



Missouri REALTORS®

Dedicated to the American Dream

IN THE NEWS



Make Plans to Attend!

Learn from industry experts and network with colleagues from across Missouri while celebrating the REALTOR® brand at the beautiful Lake of the Ozarks! Not only will the National Association of REALTORS® 2023 Riding with the Brand experience be onsite, but you can also join us for an evening boat cruise. Consider coming a day early and add the RRC Designation Course, Pricing is Paramount, to your registration.

[Check out the full schedule](#) and make plans to join us!

REGISTER NOW

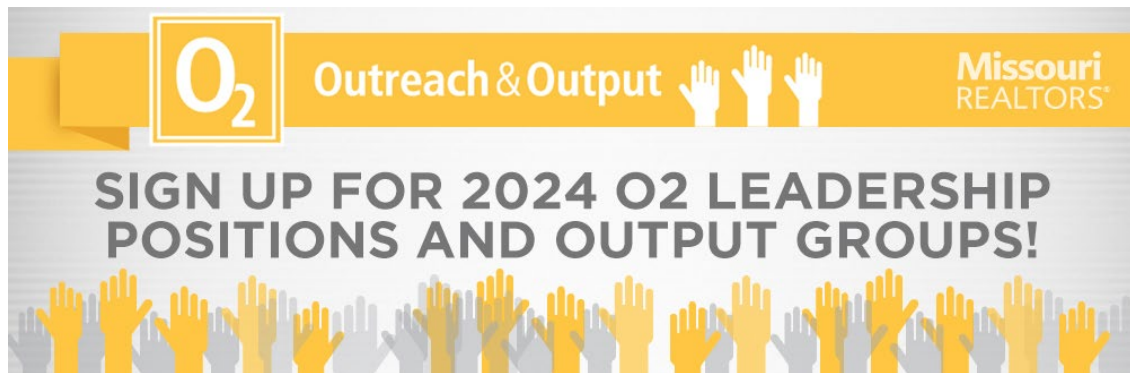
Early Bird registration closes on Monday, May 1 at midnight.



2023 Spring Business Conference Recap

Over 400 REALTORS®, affiliates, and sponsors from across the state attended the Spring Business Conference in Columbia, April 11-13. As always, we want to thank everyone that attended this event in person and virtually. We hope you found this event very informative and can't wait to see you at the Fall Business Conference in Springfield, September 19-21.

To learn more, visit President Andrea Sheridan's [conference recap blog](#). You can also view and download high-resolution photos of the event by visiting our [Flickr page](#).



Apply to Serve in 2024!

We pride ourselves on being a mission-driven organization. In our fast-paced, evolving industry we must be willing to adjust and embrace change to ensure we are able to meet future needs. This proactive approach means we are always looking for volunteers to help us achieve our goals and ensure Missourians have the right to homeownership.

APPLY TODAY

The deadline to apply for all O2 leadership and professional standards positions is May 15, 2023.



REALTORS® Are Good Neighbors

REALTOR® VOLUNTEER DAYS

June 3-11, 2023

Plan a group volunteer activity, submit an activity form, and receive FREE t-shirts for your group!

FRONT

SIDE

2023 REALTOR® Volunteer Days

Mark your calendar for the 2023 REALTORS® Are Good Neighbors Volunteer Days, and be a part of a collective force for good!

To support NAR's REALTOR® Volunteer Days, Missouri REALTORS® is encouraging Local Boards/Associations, offices, and groups of members to participate in a volunteer activity, June 3-11. Groups who [complete our online participation form](#) before Friday, May 12 will receive Missouri REALTORS® branded REALTORS® Are Good Neighbors t-shirts for up to 10 volunteers (per request) to wear during their volunteer activity!

To learn more, including volunteer ideas and a toolkit for event promotion, visit [2023 REALTOR® Volunteer Days](#).



NOMINATE A REALTOR®!

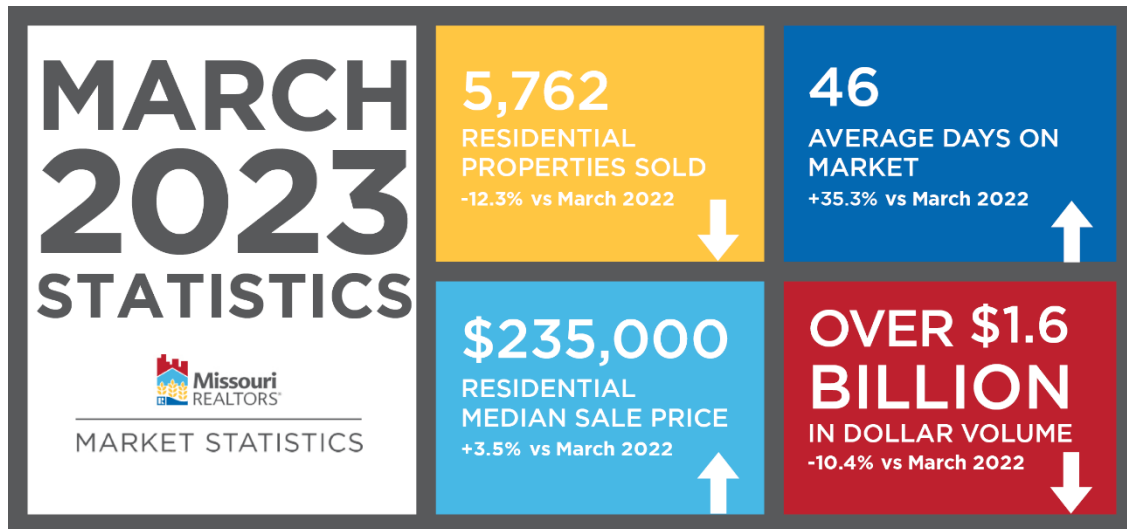
REALTOR® OF THE YEAR

2023 REALTOR® of the Year | LAST CALL!

Selected each year from nominations received by Local Boards/Associations, the REALTOR® of the Year (ROTY) award is given to a member that exemplifies "REALTOR® Spirit" through faithfulness to principles of organized real estate, board and association laws and regulations, and the Code of Ethics.

