



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

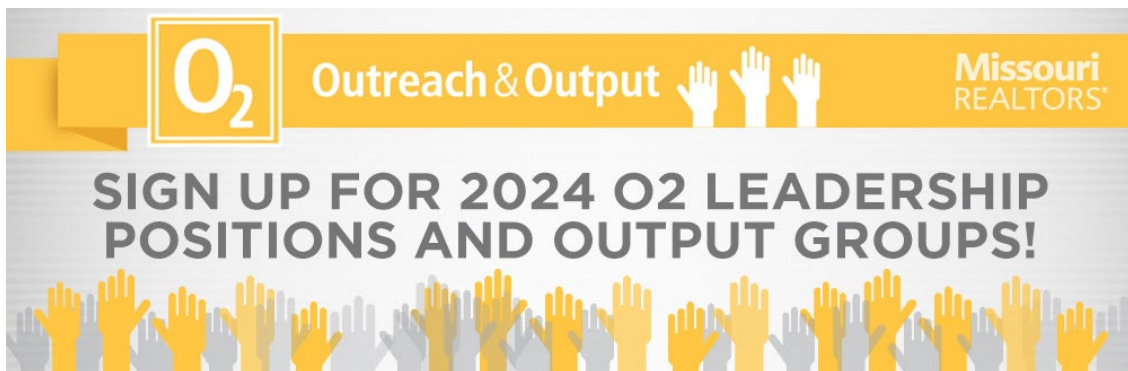


Spring Business Conference

This year's [Spring Business Conference](#) will take place April 11-13 in Columbia. This is a great opportunity to attend association governance meetings, hear from guest speakers, and participate in numerous networking activities!

To learn more about the upcoming Spring Business Conference, visit President Andrea Sheridan's recent [blog post](#).

REGISTER NOW



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.



Missouri REALTORS® Showcases Area Market at MIPIM

Members of the Missouri REALTORS® Leadership Team and staff recently traveled to Cannes, France for MIPIM, the world's leading global real estate market event. Alongside Missouri Partnership, Missouri leadership focused on recruiting new foreign investment into the state. The exhibition and conference attracted 26,800 international property professionals.

To learn more, visit our recent [press release](#).

NOMINATE A REALTOR®!
2023

REALTOR® SALESPERSON OF THE YEAR



REALTOR® Salesperson of the Year | LAST CALL!

Selected each year from nominations received by local boards and associations, the REALTOR® Salesperson of the Year (RSOTY) award is given to a member that exemplifies a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more.

APPLY TODAY

The RSOTY award application deadline is Friday, March 31.



AE INSTITUTE

Association Executives Attend AE Institute in Seattle

Association Executives throughout the state recently attended the National Association of REALTORS® Association Executives Institute in Seattle. Missouri REALTORS® CEO Breanna Vanstrom is currently serving as the Chair for the Association Executives Institute Advisory Board and helped host the event!

The AE Institute is the premier professional development event for local and state REALTOR® association and MLS staff. The Institute offers programming for all staff levels of the REALTOR® organization, from newer AEs and those who manage small associations to veteran AEs. The AE Institute raises association executive awareness of real estate industry issues and provides professional development opportunities so AEs across the country can better serve the REALTOR® organization and its members.



EPISODE 26

YOUR JOURNEY TO INVESTING
IN REAL ESTATE

▶ Listen Now!



Featuring
Brent Sager and
Jennifer Langston-Justus

Episode 26: Your Journey to Investing in Real Estate

In [Episode 26 of the Missouri REALTORS® Podcast](#), REALTORS® Brent Sager and Jennifer Langston-Justus talk with President Andrea Sheridan about the fundamentals of real estate investing, how to maneuver the evolving industry, and the many real estate investment options available to aspiring and seasoned investors. You don't want to miss it!



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

Denise Pittman

Jefferson City Area Board of REALTORS®

This month, we are shining the Leadership Spotlight on Denise Pittman.

Denise, from RE/MAX Jefferson City, is a Missouri REALTOR® and devoted volunteer for the Fatima Archery Club since its inception in 2016. The club is dedicated to teaching high school students how to work through the mental and physical challenges of becoming an expert archer.

