



REALTORS TODAY

Official Publication of the Ozark Gateway
Association of REALTORS®



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OGAR

OZARK GATEWAY ASSOCIATION OF REALTORS®
A REGIONAL MLS

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May 2021

Issue 5 of 12

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JAN-MAY 2021	

May



- May 5h: Membership Engagement Mtg 10:00 am
Community Relations Mtg 11:00 am
- May 6th: Finance Mtg 10:00 am
MLS Mtg 11:00 am
Program Mtg 1:30 pm
- May 12th: Local Leadership Academy 8:30 am
Technology Mtg 1:30 pm
- May 19th: Governing Docs 11:00 am
- May 26th: Awards Mtg 11:00 am
- May 27th: Board of Directors Mtg 8:30 am



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Association of REALTORS®

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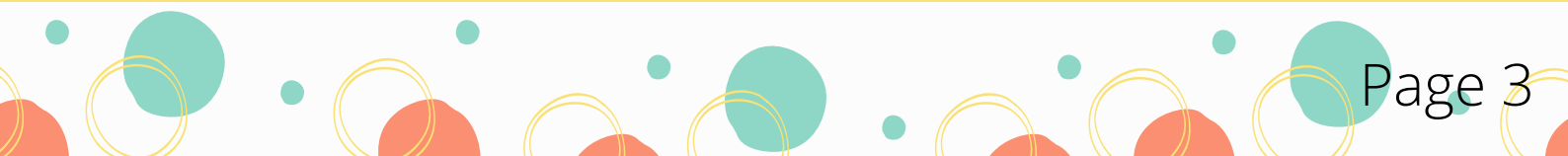
May

- | | | | | |
|----------------------------------------------------------------|-------------------------------------|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------|--------------------------------------------------|
| 1 TONY HULFELD
KAT DEGRAFF | 6 JACKIE WILLIAMS
TROY LUGINBILL | 14 WENDY SEARS
ANN BLASER | 21 PAT BLACK
HANK CHOENS
GEORGE BROCKMAN | 25 MILTON MCDONALD
KEVIN STEELE
SEAN PARKS |
| 2 ALICIA CAMARILLO
JONATHAN LEACH
TERESA HEFLEY | 7 WYATT JONES | 15 TARA SARTIN | 22 NICHOLE HAMBLIN | 26 JULIE SMITH |
| 3 JAN SHAFER
JILL WHITE
GINGER KITCHEN
KEATON WINGERT | 8 WENDILYN GILBERT
JAMES STEVENS | 16 DAVID COMSTOCK
SHAWN BURTON
KAELYN POWELL | 23 STAR ATCHISON
HOOT MYERS
KEYRA BOURGAULT
CAMERON MABE
TREVOR TIDBALL
BRITTANY CAINE | 27 LC ANDERSON |
| 4 KAREN CUNNINGHAM
MORGAN SPROULS | 9 JARED DICKEY
MIKE BROWER | 17 OLIVIA SALMONSEN
TAMRA SCHALLER
ANDY BEASLEY | 24 JC BURD | 28 RICHARD JAYNES
JOSHUA MARESH |
| | 10 CARTER BLAND
WADE HAWS | 19 CHELSEY SURRIDGE
KIM WOOD | | 30 TONY REA |
| | 13 ANDREW BRIGHT | | | 31 KANDICE YAPLE
ROBERT GETZ |

June



- | | | | | |
|--------------------------------------------------------------|-----------------------------------------------------|-------------------------------------------------------|----------------------------------|---------------------------------------------------|
| 1 TAMI FULP
CAROL WOODWARD | 8 PHILIP BROWN
DON COOK | 14 NANCY STEPHENSON
STEPHANIE DETAR
ANGIE BAINE | 20 ROLAND MILLER
SARAH COUCH | 27 PAUL SMITH
ELLEN CASSADY
JOHN LEHMAN |
| 2 SHELIA WHITEHEAD | 9 MARGARET KELLY
ELIZABETH CLARK
AMANDA YOUNG | 16 BARBARA CALWHITE | 22 DEREK GANDER
JONI GOOD | 28 MIKE WOOLSTON
DEBBIE MAJOR
MELINDA STOUT |
| 3 TERI LONGANECKER
MYRA PERCY | 10 DAN HIGDON
SHAUN-ANN BRISTOL | 17 TIFFANY NORVELL | 23 LISA MASON
KEVIN ADAMSON | 29 JOSH WALKER |
| 4 STEVE OWEN
DEBBIE HUTSON
JANET DAY
BONNIE BEHREND | 11 JUSTIN WAGNER
CHRIS COBB | 18 DOUG PRYOR
TERRY POOLER
TIMOTHY BUCKLES | 24 SHAYLEA BROWN
JEFF OLIVER | |
| 6 DON FIFER | 12 SHARON VERNON
JEFF QUADE
CORD MAYS | 19 SHARON EATON | 25 ED AUGUST
KATIE YOUNGBLOOD | |
| 7 BILL CEARNAL | | | 26 CRYSTAL PIERSON | |



Agents on the MOVE...

