



# Missouri REALTORS®

Dedicated to the American Dream

## IN THE NEWS



### Recapping Missouri REALTORS® 2022 Fall Business Conference

Missouri REALTORS® recently concluded a very successful Fall Business Conference in Chesterfield, where over 400 members from across the state were in attendance!

A full conference recap can be found by visiting President John Mayfield's [recent blog post and video recap](#). You can also view and download high-resolution event photos by visiting our [Flickr page](#). Be sure to share photos using the hashtag #MOREALTORS.



## 2024 TREASURER

# Brian R. Jared

Greater Springfield Board of REALTORS®

### Missouri REALTORS® Elect Brian R. Jared as 2024 Treasurer

We would like to congratulate Brian R. Jared of the Greater Springfield Board of REALTORS® for being elected as Missouri REALTORS® 2024 Treasurer during last

week's Fall Business Conference. As 2024 Treasurer, Brian will join our [Leadership Team](#) as 2023 Treasurer-Elect.

To learn more, [visit our press release](#).



### **Announcing Missouri REALTORS® 2023 Leadership!**

We are excited to announce 2023 Leadership for Missouri REALTORS®, including committee leadership and output group chairs, and vice chairs!

Focused on providing essential resources to advance the role of REALTORS® in real estate transactions and safeguarding Missouri real property rights, these members are committed to ensuring your association is the go-to for essential business resources while defending the American Dream of homeownership.

Congratulations to all members who have been selected to serve in a leadership role next year! [View the full list of 2023 O2 Leadership](#) and [get involved by joining an Output Group today](#).



## **REALTOR® OF THE YEAR**

# **Robert (Bob) Bax**

St. Louis REALTORS®

Congratulations to Robert "Bob" Bax of St. Louis REALTORS® for being named Missouri REALTORS® 2022 REALTOR® of the Year! Bax received this award during our recent Fall Business Conference for his exemplary "REALTOR® Spirit" due to his faithfulness to the

principles of organized real estate, local association laws and regulations, and NAR's Code of Ethics. To learn more, [visit our press release](#).



## REALTOR® SALESPERSON OF THE YEAR

# Melissa Annis

Ozark Gateway Association of REALTORS®

We would also like to congratulate Melissa Annis of the Ozark Gateway Association of REALTORS® for being named Missouri REALTORS® 2022 REALTOR® Salesperson of the Year! Melissa received this award during our recent Fall Business Conference for exemplifying a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more! To learn more, [visit our press release](#).

Melissa is also a featured member this month, to learn more about her dedication to serving others, visit her [Member Spotlight blog](#)!

[Visit our Awards and Applications page](#) to view past recipients, including additional awards presented during the Fall Business Conference.

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**MISSOURI REALTORS®  
PODCAST**

**EPISODE 20**  
MAKING AN IMPACT | PART 2

[▶ Listen Now!](#)

*Featuring*  
**Chris Looney and  
Cricket Staggs**

### Episode 20: Making an Impact | Part 2

Part 2 of *Making an Impact* introduces newer agents Chris Looney and Cricket Staggs. Focused on applying strategies to take your real estate career to the next level, President John Mayfield highlights their success stories and why involvement with the association has made a positive difference in their lives, both on and off the field.

Tune in to [Episode 20 of the Missouri REALTORS® Podcast](#) to learn more!

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### **Congratulations to the 2022 Leadership Academy!**

Missouri REALTORS® would like to congratulate the 2022 Leadership Academy class on their recent graduation! Through this 11-month program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the industry. Graduates were recognized during our Fall Business Conference in Chesterfield. We can't wait to see what's next for these amazing leaders!

*Pictured from left to right: (front row) Jessica Brock, Kim Stockstill, Angel Borgardt, Ashley Hester, Mike Ruzicka, Pam Long (back row) Justin Barnes, Kayla Johnson, Cricket Staggs, Rebecca Prohm, Blake Fisher, Christy Serrano*



**Missouri REALTORS®  
EDUCATIONAL  
FOUNDATION**

### **Missouri REALTORS® Educational Foundation | Opportunity to Serve**

The [Missouri REALTORS® Educational Foundation](#) (MREF) is now accepting applications to serve as a foundation trustee for the upcoming year. If you are interested in serving, please complete the provided [MREF Trustee Application](#) **no later than Thursday, October 13.**

For additional information, contact MREF liaison Tristan Asbury at [tristan@morealtor.com](mailto:tristan@morealtor.com).

