



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Join us at the Lake!

Have you registered for the upcoming Show-Me Emerging Issues Real Estate Summit featuring Riding with the Brand? Taking place July 17-18 at the beautiful Lake of the Ozarks, you'll have a chance to hear from 15+ industry experts such as Curaytor co-founder Jimmy Mackin, past CEO and co-founder of Zillow Spencer Rascoff, WAV Group founder Victor Lund, and more! You'll also have the opportunity to participate in educational offerings while meeting and networking with members of the National Association of REALTORS® leadership team and fellow REALTORS®.

While you're at it, join us a day early (July 16) for the [Pricing is Paramount](#) RRC Designation course. Led by instructor Kim Cameron, you will learn the best approaches to creatively price properties, including multiple ways to navigate consumer pricing objections.

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

REGISTER NOW



2023 REALTOR® Volunteer Days

We would like to thank the incredible REALTORS® who generously volunteered their time during the 2023 REALTOR® Volunteer Days event, June 3-11. Throughout this week-long initiative, more than 250 REALTOR® volunteers throughout the state participated in over 30 volunteer activities. Because of these efforts, over 10 thousand Missouri residents were positively impacted.

[View our recent press release](#) to learn more!

2023 President's Challenge

APRIL 11 through NOVEMBER 30



Get Started Today!

The 2023 President's Challenge is underway and we invite you to join us!

This challenge encourages all Missouri REALTORS® to complete the National Association of REALTORS® Fairhaven simulation, Bias Override training, At Home With Diversity certification (AHWD), and the Commitment to Excellence program (C2EX). **Members who complete all four programs prior to November 30, 2023, have a chance to win \$1,000!** And remember, members who have already completed all four programs are also eligible to enter.

To learn more, visit the [2023 President's Challenge](#).

The logo for the Missouri REALTORS RELIEF FOUNDATION. It features the words "Missouri REALTORS" in a dark grey sans-serif font at the top. Below that, the word "RELIEF" is in a large, bold, red sans-serif font. To the right of "RELIEF" is a red icon of a hand holding a house. Below "RELIEF" is the word "FOUNDATION" in a red sans-serif font, slightly smaller than "RELIEF".

Missouri REALTORS[®] RELIEF FOUNDATION

Deadline Extended!

Through July 31, 2023, residents who were displaced from or are dealing with severe damage to their primary residence as a result of the April 5 Bollinger County tornado may be eligible for a grant of up to \$1,000.

Visit the [Bollinger County Tornado Relief Application](#) to learn more.



NOMINATE A REALTOR[®]!

BRADY STEVENS AWARD

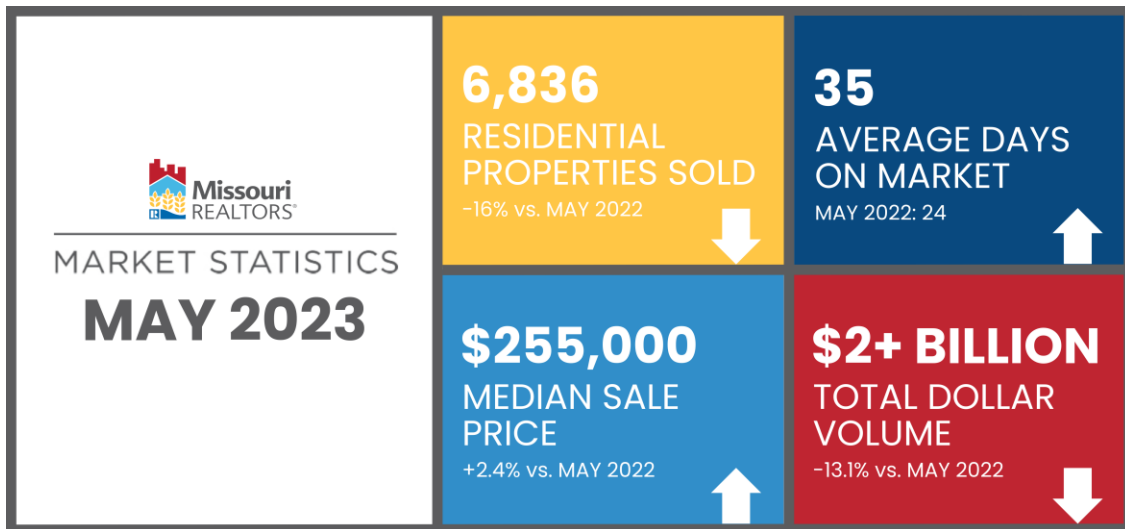
JULY 31, 2023, APPLICATION DEADLINE

Brady Stevens Award | Nominate a REALTOR[®] Today!

