



## Ozark Gateway Association of REALTORS®

**We Wish You The Best of Luck, Gary!**

### JANUARY Meetings:

- Jan 11—MLS Comm 2:00
- Jan 12—Finance Comm 10:00
- Jan 12— Member Comm 11:00
- Jan 12— Program Comm 1:30
- Jan 18 to 20— MAR Capitol Conf
- Jan 24 —Community Comm 1:30
- Jan 24—Leadership Mtg, by invite only 9:30-12:00 pm
- Jan 26— Board Of Director 9:30
- Jan 26—Strategic Planning 11:00

### Inside this issue:

- Agent Changes—Pg 6
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**Gary Nelson is running for MAR 2013 State Treasurer!**

If you plan on attending MAR Capitol Conference next week and you are a 2012 State Director, please don't forget to place your VOTE Friday morning at Capitol Conference! Good luck!





**REAL ESTATE CONTINUING EDUCATION IN JOPLIN**

(For renewal of all Salespersons and Brokers in 2012)  
Accredited by Missouri Real Estate Commission

Sponsor: The Southeast Real Estate Prep School, John Mayfield

**CLASSES ARE FREE TO ALL OGAR MEMBERS!**

Ozark Gateway Association of Realtors, C. Ray McDaniel Conference Center  
712 S. Florida, Joplin, MO 64801  
Thursday February 23, 2012  
9am – 12pm: 3hrs elective credit and 1pm – 4pm: 3hrs elective credit

Must attend 100% of the time for a certificate.

Mark the following class(es) to enroll:

\_\_\_\_ 3 hrs. Communicating with Today's Tech Savvy Consumer: 9am to 12pm

\_\_\_\_ 3 hrs. Understanding Credit Reporting and the Credit Reports: 1pm to 4pm

Provide the following information to enroll:

Circle one: BR BO BP BA BS PC SP

Name as it appears on your license: \_\_\_\_\_

License number as on your license: \_\_\_\_\_

Home Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Send Completed Registration Forms to:

Ozark Gateway Association of Realtors  
712 S. Florida, Joplin, MO 64801  
417-782-6161 Fax: 417-782-5212  
diane@theogar.com

# MLS STATISTICS

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## NOVEMBER 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
2007	2406	455	1452	499	1669	170	39	421	25	9	1	72
2008	2055	401	1191	463	978	381	50	501	14	0	82	49
2009	2015	376	1162	477	686	538	64	513	15	4	146	39
2010	2091	373	1267	451	612	461	56	668	20	7	148	120
Nov 2010	142	39	76	27	51	20	4	47	1	1	9	9
Nov 2011	172	41	83	48	54	38	5	59	1	0	14	1

**Total Number of Active Listings– 1735**

1-30 Days: 9      31-60 Days: 37      61-90 Days: 28      91-120 Days: 32      121-180 Days: 39      181+ Days: 27

**Total Units Sold: 172      Avg. DOM: 134      Avg. Sold Price: \$103,335      Median Sold Price: \$80,000**

**Absorption Rate– 10.8 months**

### January Birthdays:

1—Janice Steele  
5—Jay Goodan, Ron Franklin  
6—Carol McDaniel  
8—Larry Allgood  
9—Dave Stinnett, Bob Garvin, Cindy Moore  
10—Kent Neil, Sandy Wells, Gene Rowe  
11—Brenda Phipps  
12—Mike Williams  
13—JR Collins, Bruce Vaughan  
14—Don Graham  
15—Betty Hunt  
16—Ladonna Peeples, Carl Perkins  
17—Janelle Choens, Tamara Landes, Randy Karst  
18—Barbie Huff, Bob Yerington  
19—Roy Deem  
20—Sharon Maynard, Daryl Weinkein, Doug Ferguson  
21—JJ Patterson

