

WELCOME TO

Missouri

A BRIEF INTRODUCTION
TO THE SHOW-ME STATE

A REAL ESTATE EBOOK FROM



INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS

Missouri

Known for its breathtaking natural features, world-renowned cuisine, robust economy, highly-rated universities, and exceptional quality of life, the state of Missouri is a place that has a little something for everyone. Kansas City, while mostly in Missouri, offers Missourians all the spoils of any major city without losing the friendliness of the Midwest, and there's always something interesting going on in St. Louis. For those times when you just have to get out of town, there are over 80,000 acres of national park to explore. It's no surprise that people are flocking to the state that many regard as one of the best places to live in the country.

Kansas City

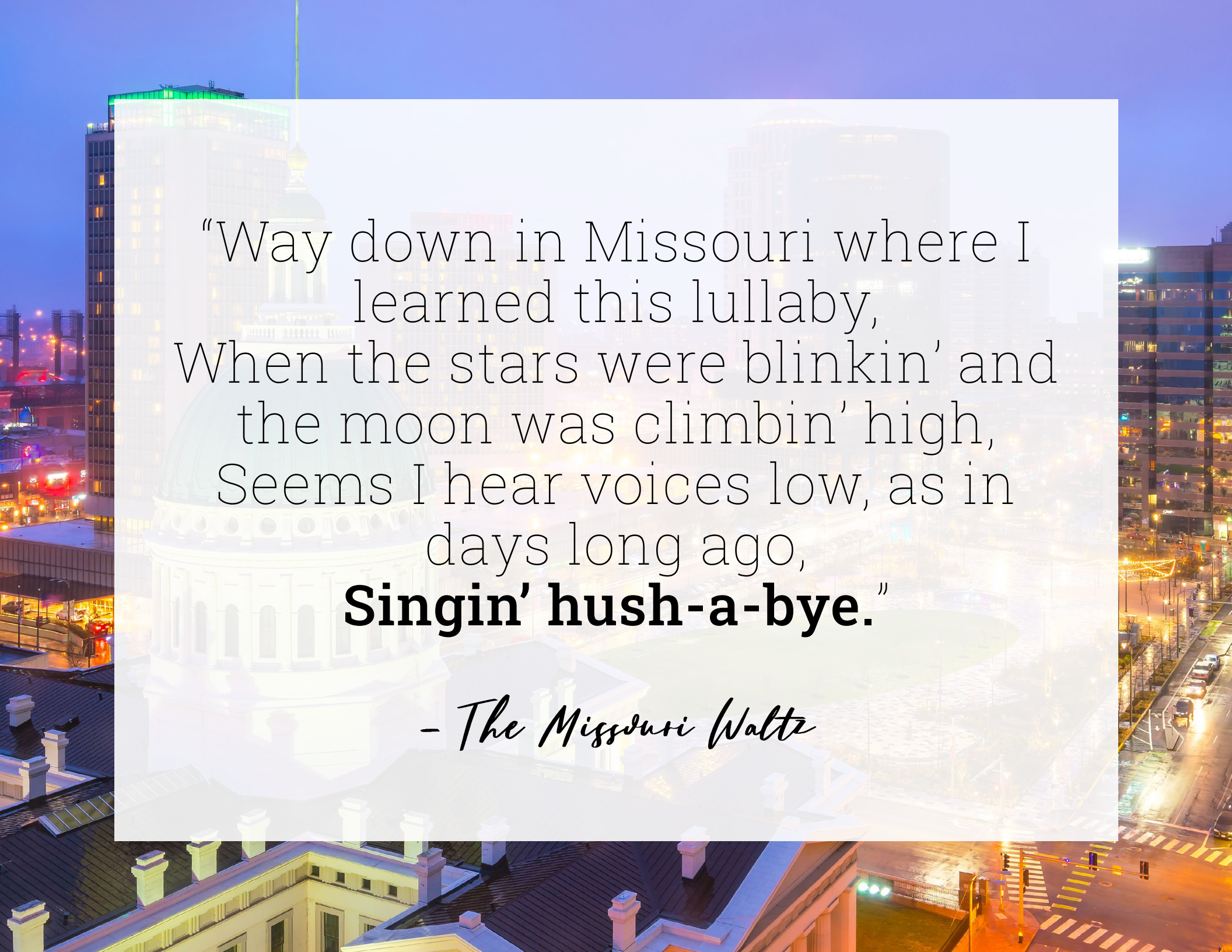
#5: KANSAS CITY METRO

The Kansas City metro is the 31st-largest metropolitan area in the United States. However, that ranking could change very soon. Kansas City is also the 6th-fastest-growing metro in America and is [projected to have 40% more people in 2022](#) than it did in the year 2000. Every month, thousands more call Kansas City and its surrounding Missouri suburbs home. With a strong economic forecast, limited housing inventory, and the allure of affordable real estate, this metro market continues to gain momentum.

Local tip:

Today, Kansas City is a far cry from the cow town and railroad hub it used to be; rather it's a hip, bustling metropolis with everything from BBQ joints to James Beard Award-nominated restaurants like [Corvino](#). Pop in for their Supper Club to enjoy a wide variety of shareable delights created by Chef Michael.

