



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2024 Winter Business Conference Recap

Over 400 REALTORS®, affiliates, and sponsors from across the state helped kick off the New Year at the Winter Business Conference in St. Louis, January 16-18. Thank you to everyone who attended this event in person and virtually! We hope you found this event very informative and can't wait to see you at the Spring Business Conference in Kansas City, April 23-25.

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

NOW ACCEPTING APPLICATIONS!
HONOR SOCIETY AWARD



Now Accepting Applications!

®

Are you a REALTOR with high regard for professional achievement? Someone who continually seeks excellence through education, while contributing your skills to board and association leadership? If so, [apply for the Honor Society Award!](#)

The deadline to submit 2023 Honor Society applications is Friday, March 22.



Join us in Oklahoma City!

Hosted by the Oklahoma Association of REALTORS®, the 2024 Region 9 Conference will take place February 17-19 at the Skirvin Hilton in downtown Oklahoma City. We look forward to seeing you there!

[View the full conference schedule and register!](#)



Missouri REALTORS® Good Neighbor Award Winner

Missouri REALTORS® would like to congratulate Cory Roebuck of Branson, Missouri, for being named Missouri REALTORS® 2023 Good Neighbor Award Winner!

Founded in 2020 after a near-death experience, Roebuck created the [Taney County 100 Club](#) to help surviving families of Taney County, Missouri, firefighters, law enforcement officers, and paramedics killed or seriously injured in the line of duty. "I have volunteered as a firefighter in Branson for over eleven years," said Roebuck. "On a call in 2017, I almost died in the line of duty. In that moment, all I could think about was my family and who was going to care for them."

Learn more about Roebuck's story by watching the [2023 Missouri Good Neighbor Award video](#).



Missouri REALTORS® Good Neighbor Award Honorable Mention

We would also like to recognize Lana Nelson for her work with [Solace House of the Ozarks](#), a non-profit founded to provide a welcoming home for those in the last month of life, whose care needs cannot be met in their own home. Nelson was named Missouri REALTORS® 2023 Good Neighbor Award Honorable Mention recipient!

Learn more about Nelson's story by watching the [2023 Honorable Mention video](#).

We would like to thank [Home Warranty](#), as well as Mark Emerick and Matthew Emerick, for sponsoring the Missouri REALTORS® Good Neighbor Award!

Leadership Spotlight

Dan Hartman

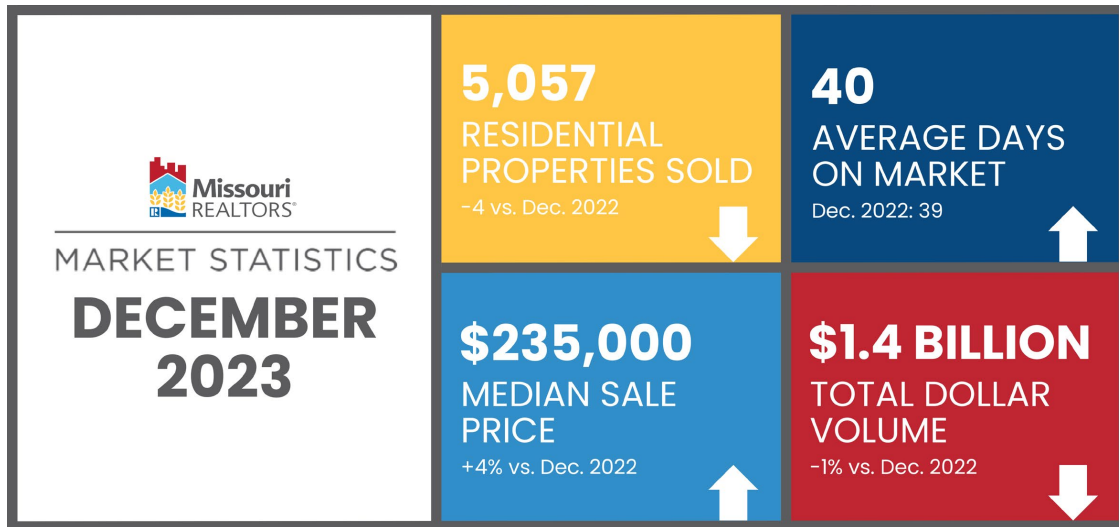
Kansas City Regional
Association of REALTORS®



This month, we are shining the Leadership Spotlight on Dan Hartman.

Dan Hartman, a real estate professional and leader hailing from the Kansas City Regional Association of REALTORS®, sets himself apart through his community engagement and active participation in the REALTOR® world. We applaud Dan for his unwavering commitment to both personal and professional development, as well as his dedicated efforts in supporting and guiding others within the industry.

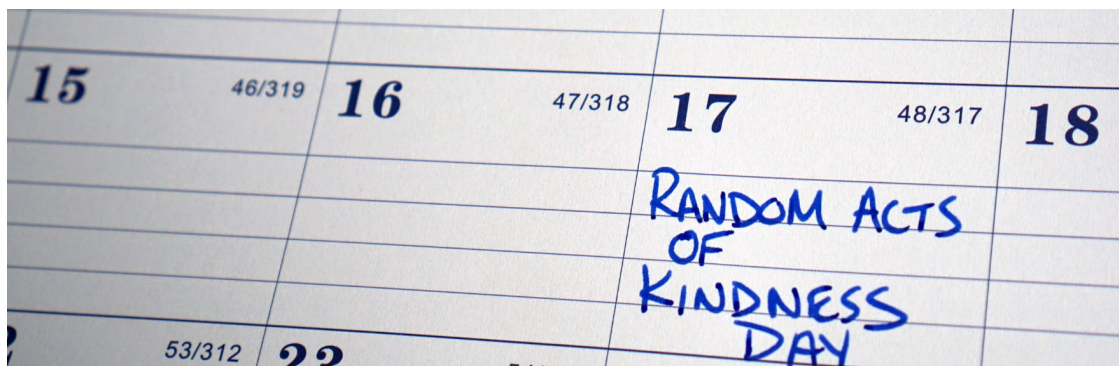
To learn more about Dan and his dedication to serving others, visit his [Leadership Spotlight blog](#)!



Missouri Market Statistics | December/Year-End 2023

In December, residential property sales experienced a 4% decrease compared to the same period last year, resulting in an increase to 40 days on market. The median sale price recorded a 4% increase compared to the same period in 2022, coming in at \$235,000.

For detailed information, including year-end figures and archived market reports, visit: www.missourirealtor.org/market-statistics



February 17th is Random Acts of Kindness Day

Mark your calendar! February 17th is "Random Acts of Kindness Day," a perfect opportunity to make a positive impact on your communities. As advocates for community well-being, Missouri REALTORS® can embrace this day to spread kindness, strengthen local connections, and contribute to the betterment of the neighborhoods you serve.

To kickstart your random acts of kindness, [we've curated some ideas](#) - so, get creative and get organized early!

ADVOCACY



Carhartt Hoodie



Polo Shirt



Hat

Major Investor Options for 2024!

Thank you for your continued support of the Missouri REALTOR® Party and the REALTORS® Political Action Committee (RPAC). Be sure to check out [Major Investor options for 2024!](#) *Purchase a second apparel item for an additional \$100 investment.*

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.

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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