22—Chris Nickle, Don Gunther, Kelly Williamson, Don Thorn

23—Teresa Thorpe

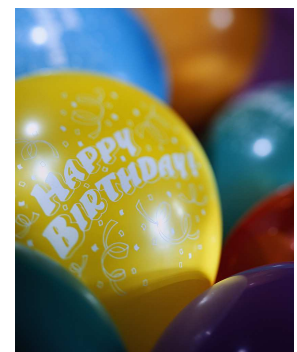
24—Phil Erwin, Jonathan Stout

25—Jim Hicklin, Sonja McWilliams

26—Lana Nelson, Angie Glenn, Jack Macy

<u>Agent Type</u>	<u>Count</u>
Designated REALTOR	53
Designated Appraiser	45
REALTOR®	392
Associate Appraiser	7
Salesperson	10
Waiver	2
Designated Affiliate	47
Associate Affiliate	48
Total Board/MLS: (minus affiliates)	508
Total Board w/Affiliates:	613

**HAPPY BIRTHDAY OGAR  
REALTORS, APPRAISERS,  
& AFFILIATES!**



## The Mission Statement of the Ozark Gateway Association of REALTORS®

The Ozark Gateway Association of REALTORS® exists to provide support and services to the membership by:

- Providing an effective and responsive Multiple Listing Service for the purpose of promoting cooperation & compensation.
- Protecting the rights of members to conduct their business with integrity and competence, without undue regulatory restraints.
- Offering education opportunities to foster career advancement, real estate best practices and adherence to the REALTOR® Code of Ethics.
- Promoting the preservation and protection of private property rights and opportunity for home ownership for all Americans.
- Utilizing public relations to enhance the REALTOR® professional image and broaden their influence within the community.
- Create a framework to encourage and facilitate REALTOR® involvement in the legislative process.

The Ozark Gateway Association of REALTORS® in accepting advertising in this publication, makes no independent investigation concerning the services or products advertised and neither endorses nor recommends the same and assumes no liability therefore.



**Check Back Next Month for Upcoming Events**

**You can look forward to New Quarterly Meetings this year with  
Well Known Speakers from around the State.**

**For Membership information please contact:**

**Tami Adams at 417-850-9638**

**Or**

**Micci Coggeshell at 417-499-5550**

## Director's Meeting Minutes

10:30 am  
Thursday, December 17th, 2011

Present: Cheryl Efird, Dave McGarrah, Debbie Barlos, Melissa Annis, Carol Ferguson, Donny Allen, and Spencer Aggus & Don Gunther also sat in on the meeting to see the procedures of a BOD meeting for their incoming year as officer and director.

Staff Present: Kim Cox  
Roll call was taken by Kim.

Meeting was called to order by Cheryl Efird, President.

Motions:  
Approved Agenda.  
Approved minutes from November BOD meeting.  
Received financials for November.  
Motion made and approved to accept financials for November.

Carol Ferguson, Finance Chair, presented financials for November's meeting.

Kim Cox, on behalf of the MLS Chair, gave a review and discussed item from MLS meeting.

1. Discussed Leased Price Field, agents will be able to put in 1 year lease production, and each year after that the amount of that 12 month period, until the lease is completed.
2. Discussed conversation committee is having over billing options; services for agents billed to the agent themselves vs. services for agents billed to the brokers as was in the past. Further discussion to be had at next MLS meeting.
3. Discussed confusion to members regarding the "variable acreage" field in the MLS, MLS committee needs to complete a quick fact sheet on this subject and send out to the membership.

Debbie Barlos, President Elect, reported that there were no meetings this month for Affiliate, Technology, Strat Planning, RPAC, or Awards.

Melissa Annis, Vice President, on meetings to report from for this month.

- A. Bylaws & Nominating – No meeting this month.
- B. Membership/Program – Discussed success of Banquet. Recommended the following scholarships, Holli Estes, Hannah Sanders, and Jensen Lansaw.

Old Business: Discussed accounts past due (attached).