The Brady Stevens Award honors graduates of the REALTOR[®] Institute who continually promote professionalism in their real estate practice, actively participate in REALTOR[®] organization affairs, and devote themselves to ongoing professional development. Nominate a deserving REALTOR[®] today! The Brady Stevens Award deadline is July 31.

To learn more, view past recipients, and access the nomination form, visit our [Awards and Applications page](#).

APPLY TODAY



Missouri Market Statistics | May 2023

Even with an increased median sales price in May, low inventory resulted in a decrease in total dollar volume compared to the same period last year.

For detailed information, including archived market reports, visit:

www.missourirealtor.org/market-statistics



Featuring
Gerrie Moore

Episode 30: Discover Your "Why?"

Have you discovered your "Why?". [Tune into Episode 30 of the Missouri REALTORS® Podcast](#) as President Andrea Sheridan talks with REALTOR® and Jeans for Teens founder Gerrie Moore about using real estate to discover your purpose and fulfill your passion. You don't want to miss it!



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.

For those that already have a specialty plate, your plate may be up for renewal in July. To learn more, contact Mary LaBarbera at (573) 445-8400 ext. 1330 or by email at mary@morealtor.com.

TOP REASONS TO USE A MISSOURI REALTOR®

We price your home accurately.

We market your home effectively.

We navigate negotiations skillfully.

Why You Should Use a Missouri REALTOR®

Buying or selling a home is one of life's most complex and overwhelming endeavors. That's precisely why having the guidance of an experienced Missouri REALTOR® is essential.

Whether you're working with a seasoned homebuyer or a first-time homeowner, take a moment to share why [enlisting a REALTOR® is crucial](#).



Tips,
Ideas,
Practices



Missouri REALTORS® Video Vault | Get Started Today!

Do you enjoy sharing your story of becoming a REALTOR®? Maybe there are obstacles you've faced while establishing your business or tips you've learned along the way to help others succeed. If so, consider sharing your story on the Video Vault!

Missouri REALTORS® Video Vault originated from the idea that the best mentors and instructors in real estate are oftentimes fellow practicing REALTORS®. Through Missouri REALTORS® Video Vault, you can find and share tips, ideas, and practices to improve your business and the practice of real estate across Missouri.

[Get started today!](#)

ADVOCACY

RPAC-MO Trustee Election | Apply Today!

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2023: Jessica Hubbard, Jordan Salisbury, Lisa Sell, Dave Soto, and Cass Williams. Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for RPAC-MO Trustees are as follows:

- Must be an RPAC Major Investor and strive to be a President's Circle Member.
- Must produce evidence within the ten years preceding your election that you have been a member of the Board of Directors of Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the association.

Nomination forms must be submitted by September 7, 2023. The election will take place electronically, September 12-19.

APPLY TODAY

CANDIDATE TRAINING ACADEMY

Empowering REALTORS® for Public Office



DEDICATED | PASSIONATE | COMMUNITY

SIGN UP TODAY!



Candidate Training Academy

Missouri REALTORS®, alongside the Kansas City Regional Association of REALTORS® (KCRAR) and Kansas Association of REALTORS®, will host a Candidate Training Academy on August 3, 2023, at the KCRAR Leawood office. This valuable offering provides REALTORS®, affiliates, and potential REALTOR® Party Champion candidates with insight and expectations related to running for a public office.

[Learn more and register!](#)

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.

FEATURED AFFILIATE



This month's featured affiliate is Matthew Emerick with [Home Warranty, Inc.](#) Founded in 1999, Home Warranty provides comprehensive warranty coverage options, your choice of a qualified service contractor, and 24/7 claim support. Home Warranty's great coverage also includes the Free Utility Connect & Move Service - providing you with one point of contact to set up utilities, telecom, home automation, and other essential services while saving you time, money, and hassle!

To learn more, contact Matthew at teamemerick@homewarrantyinc.com or by phone at (913) 732-9887.



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