



2022 Board of Directors Nominee Bio

Name: Jason Phillips

Service to NAR, OAR, OKCMAR and MLSOK:

NAR Member Communications Committee 2020

Service to other boards and committees:

Diversified Opportunity Fund Board (2019-Present)

Rose State College Board of Governors (2019-Present)

Rose State College Foundation Board Budget and Investments Committee (2019-Present)

Tell us a little bit about your personal life and personal philosophy.

I began my career in the home building industry and continue building homes to this day. That career eventually led to the launch of our brokerage in OKC. We have doubled sales every year since our launch. I have an MBA from the University of Central Oklahoma and I minored in Economics during my undergrad. I have what I would describe as an inquisitive mind that is never satisfied with the status quo. I am told that I ask thoughtful questions and come at things from a unique perspective.

I think the biggest issues/challenges facing the MLS industry are three-fold.

1. Downward pressure on commissions from tech companies looking to grab a piece of the commission pie from real estate agents.
2. "Globalization" as it pertains to individual agents and teams. Teams/brokerages are expanding their geographic footprint and because of this are putting pressure on the MLS industry to consolidate.
3. The perception from some outside forces that the current model of seller paying the buyer agent's commission is akin to "price fixing" and artificially inflates the cost of selling a home.



Tell us why you would want to serve on the board of directors.

I am interested in giving back to the real estate community. I believe the MLS is still the most valuable tool/association that real estate agents have access to and should be treated as such. Without the unilateral offer of compensation I believe our clients would suffer because we would be forced to negotiate with buyers and sellers for compensation on every transaction.