



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

Missouri
REALTORS®

ANNOUNCING 2022 LEADERSHIP

O₂

Outreach & Output



It's hard to believe we are just a few months away from 2022. As the New Year approaches, we are excited to announce 2022 Leadership for Missouri REALTORS®, including committee leadership and members and output group chairs and vice-chairs. [Please visit my recent blog post](#) for this special announcement.

Congratulations to all and thank you for your service to our industry and dedication to your state association!

John Mayfield, ABR, CRB, CIPS, GRI, SRS
President-Elect, Missouri REALTORS®



2021

Fall BUSINESS CONFERENCE

Missouri REALTORS®



This year's *Hybrid* Fall Business Conference will take place virtually and in-person in Kansas City, Tuesday, Sept. 28 – Friday, Oct. 1.

Join fellow REALTORS® for education and CE opportunities, governance meetings, Missouri REALTORS® Annual Meeting and Awards, Emerging Issues Forum, and more! To learn more about Missouri REALTORS® upcoming *Hybrid* Fall Business Conference, [view the full conference schedule](#).

Don't forget, Fall Business Conference registration is FREE to members of Missouri REALTORS® (*some activities are subject to a registration fee*).

REGISTER NOW!



Registration to attend NAR's largest annual event for both the aspiring and most successful real estate professionals throughout the country is now open!

Join fellow Missouri REALTORS® in San Diego, CA, November 12-15, for the 2021 REALTORS® Conference & Expo. During this time, we'll come together with REALTORS® from across the country to share and explore key industry highlights, advancements and practical applications across the real estate industry. You can also join education, networking, and trade show expo activities virtually.

REGISTER NOW!

*Please **save the date** for a special reception honoring NAR's newest Distinguished Service Award Recipient, Missouri REALTORS® Past President Larry Keating. This event will take place on Friday, November 12, from 4:30 - 6:00 p.m. Additional details to follow in the October Insights & Highlights newsletter.*



In this special episode of the Missouri REALTORS® Podcast, Charlie Dawson, Vice President of Engagement and Advocacy Outreach at NAR, joins CEO John Sebree to discuss the Supreme Court's ruling to end the CDC's Eviction Moratorium, the future of the 1031 Exchange program, and highlights for NAR's first-ever C5 Conference, taking place in New York, Sept. 27 – 29, among other issues critical to commercial real estate.

To learn more, tune in to [Episode 9: Eviction Moratorium Overturned, Including Issues Critical to Commercial Real Estate](#).

Supreme Court Rules to End Eviction Moratorium

On Thursday, August 26, 2021, the Supreme Court (6-3 majority) ruled the Centers for Disease and Prevention (CDC) has exceeded its authority, ending the eviction moratorium.

"The moratorium has put the applicants, along with millions of landlords across the country, at risk of irreparable harm by depriving them of rent payments with no guarantee of eventual recovery. Despite the CDC's determination that landlords should bear a significant financial cost of the pandemic, many landlords have modest means."

In a statement, NAR said of the ruling:

"This decision is the correct one, from both a legal standpoint and a matter of fairness. It brings to an end an unlawful policy that places financial hardship solely on the shoulders of mom-and-pop housing providers, who provide nearly half of all rental housing in America, and it restores property rights in America.

"No housing provider wants to evict a tenant-it is always a last resort and reserved for the rarest cases. The best solution for all parties is rental assistance, and all energy should go toward its swift distribution. Nearly \$50 billion of aid is now available to cover up to a year-and-a-half of combined back and future rent and utilities for struggling tenants-and every state has started a program to distribute the funds.

"With this rental assistance, now is the time to return the housing sector to its former, healthy function. NAR is thankful for the Biden administration's new guidance to speed up rental assistance distribution, which includes many NAR recommendations. We will continue to work with all parties to make that assistance readily accessible to tenants and housing providers."

Additional resources and information can be found by visiting [Missouri Housing Resources](#) and [NAR Rental Assistance Resources](#).