New Business:

1. Motion made and approved to allow Innovia to incorporate leased production to be included in Firm/Agent Production Report and will be able to be put in as 1 year lease production amount, and each year after that the amount of that 12 month period, until the lease is completed.
2. Motion made to approve scholarships for Holli Estes, Jensen Lansaw, and Hannah Sanders as per recommended by the Program Committee.
3. Kim checked with City of Joplin about any type of tax credit for the purchase of storm shelters this year; the following was taken from an excerpt on the website: "Residents who install a safe room prior to the program being funded will be ineligible for reimbursement. So if you intend to build a safe room and want to use this program, please do not take any steps in that direction until the City announces that our program is being funded". Kim will keep an eye on this and report back as this program is further released.

Motion made to approve conditional memberships for the following new members:

Rick Brown – Charles Burt  
Melissa Sims – ReMax  
Robert Bunch – Keller Williams  
Philip Brown – Friesen Property Sales  
Jeff Taylor – Greater Springfield Realty  
Nick Gratten – Keller Williams  
Betty McCartney – Keller Williams  
Star Atchison – Paradise Properties  
Brian Atnip – Keller Williams

Discussions:

1. Thank you was given to Cheryl Efird for her volunteer services as OGAR's 2011 President.

All the above motions passed with majority vote.

Meeting adjourned.

Next meeting: Thursday, January 26th @ 9:30 am



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- ✓ **SAVE MONEY!**

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

**SAVE 20%!!**

**\*\*Enter the promotional code JAN20 at checkout to receive your discount.\*\***

**IT'S SO EASY! Enroll TODAY!**

*Promotion expires 1/31/2012*



**OGAR**

Ozark Gateway  
Association of REALTORS®

### **Agents on the Move**

**New agents:** Brian Atnip (Keller), Dennis Frank (Hunter), Margaret Carroll (Paradise), Kathleen Koelling (New Generation)

**New Affiliate:** (none)

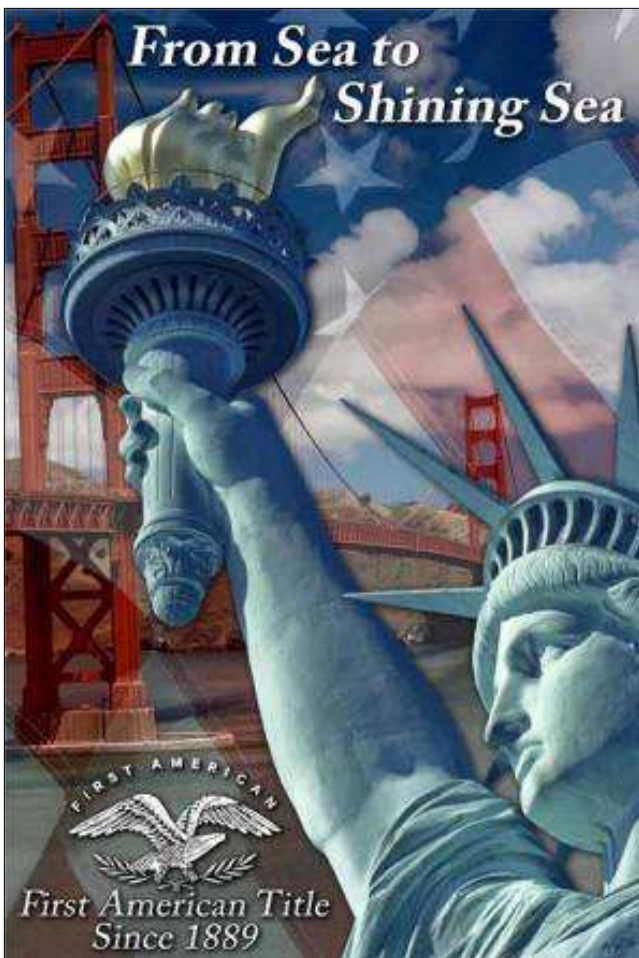
**New Offices:** Rees & Associates—Brent Rees