NEW MEMBERS

Kelly Peterson
 Brittney Guthrie
 Steven Mott
 Robert Conway
 Cynthia Mallinek
 Marvin Villatoro
 Sebastian Mills
 Rob Getz
 Lacey Baker
 Kaelyn Powell
 Brittney Stinnett
 Micah Lowrey

OFFICE

Keller Williams
 Keller Williams
 Midwest Land Group, LLC
 Keller Williams
 Charles Burt Homefolks
 Reece Nichols Neosho
 Sebastian Mills, Appraiser
 Keller Williams
 Keller Williams
 Venture Group Real Estate
 Keller Williams
 Keller Williams

NEW MLS ONLY

Anna Wallace

OFFICE

Genuine Realty

DROPS

Kathy Mason
 Lavaine Murphy

OFFICE

Charles Burt Homefinders
 Nook n Kranny Home
 Inspections
 SWMO HOMES
 EXP Realty

Christina Shanell Bradshaw
 Jeff Gallant

NEW APPRAISERS

None

OFFICE

NEW OFFICES

Sebastian Mills, Appraiser

OFFICE

DA is Sebastian Mills

NEW OFFICE MLS ONLY

None

OFFICE

NEW AFFILIATES

John Dorton

OFFICE

Here's Johnny Inspection Services,
 LLC

T.J. Belcher

Gateway Mortgage Group

TRANSFERS

Kysha Lansaw

OFFICE

to Realty One Group Ovation



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MLS STATISTICS

FEBRUARY 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
2017	2977	594	1685	696	1156	486	157	795	8	131	220	23
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
March												
2020	242	37	138	67	97	38	18	45	0	21	21	2
March												
2021	281	50	163	68	122	37	17	69	0	9	27	0

Total Number of Active & Pending Listings: 831

1-30 Days: 35 **31-60 Days:** 111 **61-90 Day:** 40 **91-12 Days:** 29 **120+ Days:** 66

Total Units Sold: 281 **Avg. DOM:** 90

Avg. Sold Price: \$162,944 **Median Sold Price:** \$148,500

Absorption Rate: 2.48 months

Agent Type

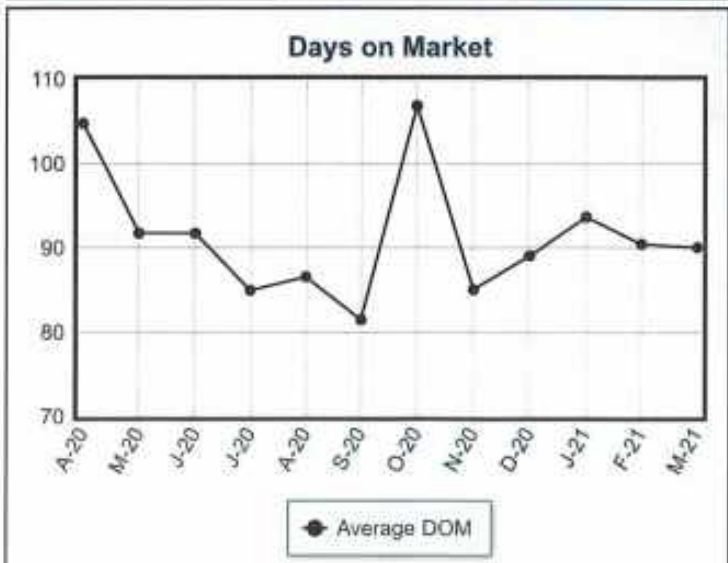
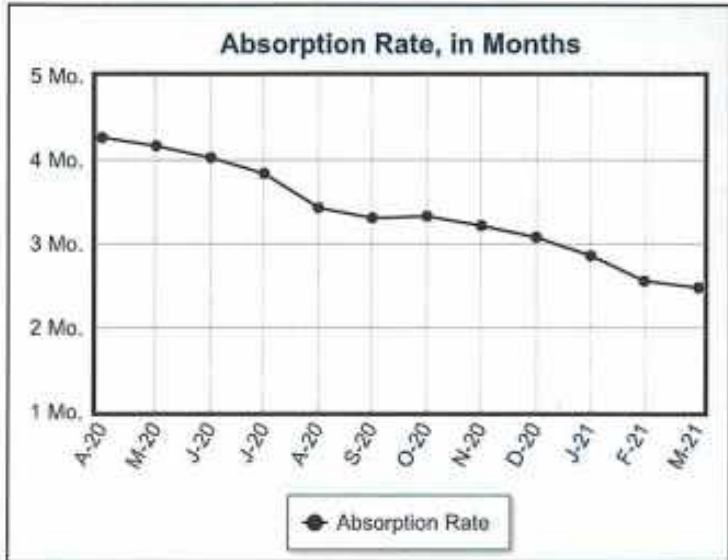
Count