MEMBER SPOTLIGHT

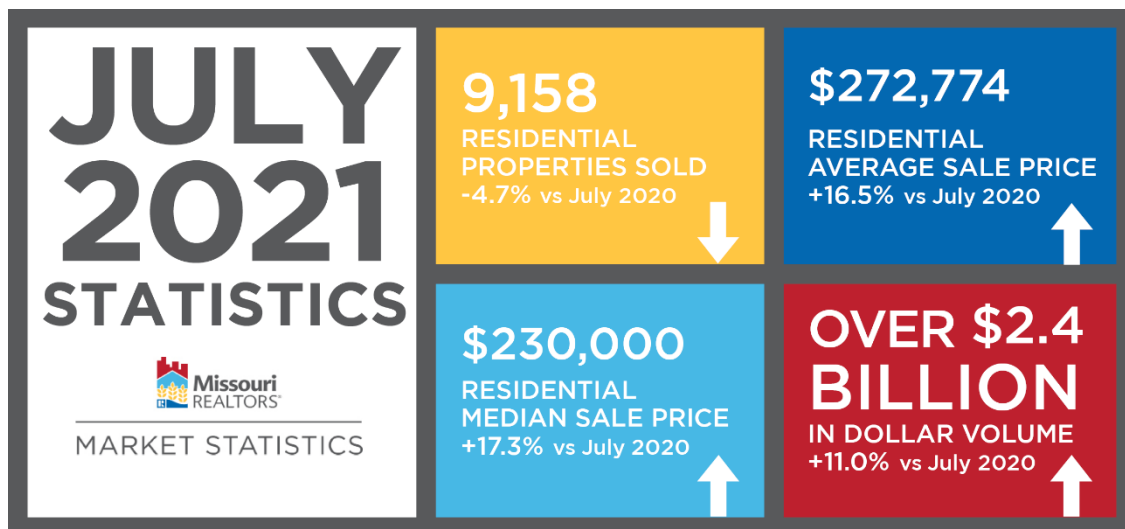
Jennifer Dick

Columbia Board of REALTORS®

This month, we are shining the Member Spotlight on Jennifer Dick.

Jennifer, from RE/MAX Boone Realty and the Columbia Board of REALTORS®, is a leader to look out for in this Association and beyond. Her success as a REALTOR® stems naturally from her positive energy, infectious drive and intellectual curiosity. Without a doubt, Jennifer's service as a REALTOR® and an engaged community member will have a long lasting impact.

Check out Jennifer's [member spotlight blog](#) for more details!



Statewide market statistics for July of 2021 are in, and there is a notable deviation from the unprecedented numbers of 2021 thus far. For the first time in months, home sales in the state of Missouri decreased from the previous year.

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



Take the Lead Before the Need: Invest in the REALTORS® Relief Foundation 20th Anniversary Campaign

The REALTORS® Relief Foundation (RRF) is a charitable organization dedicated to providing housing-related assistance to victims of disasters. Created as a REALTOR®-driven response to the 9/11 terrorist attacks, RRF continues to restore and rebuild communities affected by disasters such as wildfires, hurricanes, earthquakes, and tornadoes thanks to the generosity of individual REALTORS®, REALTOR® Associations, and affiliated organizations. Most recently, Hurricane Ida has highlighted the importance of this cause.

To assist those in need, please [consider making a contribution to the REALTORS® Relief Foundation](#) at the national level, or a tax-deductible donation to the Missouri REALTORS® Relief Foundation at missourirealtor.org/resources/foundation.



**Missouri REALTORS®
EDUCATIONAL
FOUNDATION**



The Missouri REALTORS® Educational Foundation (MREF) is now accepting applications for the position(s) of MREF Trustee for the upcoming year. Please note, a full term of a trustee shall consist of at least (2) full years. If interested in serving, please complete the provided [MREF Trustee Application](#) no later than Thursday, October 14.

MREF is an integral part of Missouri REALTORS® and Local Boards/Associations. Its mission is to seek resources and support programs which educate consumers on the topic of real estate. Most recently, MREF launched It's Your Move, a consumer real estate education course designed to educate students on topics related to consumer credit, renting, buying, and selling a home. To learn more about It's Your Move, visit ItsYourMoveMissouri.org.

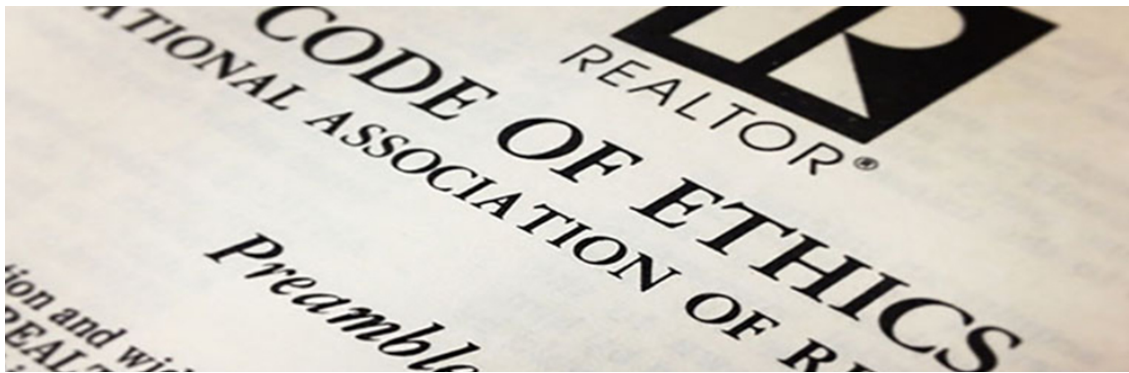
MREF Trustees will meet on Thursday, October 21 during their fall meeting to make trustee selections for the upcoming year.



