

### HISTORY

**CELEBRATING  
146 YEARS**  
SERVING ASSOCIATION MEMBERS

### MEMBERSHIP & FINANCE

**9,000+ MEMBERS**

including 434 Affiliate members and 680 Commercial Division members.

**OVER 750**   
NEW AND REINSTATING MEMBERS  
on-boarded by Membership Department.

### DIVERSITY, EQUITY & INCLUSION

**7** DIVERSITY, EQUITY, AND INCLUSION EVENTS WERE HELD THROUGHOUT THE YEAR.

PROMOTED AND ADMINISTERED THE  
**NAR SPIRE MENTORSHIP PROGRAM**

PARTICIPATED IN  
**13** COMMUNITY EVENTS

DIVERSITY, EQUITY, & INCLUSION  
**6** MEMBERSHIP SCHOLARSHIPS

**2** NEW REIMAGINING ST. LOUIS BROKERAGE & PARTNERSHIP AWARDS





### MARKETING & COMMUNICATIONS

**OVER 100k WEBSITE USERS**

TOP VISITED WEBPAGES:

1. MEMBER AGENT SEARCH
2. CONTRACTS & FORMS
3. RESIDENTIAL CLASSES

**19**  
Realtime RealEstate  
PODCAST EPISODES

-  22.5% AVG EMAIL OPEN RATE
-  1.8K FOLLOWERS
-  3% ENGAGEMENT INCREASE
-  4 DIGITAL REALTOR REPORTS

### RPAC

 **\$199,025 WAS RAISED**  
FROM 2,169 MEMBERS

**61 MAJOR INVESTORS**

**10 PRESIDENT'S CIRCLE MEMBERS** 

### ADVOCACY VICTORIES

- St. Louis REALTORS® defeated a proposal in the City of St. Louis to charge a \$10,000 fee per unit if duplexes or four-families were converted to single-family housing.
- Missouri REALTORS® and St. Louis REALTORS® defeated attempts to make it more difficult to amend the Missouri Constitution by initiative petition. Missouri REALTORS® has used initiative petition twice (2010 & 2016) successfully.
- Missouri REALTORS® and St. Louis REALTORS® protected Historic Tax Credits in Missouri—a tool widely used in the St. Louis area and across the state.
- St. Louis REALTORS® led the Permitting Collaborative, which succeeded in getting St. Louis County to implement electronic permitting and plan review, an important win for economic development.
- We had five REALTOR® members reelected to office across St. Louis County in the April 2023 election.
- We received over \$320,000 in grants to support our advocacy efforts.

## EDUCATION



**10 MEMBERS FIRST:  
HERE & NOW WEBINARS**

**11 NEW MEMBER  
ORIENTATIONS**

**21 COMMERCIAL  
& RESIDENTIAL**  
CONTINUING EDUCATION (CE) CLASSES

**2 DESIGNATION/CERTIFICATION  
COURSES OFFERED TO MEMBERS**

### SPECIAL PRESENTATIONS & OFFERINGS:

- Three REALTOR® safety events
- Two health insurance forums
- YPN 30 Under 30 Honoree Panel Discussion
- Two Wake Up with YPN Events
- YPN Niche Marketing
- Two Managing Broker Forums
- Two Shred/E-Cycling Days

DEBUTED OUR NEW  
**MASTERCLASS SERIES**  
STARTING WITH  
PROPERTY MANAGEMENT IN THE REAL WORLD

**965**  
ClassPasses  
SOLD

## COMMUNITY OUTREACH



**\$45,000** GIVEN IN CHARITABLE GRANTS BY  
THE REALTOR® HOUSING ASSISTANCE FUND

ASSISTED THE **VETERANS COMMUNITY PROJECT**  
IN THEIR MISSION TO BUILD 50 TINY HOMES

**REALTOR® VOLUNTEER DAY**

ASSISTED IN IMPROVING HOMES IN THE ST. LOUIS AREA.

**DRESSER BUILD DAY**

HELPED TO BUILD 60+ DRESSERS WITH HOME SWEET HOME.

## PROFESSIONAL STANDARDS

Complaints Filed (Jan-Dec):

Arbitration – 4

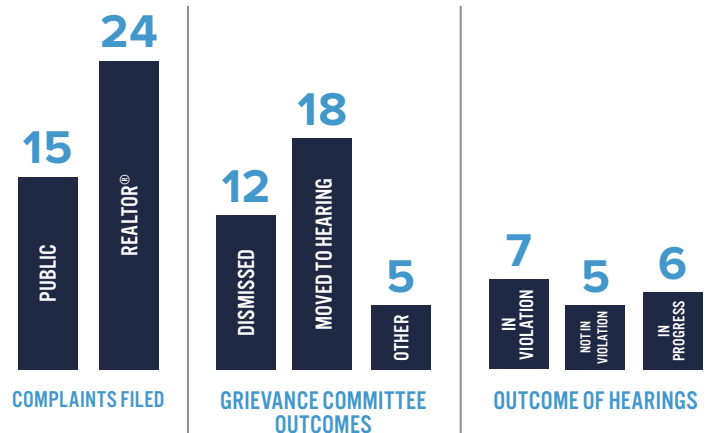
Keybox – 2

Ethics – 33

Articles most frequently cited:

**1, 2, 3, 15, & 16**

**35** Ombudsman Requests



## COMMERCIAL DIVISION



695 Members



2 Networking Events,  
Business Building Session  
with Mike Lipsey



Revamped Form Portfolio &  
Researched 2 New Forms



Diamond-Level Commercial  
Services Accreditation



240+ Catylist  
Subscribers