Designated REALTOR®	61
Designated REALTOR®/MLS only	10
REALTOR®	504
REALTOR®/MLS only	67
Salesperson	10
Waiver	1
Designated Appraiser	36
Associate Appraiser	6
Designated Affiliate	57
Associate Affiliate	43
Total Board/ MLS: (minus affiliates)	695
Total Board w/Affiliates:	795

SUMMARY STATISTICS	MARCH 21	MARCH 20	% CHG	2021 YTD	2020 YTD	% CHG
Absorption Rate	2.48	4.13	-39.95	2.63	4.32	-39.12
Average List Price	\$171,667	\$159,276	7.78	\$174,903	\$160,198	9.18
Median List Price	\$122,525	\$123,825	-1.05	\$139,900	\$129,950	7.66
Average Sale Price	\$162,944	\$152,332	6.97	\$161,663	\$138,022	17.13
Median Sale Price	\$148,500	\$129,450	14.72	\$140,878	\$125,500	12.25
Average DOM	90	113	-20.35	91	108	-15.74
Median DOM	61	74	-17.57	67	80	-16.25

Market Summary

Residential, March 2021



FEBRUARY 2021 STATISTICS



MARKET STATISTICS

5,430
RESIDENTIAL
PROPERTIES SOLD
+15.3% vs Feb. 2020

\$243,948
RESIDENTIAL
AVERAGE SALE PRICE
+25.2% vs Feb. 2020

\$195,000
RESIDENTIAL
MEDIAN SALE PRICE
+18.3% vs Feb. 2020

**OVER \$1.3
BILLION**
IN DOLLAR VOLUME
+44.3% vs Feb. 2020

Number of Listings	October-20	November-20	December-20	January-21	February-21	February-21 Pending
Number of Listings from Reporting MLS's	10,453	9,962	8,406	7,070	6,097	36% of Listings

Year-to-date Figures	February-18	February-19	February-20	February-21	2021 YTD vs 2020 YTD	2021 YTD vs 2019 YTD	2021 YTD vs 2018 YTD
Number of Residential Properties Sold - YTD	10,008	9,808	9,214	10,833	17.6%	10.5%	8.2%
Median Residential Property Selling Price-YTD	147,900	159,500	163,000	194,000	19.0%	21.6%	31.2%

Monthly Detail Comparison	February-19	February-20	January-21	February-21	Feb. vs Jan.	Feb. '21 vs Feb. '20	Feb. '21 vs Feb. '19
Number of Homes Sold	5,809	4,711	5,403	5,430	0.5%	15.3%	-6.5%
Number of Days on Market	69	71	43	46	7.0%	-35.2%	-33.3%
Average Selling Price	\$182,133	\$194,921	\$234,973	\$243,948	3.8%	25.2%	33.9%
Median Selling Price	\$156,000	\$164,900	\$191,788	\$195,000	1.7%	18.3%	25.0%
Monthly Dollar Volume	\$1,058,012,053	\$918,272,963	\$1,269,561,806	\$1,324,637,614	4.3%	44.3%	25.2%

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	February-19	February-20	January-21	February-21	Feb. vs Jan.	Feb. '21 vs Feb. '20	Feb. '21 vs Feb. '19
Number of REALTORS®	21,689	22,553	23,629	23,596	-0.1%	4.6%	8.8%



MAY
Board Store Special
BIG SIGN 2 FOR \$10, RIDERS 2 FOR \$7, H-STAKES 2 FOR \$5

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



Thursday, April 29th, 2021 at 8:30 am

Present: Allen Hall, Chris Nickle, Jessica Hubbard, Brandi Haddock, Courtney Denney, Susi Yust, Kandace Yaple, Amy Hunt, Steve Johnson, Linda Richmond and Michael Wicklund

Staff Present: Kim Cox

Roll call was taken from attendance in the room by Association Executive.