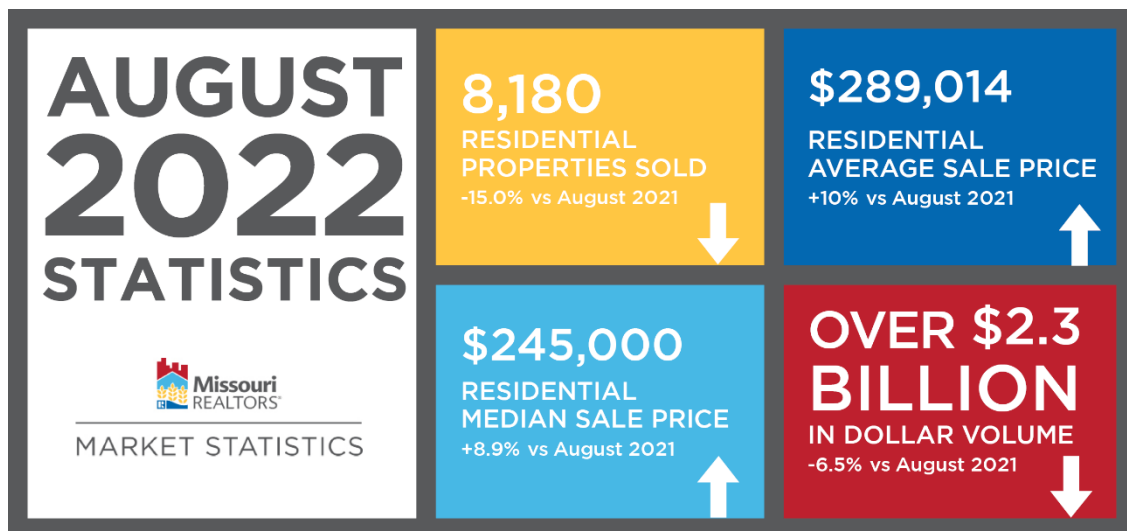




### NAR NXT | The REALTOR® Experience

NAR's flagship event has been reimagined, retooled, and reinvented to better meet your needs, bring more value, and exceed expectations.

Join fellow members at the all-new NAR NXT, November 11-13 in Orlando, FL, to explore what's new and what's NXT, as you exchange ideas and info, experiment with cutting-edge innovations, and get insights from top experts. [Learn more and register!](#)



### Missouri Market Statistics | August 2022

The sale of existing homes, month over month, continues to decline, decreasing a total of 15% in August compared to the same period last year; however, the average residential sale price increased 10%.

To review statewide market statistics for August, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



## Are You Getting Your Money's Worth?

As a REALTOR®, it is easy to lose track of which professional association or organization does what and when. If you are not involved at the national level, you may not be aware of all the benefits and resources the National Association of REALTORS® (NAR) offers you. To bring clarity to everything NAR offers and to be sure you're taking advantage of your member benefits, we're highlighting some of [our member's favorite parts of their NAR experience!](#)

## ADVOCACY

### RPAC TRUSTEES



**Matt Becker**  
St. Charles



**Aundre Gray**  
Kansas City



**Ashley Hester**  
Columbia



**Brian Jared**  
Springfield

## Newly Elected RPAC-MO Trustees!

Join us as we congratulate the following REALTOR® Party Champions for being elected as 2023 RPAC-MO Trustees during our recent Fall Business Conference!

As an RPAC-MO Trustee, these individuals are tasked with ensuring your RPAC investment remains an investment in your business and is your best defense against poorly designed small business, residential and commercial real estate legislation.

## Apply to Serve as a State or Federal Political Coordinator

The General Election is just around the corner! Regardless of the outcome, we want to be sure we continue to build and maintain strong connections in Jefferson City and Washington DC. We are asking any Missouri REALTOR® who has a relationship with any candidate for a State Representative, State Senate, or a Congressional seat to apply to

serve as their REALTOR® key contact—known as a State Political Coordinator (SPC) or a Federal Political Coordinator (FPC).

To learn more about becoming an SPC or FPC, visit [Openings for Key Contacts!](#)

**APPLY TODAY**

## 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 Laura McBride of [Continental Title Company](#) (CTC). Existing to ensure the security of every client they serve while standing as a leader in the title insurance industry, CTC strives to build long-term relationships, one customer at a time.

To learn more about the services offered by CTC, contact Laura McBride by email at [lmcbride@ctitle.com](mailto:lmcbride@ctitle.com) or call (636) 667-8915.



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