The [median home value in the Kansas City Metro area](#) is \$220,301, which is a 8.1% increase from the previous year. Zillow predicts this figure will rise another 6.2% within the next year.



“Way down in Missouri where I
learned this lullaby,
When the stars were blinkin’ and
the moon was climbin’ high,
Seems I hear voices low, as in
days long ago,
Singin’ hush-a-bye.”

- The Missouri Waltz

#4: ST. LOUIS METRO

Like Kansas City, St. Louis partially extends into other states, which is how it's the [20th-largest metro in the U.S. but the second-largest city](#) in Missouri. Regardless, St. Louis is easily distinguishable by its iconic arch, professional sports following, and its place in American culture. After all, it's sandwiched between the mighty Mississippi River and Route 66, making for a perfect blend of grit, grace, and art. As the birthplace of [Chuck Berry](#), [Budweiser](#), and Cardinals baseball, it's safe to say that we wouldn't be America without the wonderful city of St. Louis.

Local tip:

If you've never been to [Ted Drewes Frozen Custard](#), it's a St. Louis must. Steeped in Route 66 nostalgia, this classic custard stand has earned some impressive critical acclaim. In 2010, it was recommended by Bobby Flay on the [«Sweet Tooth» episode](#) of *The Best Thing I Ever Ate*.

The [median home value in St. Louis](#) is \$142,060, which is a 12.8% increase from the previous year. Zillow predicts this figure will rise another 9.1% within the next year.

St. Louis



Springfield

#3: SPRINGFIELD

With a [metro population of 467,516](#), Springfield is anything but small. Even as the country's 115th-largest metro, there's a lot to mention about this city. Known as the "Queen City of the Ozarks", Springfield is steeped in American history. From Wild Bill Hickcock to Brad Pitt and John Goodman, who've all spent part of their lives in Springfield, this city has seen [more than a few famous personalities](#). But don't think Springfield is stuck living in the past: It's also home to Missouri State and an up-and-coming downtown area.

*Local
tip:*

Want to catch a minor league baseball game? Then head over to Hammons Field and see [the Springfield Cardinals](#) in action.

The [median home value in Springfield](#) is \$158,232, which is a 9.8% increase from the previous year. Zillow predicts this figure will rise another 8.6% within the next year.



“Let the welfare of
the people **be the
supreme law.**”

- Missouri State Motto

Columbia

#2: COLUMBIA



Columbia is best known as the home of the [Mizzou Tigers](#), but you don't have to be a college student to have a good time in Columbia. Beyond its vibrant, youthful downtown area which offers a plethora of great bars and eateries, Columbia hosts a number of [events](#) like the "True/False Film Festival" and the annual "Roots N Blues Festival" that make this city the place to be. Perhaps that's why its population also has [grown by a staggering 87%](#) since 1987.

Local tip:

Polish food in Missouri? You bet. If you love pierogis, don't skip out on [Cafe Poland](#), a little hole in the wall you won't find in other Missouri towns of this size.

The [median home value in Columbia](#) is \$208,976, which is a 5.7% increase from the previous year. Zillow predicts this figure will rise another 7.5% within the next year.

Jefferson City

#1: JEFFERSON CITY

We'd be remiss not to include Jefferson City, the capital city of Missouri. Well-known map/guide publisher Rand McNally called Jefferson City "[America's Most Beautiful Small Town](#)", and it's easy to see why. Not only is "Jeff City" close to Mid-Missouri wine country, but its charming little downtown could also be the set of a movie. Needless to say, Jefferson City is bound to trend upward as people look to move out of larger cities.

*Local
tip:*

Just two blocks from the old Missouri State Penitentiary, [Prison Brews](#) is a unique jail-themed brewpub that you'll be happy to do some time in.

The [median home value in Jefferson City](#) is \$167,749, which is a 9.2% increase from the previous year. Zillow predicts this figure will rise another 9.1% within the next year.



Why Missouri Real Estate?

With a high demand for real estate, great jobs, and unbeatable quality of life, Missouri markets are some of the best in the country for real estate professionals.

Quick Stats- MISSOURI

PROJECTED YEAR/YEAR MEDIAN HOME PRICES (FEB 2020 - FEB 2021):	7.9%
MEDIAN HOME VALUE:	\$173,541
MEDIAN RENT PRICE:	\$905
AVERAGE DAYS LISTED:	76

MARKET OUTLOOK

Missouri is home to several large Fortune 500 companies including behemoths like [Emerson Electric](#) and the investment firm [Edward Jones](#). Today, Missouri remains a major hub for other large industries like manufacturing, agriculture, transportation, professional services, and healthcare. With a diverse economy and a strong economic forecast, we can expect real estate to follow.

THERE'S NEVER BEEN A BETTER TIME TO BECOME A

Real Estate Agent in Missouri

Between the wealth of jobs, the relatively low cost of homeownership, and the fact that there's always something unique going on, Missouri has become an appealing destination for employers, families, and real estate agents alike. Now is the time for new real estate agents to start selling in Missouri!

If you want to learn more about how you can easily get your license and join the ranks of Missouri real estate agents, visit us at TheCEShop.com/Missouri/MO-real-estate. There you'll be able to find what exactly you need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education. With industry-leading pass rates and support from Pre-Licensing through CE, our students are better prepared to set themselves up for success.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With products available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

