

## MEMBERSHIP



**8,800+**  
MEMBERS

St. Louis REALTORS® is the largest local trade association in the state of Missouri.

**OVER 900**   
NEW AND REINSTATING MEMBERS  
on-boarded by Membership Department.



**1,225**  
SUPRA ACTIVEKEYS  
HOLDERS CONVERTED

to either new Xpress KEY or upgraded to eKEY in the summer of 2020.



**300 AFFILIATE  
SUPRA KEYHOLDERS**

processed through new background check requirements.

**ASSOCIATION REMAINED OPEN DURING COVID-19  
LOCKDOWN TO PROVIDE VITAL CORE SERVICES:**



**SUPRA Key Services**



**Education**



**REALTOR® Shoppe**

## COMMUNICATIONS



- 292 EMAILS SENT
- 24% EMAIL OPEN RATE
- 6% EMAIL CLICK RATE

**43**  
VIRTUAL  
EVENTS



5,008 FOLLOWERS



915 FOLLOWERS



2,198 FOLLOWERS

## RPAC



**\$184,028**  
WAS RAISED  
FROM MORE THAN  
2,101 MEMBERS.

**52**  
MAJOR  
INVESTORS

**3 CORPORATE ALLIES; TOTALING \$21,000  
IN CORPORATE FUNDS**

## LEGISLATIVE VICTORIES



**REAL ESTATE WAS DECLARED ESSENTIAL  
DURING COVID-19 STAY-AT-HOME ORDERS**

**REMOTE ONLINE NOTARIZATION,**  
A MISSOURI REALTORS® PRIORITY, WAS ENACTED INTO LAW



- Restarting of the Low-Income Housing Tax Credit (LIHTC) program
- Congress passed the Pandemic Unemployment Assistance (PUA)
- Congress passed the Paycheck Protection Program (PPP) and Economic Injury Disaster Loans (EIDL)
- Worked with the title industry to defeat a proposed fee on title requests
- Settled a nearly 15-year-old lawsuit with Ferguson
- Worked with local governments to keep services going for REALTORS®, such as inspections and recording of deeds

# EDUCATION



**22 MEMBERS FIRST:**  
HERE AND NOW WEBINARS

**10 NEW MEMBER ORIENTATIONS**



**OVER 100**  
CONTINUING EDUCATION  
ZOOM WEBINARS

**60+** "IN-PERSON" COMMERCIAL & RESIDENTIAL  
CONTINUING EDUCATION CLASSES

## SPECIAL PRESENTATIONS & BROKER FORUMS:

- CARES Act Webinar for REALTORS®
- Filing for Unemployment
- St. Louis Residential Trends
- Leadership Forum
- Green Designation



TOTAL ATTENDEES FOR 2020  
CLASSES AND WEBINARS: **10,940**



# COMMERCIAL DIVISION



593 Members



360° Camera  
& Virtual Tour



Three NEW  
Commercial Forms



5-Star NAR Accreditation



225+ Catylist  
Subscribers

# COMMUNITY OUTREACH



**\$31,000**  
IN GRANTS GIVEN OUT BY RHAFF

**REALTOR® VOLUNTEER DAY**  
ASSISTED IN IMPROVING THE HOME  
OF A ST. LOUIS AREA HOMEOWNER



**NEIGHBORHOOD CLEAN-UP,**  
BEAUTIFICATION, AND FLOWER PLANTING  
IN CONJUNCTION WITH REBUILDING TOGETHER ST. LOUIS

# PROFESSIONAL STANDARDS

Cases filed (Jan-Dec):

**18**

Articles most frequently cited:

**1, 2, & 12**