**Transfers:** David Greninger to Living Stone Properties

**Drops:** June Thompson (Carlisle Real Estate), Joe Braun (Keller), Nancy Keefner (Charles Burt), Tina Evans (Rili & Assoc)

**New MLS Only:** (none)

# 2012 Awesome Platinum Affiliate Participants



**Abbey**  
 Title Company  
*Land Title Service for Southwest Missouri*  
 Joplin Carthage  
 417-623-1910 417-358-1975

**Have a Great Business?**  
**Not An Affiliate yet?**  
**Want to See Your Ad Here?**  
**Call To Join Us Today! 417- 782-6161**

# 2012 GRI SCHEDULE



## GRI 2012 Schedule at a Glance Missouri Association of REALTORS®

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
401			8 StL						27 Pulaski				401
402			9 StL							4 KC			402
403				12 StL					28 Pulaski	5 KC			403
404				13 StL				2 KC					404
405				18 Rolla	3 Branson		12 StL						405
406					4 Branson		17 Spf		13 StL				406
407							18 Spf		14 StL				407
408				19 Rolla			6 Sedalia 13 StL						408
409					10 StL			3 KC					409
e410 online		23 Adv										6 Adv	e410
411				19 Spf			14 StCh		9 StL				411
412				20 Spf			15 StCh		10 StL				412

*Note: GRI graduates may take modules for half price. All modules count toward MRE credit.*

Online GRI – GRI-403, 409, 411 – Alternative to live class offered online 24/7 at [www.missourirealtor.org](http://www.missourirealtor.org)

Online – eGRI-410A course online February 23 and December 6; students will be directed to the MOeGRI website for course details; ePRO counts in lieu of taking eGRI- 410A

### 2012 GRI Co-Sponsors:

Greater Springfield Board of REALTORS®	(Spf)
Kansas City Regional Association of REALTORS®	(KC)
Pulaski County Board of REALTORS®	(Pulaski)
South Central Board of REALTORS®	(Rolla)
St. Charles County Association of REALTORS®	(StCh)
St. Louis Association of REALTORS®	(StL)
Tri-Lakes Board of REALTORS®	(Branson)
West Central Association of REALTORS®	(Sedalia-location)

*(Note: GRI Co-sponsors will send out class location/confirmation upon registration. Check with MAR if you have questions or need to confirm location of GRI modules listed on the 2012 schedule.)*

**Please register with MAR for all GRI modules listed above. Register online with MAR at [www.ims.morealtor.com](http://www.ims.morealtor.com); Mail: MAR, 2601 Bernadette Place, Columbia, MO 65203; fax 573.445.7865 (Make check payable to MAR)**



## Did You Know?

### Tax Time Is Right Around the Corner

If you need a copy of your 2011 Expenses from OGAR for Tax purposes contact Bridget at 417-782-6161 and she would be happy To print a copy for you!

### 2012 Leadership

Debbie Barlos– President  
Melissa Annis– President-Elect  
Carol Ferguson– Vice President  
Don Gunther– Treasurer

Lyla Page – MLS chair  
Dave McGarrah- 3– Year Director (3)  
Donny Allen– 2 Year Director (1)  
Spencer Aggus– 1 Year Director  
Ron Franklin– 1 Year Director  
Bonnie Wright – 1 Year Director  
Cheryl Efird – Past President

#### Staff

Kim Cox – Association Executive Officer  
Bridget Plunkett– Director of Administrative Services  
And MLS  
Diane Hendrickson– Director of Membership Services

### 2012 MAR Directors

Carol Ferguson  
John Yaple  
Lyla Page  
Debbie Barlos  
Gay Lynne Dawson  
Dave McGarrah  
Doris Carlin– MREC Commissioner  
Donnie Allen– District Representative  
to MAR Executive Committee

GRI's make 30% more than  
other agents.