Meeting resumed and was then called to order by President Allen Hall.

Motion was made to approve the meeting agenda as emailed.

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

Courtney Denney, Officer/Treasurer

- 1. Received financials as emailed. Motion made and approved to accept financials for March 2021 and YTD.
- 2. Reviewed Edward Jones portfolio. No motions made at this time.
- 3. Committee recommends reviewing hypotheticals again in November.
- 4. Motion made that the People's Bank Savings Account and the Simmons Bank Money Market Account be designated to help meet the BOD's goal of having 6 months (at 75%) of fixed operating expenses; along with Edward Jones total funds. We are already at 6 months reserve capacity for the record.
- 5. Motion made that when the building is paid off, we take that same payment (\$1420 per month) and put it in a reserve account to help fund future repairs, renovations and replacement expenses/capital investments.
- 6. Kim is still working with Lisa Robinson (MSSU) regarding Quickbooks reports, as well as with Leslie Larson (CPAs office) on overview of balance sheet totals.

Michael Wicklund, MLS Chair/1 Year Director

- 1. Motion made for staff to create a "Listing Statuses - Explained" document for new members, as well as placing it in our newsletter as an ongoing reminder.
- 2. Motion made to add a box for "Estimated Completion Date" to be input on "Under Construction" properties.
- 3. Motion made, now that the Residential Contract has been updated to include information on "Love Letters", a dropdown will be added to Flex MLS for "Yes or No" if the Seller will accept them or not.
- 4. Motion made to be a \$250 sponsor for the Guns & Hoses basketball game between the JPD and the JFD benefitting Bright Futures. A second motion was made to auction off the 4 tickets and t-shirt we get as a sponsor and donate the proceeds to the REALTOR Benevolence Fund.
- 5. Recommendation being made to Strat Plan Committee to research having a "Commercial Output Group" locally, as they do at state.

President's Report - Allen Hall

- 1. Requested again that all Chairs have their committee videos be done asap; staff to reach out to them to let them know.
- 2. Reminded everyone that NAR Meetings are being held virtually next week.

AE's Report - Kim Cox

- 1. Discussed best practices on using Executive Sessions.

Board of Directors Minutes (continued)



- 2. Gave 2020 annual payout amounts for NAR, MR, RPAC and Benevolence Fund.
- 3. Motion to donate 25 Kleenex boxes to East Moreland Elementary School.
- 4. Interesting fact from state director Jessica Hubbard's meeting report for MRs April Bus. Conf.: There are currently 3 million people in forbearance.
- 5. Updated BOD on MREC complaint sent up regarding unlicensed real estate activity.
- 6. Updated BOD on NAR's Dept of Justice lawsuits. The lawsuits want to eliminate the practice of having the seller pay for the buyer's agent. Lawsuits are still ongoing.
- 7. Discussed Remine as member benefit; Kim to get a 15 minute video link to email to BOD.
- 8. Discussed used Mac Minis for sale at OGAR; board approved putting them out for sale.

