30 – 1:00

C. Ray McDaniel Conference Center
712 S. Florida

Voting will take place at the lunch, online, or by absentee ballot which will be available starting AUGUST 30th.

Deadline to RSVP is September 9th
tonya@theogar.com or 782-6161
Missouri REALTORS® Advocacy Team

ERIN HERVEY
Vice President, REALTORS® Party & Local Board Relations
erin@morealtor.com

SAM LICKLIDER
Chief Lobbyist
sam@morealtor.com

ZACK BROWN
Regional Advocacy Coordinator, Western Missouri
zack@morealtor.com

CHRIS JANSEN
Regional Advocacy Coordinator, Central Missouri
chris@morealtor.com

MOLLY WHITE
Regional Advocacy Coordinator, Eastern Missouri
molly@morealtor.com

*****************************************************************************

Missouri REALTORS® 2019 Leadership

BRENDA OLIVER, President
JEFF KESTER, President-Elect
JANET JUDD, Treasurer
JOHN MAYFIELD, Treasurer-Elect
NATE K. JOHNSON, Immediate Past President
JOHN SEBREE, CEO

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2019 Platinum Affiliate Member
www.jomomoving.com

2019 Platinum Affiliate Member
JoMo Moving
Conceal & Carry Class

- Monday, September 30th from 9:00 am—4:00 pm (approx.)
  - Price is **$75.00** if you *bring your own gun*
  - $100 if you need to *use one of the range guns*

- The morning will be done at the **OGAR Conference Center** and the afternoon will be moved over to a range in Joplin
- Brought to you by OGAR & In The Bushes Pistol & Archery Range
- You **MUST RSVP** to *kim@theogar.com* & PAY no LATER than Friday, September 20th
Setting up a Corporation to Receive Commissions
(by Jeffrey Niemeyer, Examination Field Supervisor) MREC

Have you ever thought about establishing your own corporation or association to receive your commissions from real estate transactions? For various tax and legal reasons, many licensees across Missouri have chosen to do so; however, did you know that in order for your entity to receive a commission from your broker, it must be a licensed entity with the Missouri Real Estate Commission?

Both statutes 339.100.2 (7) and 339.150.2 prohibit brokers from paying commissions to unlicensed persons or entities. Therefore, your broker cannot pay a commission to your entity unless it holds a real estate license. Paying unlicensed entities is one of the items we sample as part of our standard audits.

Fortunately, licensing your entity is an easy process. If you currently hold a Broker’s license, you can simply complete and submit an Entity Application, Consent to Examine, and Information and License Change forms. The submission of these forms, along with all supporting documentation and applicable fees, will license your entity, establish yourself as the Designated Broker of your new entity, and place the entity as a Broker-Agree or Broker-Officer under your current broker(age). A handy packet of these forms may be viewed and downloaded from website: https://pr.mo.gov/boards/realestate/419-0808.pdf. As always, if you have questions on how to fill out these forms, the proper amount of fees, etc... please contact our Licensure Section at 573-751-2628.

If you currently hold a Salesperson’s license, the process is a bit more complicated because someone with a Broker’s license will have to serve as the Designated Broker of your entity. Usually, the Salesperson will ask their current Designated Broker to also serve as the Designated Broker of their new entity until the salesperson can acquire a Broker’s license. There is nothing in the statutes and regulations prohibiting the same person to serve as the Designated Broker of two different entities. This Designated Broker will then complete and submit all the above forms. Once the entity is properly licensed, you will transfer your Salesperson’s license to the new entity via completion of the Information and License Change form.

Another option to consider if you cannot find someone with a Broker’s license to serve as your Designated Broker is to license yourself as a Professional Corporation (PC). For specific instructions on this, please contact the Licensure Section. For advice on which option (PC or separate association or corporation) is more suitable for your particular set of circumstances, it would be best to consult an Attorney of your choosing.

As a corollary to this issue, you are reminded that the Designated Broker is responsible for the actions of all licensed and unlicensed individuals affiliated with their brokerage. This includes ensuring that all license transfers are properly completed and submitted to the MREC - all licenses, to include the entity and any associated licenses - are properly renewed in a timely manner, and ensuring that no unlicensed activity is being conducted by anyone under their purview.
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Missouri REALTORS

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• Live Streaming Course Content
• Practice Exams
• Digital Flash Cards
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MR State Positions
Donny Allen
Melissa Annis
Debbie Barlos
Cheryl Chandler
Jessica Hubbard
Gary Nelson
Jennifer Reaves
Danny Ross
Morgan Sprouls
Forrest Stodghill
Michael Wicklund
MREC Commissioner
Steve Kenny

2019 Leadership
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Brandi Haddock—President-Elect
Allen Hall—Vice President
Chris Nickle—Treasurer
Forrest Stodghill—3 Year Director
Morgan Sprouls—2 Year Director
Courtney Denney—1 Year Director
Kalan Hubbard—1 Year Director
Susi Yust—1 Year Director
Cheryl Barley—MLS Chair/1 Year
John Yaple—Past President

OGAR Staff
Kim Cox – Association Executive/CEO
Diane Newman—Membership Services
& MLS Director
Laura Wacker—Director of Operations
& Education
Sara Pflug—Member Services
Coordinator
Tonya Nickle—MLS Coordinator

App of the Month:
Compliments of OGAR Technology Committee
USPS Mobile

- Calculate Shipping Prices
- Find a Post Office
- Look up a ZIP Code
- Schedule a Next-day Pickup
- Request a Mail HOLD
- Digitally Preview Incoming Mail & MORE!