



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Mark your calendars for Missouri REALTORS® upcoming [January Business Conference](#) at the beautiful Chateau on the Lake Resort & Spa, January 23-25, in Branson, MO.

To learn more about what you can expect, check out this recent [blog post](#) from your 2019 Missouri REALTORS® President, Brenda Oliver.



During the REALTORS® Conference & Expo this past November in Boston, NAR released their new Commitment to Excellence program, called C2EX.

C2EX takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism, ranging from customer service to use of technology.

Visit [C2EX.realtor](https://www.c2ex.realtor) to learn more!



Advice for First-Time Homebuyers

Your clients have their finances in order and have just found the perfect house. Now what? Unfortunately, it's not like checking out at the grocery store. As you well know, there are a few steps they must go through first. [Here's some advice to share with clients when making the offer and closing the deal.](#)

ADVOCACY



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. SPC's 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

Missouri REALTORS®



LEGAL line

573-447-5278

The Missouri REALTORS® website has been updated to include a new [2019 Forms Revisions](#) page within the Risk Management forms resources. This addition includes a short summary of, and links to, the new form [DSC-8001 ~ Measurements Disclaimer], and all other standard forms within the LEGAL Line library.

**Forms were revised in 2018 and became effective as of January 1, 2019.*

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 2017, Jennifer Langston-Justus, a member of Kansas City Regional Association of REALTORS®, has been heavily involved within her local association and MissouriREALTORS®. Jennifer is currently serving at the state level on the Finance and Budget Committee and is also the Major Investor Chair for RPAC at KCRAR.

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

FEATURED AFFILIATE

This month's featured affiliate is [USA Mortgage](#). At USA Mortgage, their mission is the unrelenting pursuit of perfection, and they pride themselves on the lending excellence and the superior level of service that their status as a mortgage bank enables them to provide.

In fact, for every year since their inception in 2001, the St. Louis Business Journal has named USA Mortgage among the top choices for a residential lender in the St. Louis metropolitan area.

To learn more, contact Realtor Relations Manager Katie Otto by phone at (314) 628-2224, or by email at kotto@dasacquisition.com.



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