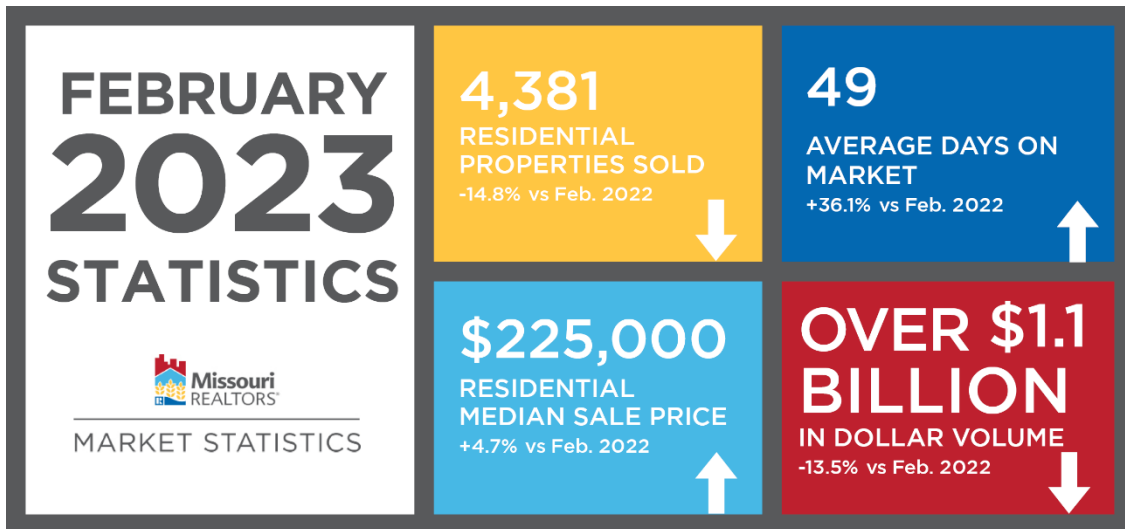
To learn more about Denise and her dedication to serving others, visit her [Leadership Spotlight Blog!](#)



2023 REALTORS® Legislative Meetings

For many of us, the National Association of REALTORS® Legislative Meeting is our favorite conference of the year. If you have never participated, we invite you to join us! This year's conference will take place May 6-11 in Washington, DC.

To view a full schedule of events and register, visit the [2023 REALTORS® Legislative Meetings event page](#).



Missouri Market Statistics | February 2023

In February, Missouri saw an increase in the median sales price but fewer sales resulted in a 13.5% decrease in total dollar volume.

To view statewide market statistics for February, visit our [February 2023 Market Report](#).



Kristen Beahm | REALTOR[®] Magazine's 30 Under 30 Finalist

St. Louis REALTOR[®] Kristen Beahm has been selected as a finalist for REALTOR[®] Magazine's 2023 30 Under 30 class!

You can vote for Kristen (Missouri's only finalist) as your favorite finalist in the Web Choice Award online contest. Contest rules allow you to vote once every 24 hours per candidate. The finalist who receives the most votes is guaranteed a spot in this year's 30 Under 30 class and will be named the Web Choice Award winner, which will earn him or her special recognition in an online article.

Don't wait, **voting ends Friday, March 31 at 12:00 p.m. CST.**

VOTE NOW

Learn more about Kristen's story by tuning into [Episode 27 of the Missouri REALTORS® Podcast!](#)



April is Fair Housing Month

April is Fair Housing Month, Missouri REALTORS®. It's an opportunity for us to reflect on our commitment to uphold the principles of fair housing and to educate ourselves and our clients about the importance of equal opportunity when it comes to the American Dream of Homeownership.

[Learn more about Fair Housing Month](#) and what we as REALTORS® can do to ensure everyone has access to safe, affordable, and equitable housing.



2023 REALTOR® Broker Summit

The 2023 REALTOR® Broker Summit will be held in Kansas City, Missouri, April 17-18, 2023.

This exciting event offers incredible learning, exclusive insights, and in-person networking. Connect with industry experts, discover technologies, and obtain strategies to take home to your clients, agents, and business!

REGISTER NOW



MEMBER BENEFIT

Market Statistics

▶ Watch Now!

Featured Member Benefit | Market Statistics

Did you know Missouri REALTORS® provides a monthly statistics report highlighting statewide housing data? Visit [Missouri Market Statistics](#) to review the most up-to-date housing data and archived market reports.

[Learn more about this free member benefit](#), with Kansas City Regional Association of REALTORS® member Jennifer Langston-Justus!

RISK MANAGEMENT

Missouri REALTORS®



LEGALline

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



April 4, 2023 | General Municipal Election

The American Dream of homeownership will once again be on the ballot in many areas throughout the state during the upcoming April 4, 2023, General Municipal Election. As always, we encourage you to educate yourself on your local candidates and ballot measures. Most importantly, get out and vote. Your voice matters.

To view your polling location, check your voter registration, and more, visit [Vote Missouri](#).



MEMBER SURVEY



We Want your Feedback!

Thank you to everyone that has taken the Member Survey! For those who have yet to do so, we still need your help collecting feedback for the Missouri REALTOR® Party and REALTOR® Political Action Committee (RPAC), so we can better serve you.

Congratulations to our first RPAC Survey winners! Dale Weir of St. Louis REALTORS® and Rusty Edwards of the Tri-Lakes Board of REALTORS®. Individuals who participate will be entered into a drawing for the remaining \$100 VISA gift card and \$200 VISA gift card!

Will you be the next winner? Take the survey for your chance to win!

BEGIN SURVEY

The deadline to participate is April 5, 2023.

FEATURED AFFILIATE



This month's featured affiliate is Katie Otto of [USA Mortgage](#). Driven by a passion for always improving the mortgage process, USA Mortgage will find the right types of loans, with rates that work for you. You can be sure they have a real stake in providing you with the best experience possible.

To learn more, contact Katie Otto, Vice President of REALTOR® Relations, by phone at (314) 628-2224 or by email at kotto@usa-mortgage.com.



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