



Dedicated to the American Dream

IN THE NEWS



As the new year approaches and leadership roles transition, Missouri REALTORS® would like to thank President Nate K. Johnson for his service to our association throughout 2018. His passion and dedication to the real estate industry has and will continue to further our efforts.

In addition, Missouri REALTORS® would like to thank the entirety of the [Leadership Team](#). These individuals have worked tirelessly as a collaborative group to lead and advance our association.

As their respective terms of service come to an end, and their new journey begins, we would like to say THANK YOU!



Missouri REALTORS® will kick off the new year with the [January Business Conference](#) (JBC) in Branson at [Chateau on the Lake Resort Spa & Convention Center](#), January 23-25.

Wednesday will begin with multiple educational opportunities, followed by the Opening General Session in the afternoon. Thursday is packed with meetings and additional educational opportunities throughout the day. Join us Thursday evening as we raise money for the Boys and Girls Club of the Ozarks while having fun at YPN Bubble Soccer! We will conclude with our Board of Director's meeting on Friday.

To learn more, [view the full conference schedule](#).

[REGISTER NOW!](#)

CONGRATULATIONS 2017-2018 GRADUATE, REALTOR® INSTITUTE (GRI) RECIPIENTS

Congratulations to all in taking this important step to increase your professionalism and business success!



Susanna Bartee
Kansas City Regional



Valerie Bird
St. Louis



Kimberly Cox
Ozark Gateway



Amy Elliott
Columbia



Marcia Freeman
West Central



Fred Landreth
Ozark Gateway



Linda McCroskey
Greater Springfield



Henry McMichael
Jefferson City Area



Kristina McMichael-Schwartz
Jefferson City Area



Melanie Miller
Bootheel Regional



Antwann Rhodes
Pulaski County



Scott Schwant
Jefferson City Area



Rhonda Thompson
Ozark Gateway



Alisha Trammell
Bootheel Regional



Joshua Yeh
St. Louis

Missouri REALTORS® would like to recognize the following members who recently completed their Graduate, REALTOR® Institute (GRI) designation! This certification allows our members to stand out to prospective home buyers and sellers as a REALTOR® who has gained in-depth knowledge on technical subjects as well as the fundamentals of real estate.

For information on obtaining your GRI designation, or additional [professional development opportunities](#), contact Kim Moriarity, Manager of Professional Development and Risk Management, at kim@morealtor.com.



A Seller's Guide To Holiday Décor

Getting their home sold is likely at the top of your client's Christmas list, and yours. The good news is, buyers shopping during the holidays are usually highly motivated. The bad news; if your client doesn't decorate mindfully, buyers may find their holiday décor offputting. Luckily, it's easy to decorate a home in festive ways that are attractive to buyers.

Share these [holiday tips](#) with your clients so their home is sure to stand out for all the right reasons!

ADVOCACY

Missouri REALTOR[®] PARTY ★

As November's general election has concluded, the Missouri REALTOR[®] Party is seeking State Political Coordinators to serve as liaisons to members of the Missouri General Assembly. State Political Coordinators advocate for Missouri REALTORS[®] policy positions on legislative issues and serve as an industry information resource to lawmakers.

If you have a relationship with your state senator or representative, or if you are interested

in building a relationship, please take a moment to fill out the State Political Coordinator application.

For additional information, contact Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at erin@morealtor.com.

APPLY TODAY

RISK MANAGEMENT



In this most recent version of Keeping It Legal, Missouri REALTORS® Vice President of Risk Management, Steve Graham, discusses legal topics related to Broker Price Opinions (BPO's) and Comparative Marketing Analysis (CMA's), and how these activities differ from that of a certified real estate appraisal.

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

MARKET STATISTICS



The Missouri real estate market continues to remain steady with the number of homes sold and sales prices compared to previous years. To review statewide market statistics, watch this most recent edition of [Missouri REALTORS® Market Statistics!](#)

FEATURED MEMBER



Since graduating [Missouri REALTORS® Leadership Academy](#) in 2006, Aaron Wilken of the Greater Springfield Board of REALTORS®, has been heavily involved within his local board and Missouri REALTORS®, currently serving as a state director.

Learn more about what Wilken has been up to in our [Leadership Academy Member Spotlight!](#)

FEATURED AFFILIATE

This month's featured affiliate is [Landmark Bank](#). With a primary goal to improve the financial well-being of their customers, whether you're opening a checking account, purchasing your first home or saving for your child's education, Landmark Bank will offer solutions and do their best to meet your needs every time.

To learn more, contact Real Estate Lending Manager Annette Bealmear by phone at (573)499-7304, or by email at annette.bealmear@landmarkbank.com.



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