Chris Nickle, President-Elect's Report

- 1. Strategic Planning – No meeting this month.
- 2. Program & Events – Reviewed minutes. No motions or recommendations made.
- 3. Governing Docs – Reviewed minutes.
 - a. Motion to approve recommended affiliate termination process, framework bring initialized and will continue being worked on. A recommendation is also being sent to Gov Docs to add verbiage relating to if an offer of restitution has been made and has it been accepted.
 - 1st Offense – Receives phone call from AE that a complaint has been turned into the Board office, followed up by an email for recorded documentation of the event. The AE may determine if it needs to be a 3 way call for additional accountability to the conversation. The affiliate has 48 hours to confirm that they've received the email. If no response in the 48-hour time period, their account (including MLS and Sentrilock access, if applicable) will be temporarily suspended until confirmation is received. Affiliate will have an option in the email to write an explanation if they so choose. If explanation received, it will be reviewed at the next BOD meeting.
 - 2nd Offense – Same as above, except the email will now read that this is a 2nd warning and that they MUST now give an explanation in their confirmation email back to the board office. Also, the email will state that if they receive a third complaint they have the option to attend an upcoming meeting of the Board of Directors to discuss the complaint with them, this is not mandatory.
 - 3rd Offense – Same as above, except the email will now read that given the board's receipt of a third complaint, they will now be asked if they would like to attend an upcoming meeting of the BOD to explain their side of the complaint, this is not mandatory. A formal written letter shall be sent certified mail to the affiliate with a copy of the complaint. The BOD will then, on a case by case basis, review the information and determine the consequence(s), if any, for the affiliate's access and status.
 - Note 1: Should the board determine that the affiliate relationship is to be terminated, the board office will release the name in the "Drops" section of the newsletter.
 - Note 2: An affiliate may receive up to 3 complaints in an 18 month time period before the time period resets itself.
 - b. Tabled recommendation on increase to MLS Timeline Fines (not including Clear Coop fines). Recommendation presented to BOD was:

Board of Directors Minutes (continued)



- 1st fine - \$50.00 and broker is copied on fine (starts 12 month clock)
- 2nd fine - \$100.00 and broker is copied on fine
- 3rd fine - \$500.00 and broker is copied on fine
- Discussion to be held on what happens after next fine(s)
- Recommended changes to verbiage:
 - Wherever it says "Hours", it needs to say "1-Business Hours Day".
 - Where it says "Withdrawn", it also needs to say "and Canceled".
 - To change the "48" Hours for W/D and Canceled to be "24" Hours. Rationale: To be the same as "Under Contract".
 - Add a note that the main License # used on a contract for each team (typically the team lead) be the responsible billing party for that team's fines (see below for sentence removed here).
 - A motion was made (just prior to this motion being tabled) to remove the following line from the above recommended note: "If the team's fines don't get paid, the entire team would be subject to further discipline." (Motion stands)
 - Add a note that any members licensed for 1 year or less be educated on their very first fine and not charged. •
- Motion made to define what "Team" means in OGAR's MLS Rules.
- 4. Community Relations - Reviewed minutes. Recommendation back to committee, with agreement, that the OGAR public page is updated more often, weekly is suggested. Additional recommendation that OGAR expand offerings to ALL areas of members.
- 5. Membership Engagement - Reviewed minutes.
 - a. Motion made to allow a \$500 budget for the rest of 2021 to be used for prizes and offerings to the members through participation in surveys, video creations and performed tasks.
 - b. A motion was made to approve the conditional memberships for the agents listed below:

New Agents/Appraisers/Offices:

Mercedie Livingston - Reece Nichols Mt. Vernon - Secondary

Amanda Young - Reece Nichols Joplin

Amanda Fitzpatrick - Reece Nichols Joplin

Mary Mittag-Youngblood - Keller Williams

Elijah Daily - Pro 100 Joplin

Randi Jo Werries - Legacy RE

New Affiliates:

None

Jessica Hubbard, Vice President's Report

- 1. Awards - No meeting yet for this year.
- 2. RPAC - Reviewed minutes.
 - a. Motion made to approve MRs suggested "Local Political Coordinator" program locally. Kim to work on the details of implementation.
 - b. BOD agreed with the suggestion of a drip campaign for RPAC legislative information out to the membership on the 5-week plan rotation.
- 3. Technology - Reviewed minutes. No motions or recommendations made.
- 4. Leadership Development - Reviewed minutes.
 - a. Motion made to update the committee's duties to read as follows: "To present a slate of officers and directors, when appropriate, for a vote of the membership. More than one name per slot may be submitted to BOD. No candidate shall run opposed."



- 5. Local Leadership Academy – Students moving along with class project.
- 6. Commercial Task Force – Reviewed minutes.
 - a. Motion made to update the MLS Rules Section 2.26 to read as follows:
- “Co-Listing with agents who are a member of another association’s MLS and not a member of this association’s MLS is strictly prohibited, not applicable to Commercial property listings ONLY.
- The MLS cannot accept any co-listed agreements for Commercial properties if any party to the agreement is NOT a Missouri licensed real estate agent.
- Note: Definition of Commercial property: Commercial properties consist of real estate that is used for business activities and, also land that is used to generate income or that can be used for commercial use. It also includes large residential rental properties, investment portfolios of 5 units or greater.”

