



Dedicated to the American Dream

## IN THE NEWS



Missouri REALTORS® would like to thank everyone that made our recent September Business Conference a success! Congratulations to 2020 Missouri REALTORS® President Jeff Kester, and 2020 Women's Council of REALTORS® President Lin Van Meter, on their installation.

All conference photos have been uploaded to our [Flickr page](#), so please feel free to download, tag yourself and share with others using the hashtag #MRSBC and #MOREALTORS.





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REALTOR®

### **Cruise to Excellence with Missouri REALTORS®**

Complete the National Association of REALTORS® Commitment to Excellence (C2EX) by December 31, 2019, for a chance to win a \$2,500 travel voucher\*! \*[See all details](#).

Be an advocate for the future of our industry. Be committed to excellence. Get started today! [www.C2EX.realtor](http://www.C2EX.realtor)



If you or someone you know would like to learn more about the Missouri First-Time Homebuyer Savings Account program, visit [MissouriFirstHome.com](http://MissouriFirstHome.com). In addition, you will have access to a [digital toolkit](#) with shareable resources including infographics, sample email messages to both stakeholders and consumers, sample social posts, and a customizable, printable postcard.

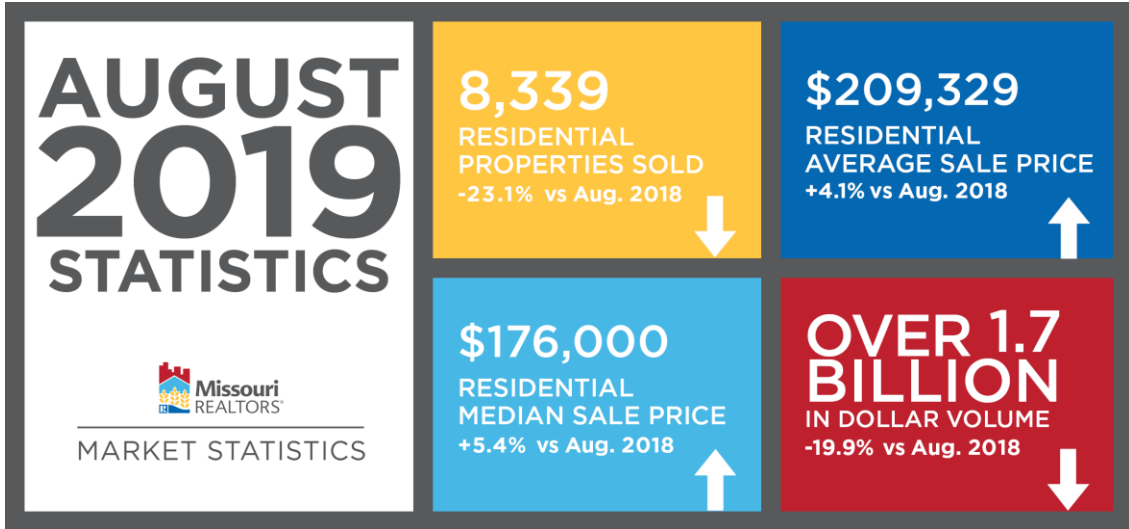
*\*Please direct all savings account inquiries to your local financial institution.*



### Spruce Up Your Home's Exterior for Fall

Fall is a wonderful season filled with beautiful changing leaves, bonfires and festive holidays, but sometimes the crisp air and lack of leaves on the trees can make homes look bare and uninviting. [Share these great tips](#) with clients to improve their fall curb appeal!

## MARKET STATISTICS



The Missouri real estate market saw a slight decrease in the number of homes sold and sales prices compared to previous years. To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).

## RISK MANAGEMENT

Keeping it Legal with  
 **LEGAL**line



In this most recent version of [Keeping It Legal](#), Missouri REALTORS® legal counsel Steve Graham, along with 2019 Residential Forms Committee Chair Michael Jacques, discuss a number of proposed changes to our library of standard forms for 2020.

*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.

## LOCAL BOARD/ASSOCIATION HAPPENINGS

### EVENT CALENDAR



Do you have an upcoming event you'd like to promote, or maybe you're just curious what events other Local Boards/Associations are putting on throughout the state? If so, visit our [upcoming events calendar](#) to learn more!

## FEATURED MEMBER



This month we are shining our Member Spotlight on Sue Orton, REALTOR® with Coldwell Banker Gundaker in Chesterfield, Missouri. Serving on the Brain Injury Association (BIA) Board of Directors, and on the Missouri Governor's Council on Disability, Sue uses her position to give back to those who need it most.

Learn more about what Sue has been up to by visiting this month's [Member Spotlight!](#)

## FEATURED AFFILIATE



This month's featured affiliate is [Choice Home Warranty](#). Offering comprehensive protection against the high cost of repair or replacement of properly maintained major systems and appliances, Choice Home Warranty strives to offer their customers fast and simple solutions, along with excellent service technicians.

To learn more, contact Account Executive Jayme Dickey by phone at 816-550-5144, or by email at [jaymed@chwpro.com](mailto:jaymed@chwpro.com).



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