APPLY TODAY

The ROTY award application deadline is Monday, May 1.



Missouri Market Statistics | March 2023

Low inventory levels and increased buyer demand resulted in an increased median sales price in March. For detailed market information, including 2023 first-quarter results, visit our [March/First-Quarter Market Report](#).

Missouri REALTORS® PODCAST

EPISODE 27

NAVIGATING APPRAISALS
IN TODAY'S MARKET

[▶ Listen Now!](#)

Featuring
Brenda Oliver and Pam Long

Episode 28: Navigating Appraisals in Today's Market

As a REALTOR®, understanding the appraisal process should be top of mind. Tune into [Episode 28 of the Missouri REALTORS® Podcast](#) as REALTORS® and appraisers Brenda Oliver and Pam Long discuss navigating appraisals in today's market, including changes to the appraisal process.



The National Association of REALTORS® most exclusive broker event, the 2023 REALTOR® Broker Summit, took place April 17-19 in Kansas City. Brokers throughout the country, including many of Missouri's very own, attended this exciting event to hear from industry experts on best practices, innovations, and the current state of the real estate industry.



Accepting Applications for the 2023-2024 Leadership Academy Class!

Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. Will this be your year? Learn more about the Leadership Academy program and submit your application today!

APPLY TODAY

The deadline to apply is May 5, 2023.



LEADERSHIP SPOTLIGHT

Doug Andrews

Greater Springfield Board of REALTORS®

This month, we are shining the Leadership Spotlight on Doug Andrews.

Doug Andrews, from Century Realty, is a Missouri REALTOR® and devoted member of the Marshfield, MO community. In addition to his laudable commitment to our association and the real estate industry at large, Doug serves a number of volunteer organizations.

To learn more about Doug and his dedication to serving others, visit his [Leadership Spotlight Blog](#).



Show Your Pride with a REALTOR® License Plate!

Show your Missouri REALTOR® pride with a [REALTOR® license plate](#)! By making a tax-deductible donation to the Missouri REALTORS® Educational Foundation, you are not only supporting a great foundation but a tremendous cause. REALTOR® plates are available for registered Missouri vehicles only.

Missouri REALTORS®



573-447-5278

▶ Watch Now!

Featured Member Benefit | Legal Line

Do you have real estate law questions you need answered by an attorney? As a member of Missouri REALTORS®, we offer this service! [Legal Line](#) is a “members only” service benefit that allows all Missouri REALTORS® (both brokers and agents) direct access to an experienced real estate attorney.

[Learn more about this free member benefit](#), with Pulaski County Board of REALTORS® member Antwann Rhodes!



7 Books Every REALTOR® Should Read in 2023

As a real estate professional, staying informed and knowledgeable about the industry is crucial to success. One way to do this is by reading books that provide insight and education on the current market trends and best practices. And sometimes the best way to improve as individuals and REALTORS® is through stories that touch on deeper life lessons.

We've compiled a list of [seven must-read books for REALTORS®](#), handpicked by our very own Missouri REALTORS® Ambassadors. While some of these books aren't directly related to real estate, they offer valuable insights, practical advice and inspiring stories to help real estate professionals stay ahead of the game

RISK MANAGEMENT

Missouri REALTORS®

 **LEGAL**line 573-447-5278

LEGAL Line is a "members only" service benefit that allows Missouri REALTORS®, both brokers and agents, direct access to an experienced real estate attorney who can provide information on a variety of real estate law topics.

Do you have a legal question that hasn't been covered in the [LEGAL Line Library](#)? Visit [About LEGAL Line](#) to learn more.

ADVOCACY



Over \$102,000 Raised for the REALTOR® Party!

Over 300 Missouri REALTORS® shined out at the Robert W. Borgmann "Time to Shine" RPAC Auction during the recent Spring Business Conference! In conjunction with the auction, Missouri's YPN also hosted a "Pie in the Eye" campaign, where members invested \$5 votes to have a member of the Missouri REALTORS® Leadership Team get pied in the face. With loads of fun, while supporting RPAC, members raised a record-breaking \$102,243!

FEATURED AFFILIATE

NAVY 
FEDERAL®



This month's featured affiliate is Shaleah Argeris of [Navy Federal Credit Union](#). Focused on the values of service, integrity, and community, Navy Federal ensures members remain their top priority.

To learn more, contact Shaleah Argeris, Business Development Officer, by phone at (850) 530-8930 or by email at Shaleah_Argeris@navyfederal.org.

A few fun facts you should know about Shaleah! She and her husband restore historic homes, she drag races a 1050 hp 68' Chevy C-10 with a 565 Big Block, and she loves to travel, especially to Greece.



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