Recurring business:

- 1. Accounts past due presented; 0 agents, 0 companies.
- 2. Random listing audit for every 100th listing is continuing; several errors found.
- 3. Violations and Tribunal update; 3 CCP violations, all were cleared. MLS violations that resulted in a fine: 8. Violation breakdown: 1- S/N # missing, 1-room dimensions, 3-No photos, 3-Status updates needed.

New Business:

1. Motion made to enter into Executive Session to discuss ongoing legal questions.

All of the above motions passed with majority vote.

Meeting adjourned.





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Tuesday, 6/8/2021

9:30 am-11:00 am

Please plan to arrive 10 minutes early. The seminar begins on time.

Zoom Meeting. Spaces are limited.
(If remote zoom is not an option call OGAR @ 782-6161)
You must register for this class.

RSVP Today:

<https://us02web.zoom.us/meeting/register/tZcrde6tqz4qH9L2-MVx5pxbO1df1eWOn6GW>

Here's some of what you'll learn:

- * CHANGES in your 2021 Tax Deductions and why your accountant can't "just take" the new deductions for you.
- * WHY New COVID-19 Law reinforces the need to claim all business tax deductions, always!
- * WHY you may want to buy a new or pre-owned car sooner than you think...the great new "makeover" of the CAR DEDUCTION rules you will want to take advantage of!
- * HOW to navigate the 20% 199A DEDUCTION designed for Self-Employed Professionals and worth up to \$63,000!
- * HOW to safely qualify your home office for big tax deductions, even if you spend most of your office time at a branch office-one of the most important deductions of 2021!
- * The New...and Improved...food and beverage deductions for the real estate professional that you probably don't know about.

After this seminar, you'll have what you need to bring to your tax accountant so can keep more of the money you earn this year and beyond!

TECH WEDNESDAY

Thank you to Sean Parks with
Mid-Missouri Bank
for sponsoring this month's
Technology Wednesday



Thank you to Forrest Stodghill for
teaching the Forms Simplicity class.
Here are a few things from the
class:

- New member benefit through Missouri REALTORS
- Complete transaction management solution
- Contract packages/templates
- Electronic signatures
- Broker support/access to company files for compliance
- \$99/year per agent. Lower pricing availability for complete brokerages



Is that Bob Ross we see?

nah..... it's just Allen Hall, OGAR President



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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.

This video helps Missouri REALTORS® members navigate THE LANDING; Missouri REALTORS® all-member professional networking platform for REALTOR® members to connect, collaborate, and engage on industry happenings in a private setting.

<https://thelanding.missourirealtor.org/viewdocument/navigate-the-landing>

App of the Month

COMPLIMENTS OF OGAR
TECHNOLOGY COMMITTEE



Safety First! This app will help you feel safe wherever you are

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- Fake Call
- Guardians
- Follow Me

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FORREST STODGHILL
MICHAEL WICKLUND
ALLEN HALL
COURTNEY DENNEY
JENNIFER REAVES

MREC COMMISSIONER

STEVE KENNY

2021 OGAR Leadership

ALLEN HALL, PRESIDENT
CHRIS NICKLE, PRESIDENT ELECT
JESSICA HUBBARD, VICE PRESIDENT
COURTNEY DENNEY, TREASURER
BRANDI HADDOCK, PAST PRESIDENT
KANDACE YAPLE—3 YEAR DIRECTOR
AMY HUNT—2 YEAR DIRECTOR
SUSI YUST—I YEAR DIRECTOR
LINDA RICHMOND—I YEAR DIRECTOR
STEVE JOHNSON - I YEAR DIRECTOR
MIKE WICKLUND—MLS CHAIR/I YEAR

OGAR Staff

KIM COX, ASSOCIATION EXECUTIVE/CEO
JENNIFER PACE, DIRECTOR OF OPERATIONS & EDUCATION
DIANE NEWMAN, MEMBERSHIP SERVICES & MLS DIRECTOR
SARA PFLUG, MEMBER SERVICES COORDINATOR



Tour of Homes 2021 Schedule



Jan 5th	NW
Jan 12th	S
Jan 19th	NE
Jan 26th	NW
Feb 2nd	S
Feb 9th	NE
Feb 16th	NW
Feb 23rd	S
Mar 2nd	NE
Mar 9th	NW
Mar 16th	S
Mar 23rd	NE
Mar 30th	NW
Apr 6th	S
Apr 13th	NE
Apr 20th	NW
Apr 27th	S
May 4th	NE
May 11th	NW
May 18th	S
May 25th	NE

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

