



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



NAR NXT | Board of Directors Special Report

NAR NXT, The REALTOR® Experience recently concluded in Anaheim, CA., and as always, Missouri REALTORS® have much to be proud of! To view all highlights, including a recap of issues addressed at the Board of Directors meeting, visit CEO Breanna Vanstrom's [recent blog post](#).

2023 President's Challenge

APRIL 11, 2023 through JANUARY 12, 2024



Deadline Extended!

The 2023 President's Challenge deadline has been extended to January 12, 2024, allowing time for members to complete all four (4) components and enter to win \$1,000. This challenge encourages all Missouri REALTORS® to complete

NAR's Fairhaven simulation, Bias Override training, At Home With Diversity certification (AHWD), and Commitment to Excellence (C2EX) program. *Members who have already completed all four programs are also eligible to enter.

To learn more and enter, visit the [2023 President's Challenge](#). You can also [find helpful tips here!](#)

Leadership Spotlight

Kalan Hubbard

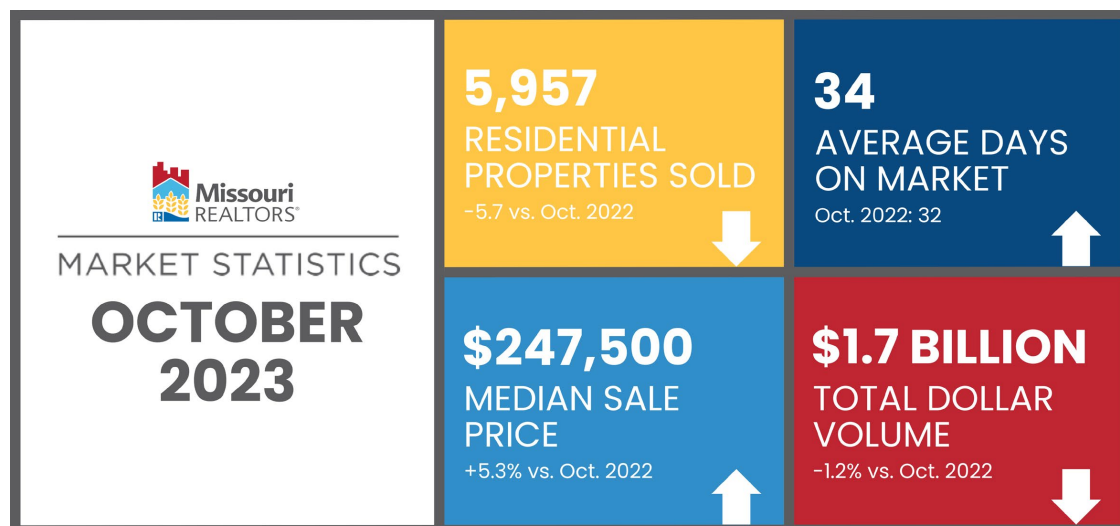
Ozark Gateway Association
of REALTORS®



This month, we are shining the Leadership Spotlight on Kalan Hubbard.

Kalan serves the Joplin community as a REALTOR® with Hubbard Realty Group. As an outstanding real estate professional and esteemed leader, Kalan distinguishes himself through active community engagement and participation in various professional committees. We commend Kalan for his commitment to personal and professional development as well as his unwavering dedication to supporting and guiding others within the industry.

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



Missouri Market Statistics | October 2023

In October, residential property sales experienced a 5.7% decrease compared to the same

period last year, resulting in an increase to 34 days on market. The median sale price also recorded a 5.3% increase to \$251,000.

For detailed information, including archived market reports, visit:

www.missourirealtor.org/market-statistics



Help Prepare Missouri's High School Students – Our Future Home Owners

It's Your Move, a program of the Missouri REALTORS® Educational Foundation, is a FREE, online real estate consumer education course with housing and financial literacy curriculum for high school students.

In addition to being available online, It's Your Move has been designed to serve as a hybrid course. This means you can participate as a guest speaker at the request of a teacher. Guest speakers will not only review materials with students but also moderate a Q&A session to provide real-world examples for students eager to learn more.

If you have an interest in implementing It's Your Move into a school near you, click the "Learn More" button below.

LEARN MORE



Winter Wins: Strategies for REALTOR® Success

As REALTORS®, it's common to associate the winter season with a slowdown in the industry. However, instead of waiting for the spring thaw, this winter presents a unique

chance to distinguish yourself from the rest of the competition.

Take a look at [five strategies aimed at maximizing the winter season](#), establishing connections with clients, and ensuring the prosperity of your business throughout the colder months.

ADVOCACY



Gift Card Sale for RPAC

Missouri REALTOR
PARTY ★

Last Call! RPAC Gift Card Sale Ends December 1

Don't wait to complete your 2023 RPAC pledge! Designed to help members meet their pledge while also assisting Local Boards/Associations with fundraising goals, the RPAC Gift Card Sale ends Friday, December 1.

You can preview the site at <https://GiftRPAC.givesmart.com> or by texting "GiftRPAC" to 76278.

Contributions to RPAC are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. Your contribution is split between National RPAC and the State PAC in your state. Contact your State Association or PAC for information about the percentages of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

Missouri REALTORS® PAC, Inc. may not accept contributions from corporations, associations or partnerships formed outside of chapters 347 to 360, RSMo, natural persons who are not United States citizens, foreign governments, foreign corporations other than foreign LLCs registered to do business in Missouri, other state political action committees, candidate committees, political party committees, campaign committees, exploratory committees, or debt service committees. Article VIII, Section 23.3(12) & (16).

If you are investing in RPAC with a contribution account owned by from an LLC, that LLC must be registered with the Missouri Ethics Commission. Please go to mec.mo.gov/LLC/Registration to create an account and register before contributing.

RISK MANAGEMENT



2024 Forms Update

In the latest edition of [Keeping It Legal](#), General Counsel Steve Graham and Associate General Counsel Robert Campbell discuss pending standard forms revisions that will become effective January 1, 2024.

The Missouri REALTORS® website has also been updated to include a new [2024 Forms & Revisions page](#). You will find a short explanation (and a "clean" and "redlined" copy) of each revised form.

For additional standard forms resources, including a list of our approved form providers, visit the [Standard Forms page](#) of our website. Both webpages include a link to our "Master Forms Index", which is a complete list and brief explanation of all Missouri REALTORS® standard forms made available for your use.

PROFESSIONAL STANDARDS TRAINING

December 13, 2023



Led by New Jersey REALTOR® and NAR instructor Diane Disbrow, Missouri REALTORS® is pleased to offer [Professional Standards Training](#) on Wednesday, December 13, 2023, from 9:00 a.m. – 4:00 p.m. at the Courtyard by Marriott in Columbia, Missouri (in-person only).

Limited seating is available on a first-come, first-served basis.

REGISTER

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 Chris Jackson of [Perma Jack of St. Louis](#). In addition to their long-term success built on the satisfaction of customers and the referrals they provide; numerous professionals rely on Perma Jack to provide reliable and cost-effective solutions for structural and foundation repairs.

For a free consultation and inspection of your home or structure, contact Perma Jack of St. Louis President Chris Jackson at (314) 616-8573, or email cj@pjofstl.com.



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