September is [REALTOR® Safety Month](#), and with that comes many opportunities to strengthen your safety knowledge. Tune in to “[Predators: The True Nature of Crimes Against REALTORS®](#)” to hear from victims of predatory crimes, learn how to identify predatory behavior, and what to do to keep yourself safe in the field.

We would also like to invite you to join the National Association of REALTORS® for a two-part webinar series, “[Avoiding REALTOR® Danger Zones](#),” on Sept. 15 and 16 at 1:00 p.m. CT. This webinar will feature best practices from former police officer and 2021 President of Missouri REALTORS® Janet Rodriguez Judd!

REGISTER NOW!



Etiquette & Professionalism

In the real estate industry, first impressions matter. As we all know, curb appeal and staging have an immediate and immense impact on a client's decision. But a REALTORS® courtesy and etiquette truly set the stage for home buying and selling.

Learn how, with proper etiquette and professionalism, REALTORS® have the power to make a good showing and exceptional one. [View our Etiquette & Professionalism blog](#) to learn more!



Sellers Shield™ is the Most Convenient Way to Disclose!

Our free, digital platform makes life easier by simplifying the disclosure process for you and your sellers!

- We guarantee 100% complete and legible forms
- The seller and co-seller can both sign electronically
- Sellers can easily edit and re-sign forms as needed
- Legal experts provide tips and definitions to make the form even more straightforward
- Our digital platform is mobile-friendly, so forms can be completed on the go

To get started, [access your free account](#). For additional questions or support, contact customersuccess@sellersshield.com

AWARDS



The Missouri REALTORS® Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after REALTOR® Magazine's Good Neighbor Awards.

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

The Good Neighbor Award nomination deadline is September 1, 2021.

APPLY TODAY

RISK MANAGEMENT



In this edition of [Keeping It Legal](#), Steve Graham, Vice President of Risk Management, covers recent updates related to the Fair Housing Act. Topics include

emotional support animals as a 'reasonable accommodation'; current HUD policy regarding its enforcement against discrimination on the basis of sexual orientation or gender identity; and the efforts of the Consumer Financial Protection Bureau to protect and promote racial and economic equity.

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.

PROFESSIONAL DEVELOPMENT



Mark your calendar for GRI 107 | Technology, Tools and Resources! This course will be led by instructor Nate Johnson and will take place **Wednesday, Sept. 29 from 8:30 a.m. to 12:30 p.m.** in Kansas City during the Fall Business Conference.

Students will be introduced to various technical issues in real estate, including the types of platforms used and services available to consumers. **This course is approved for three (3) hours Elective CE and four (4) hours GRI credit.*

For additional information, contact Kim Moriarity, Director of Education and Professional Standards, at kim@morealtor.com.

REGISTER NOW!

ADVOCACY

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2021: Jeff Kester, Will Klein and Angela Korbin. Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for Trustees are as follows:

- They must be an RPAC Major Investor and strive to be a President's Circle Member.
- They shall produce evidence that within the ten years preceding their election they have been a member of the Board of Directors of the Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the Association.

Nomination forms must be submitted by September 16, 2021.

APPLY TODAY



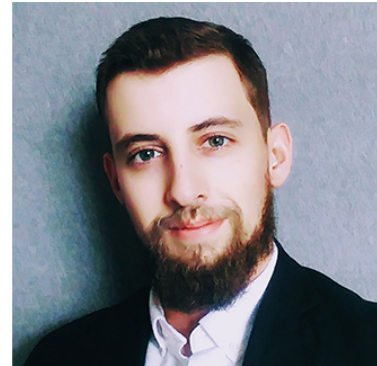
We are Hitting the Road this Summer!

This summer, the Missouri REALTOR Party® has shifted focus to educate members on the value of RPAC and its importance through the [REALTOR® Party Roadshow](#), ultimately leading to growing the RPAC MO 100 Club, and Local Board/Association participation. We are also hosting "Casual Dress for RPAC Success!"

To schedule a visit or learn more, please contact Erin Hervey, Vice President of

REALTOR® Party and Local Board Relations, at (573) 445-8400 ext. 1110
or erin@morealtor.com.

FEATURED AFFILIATE



This month's featured affiliate is [The CE Shop](#). Whether you're looking for pre-licensing, exam prep, post-licensing or continuing education, The CE Shop has you covered. Great real estate agents never stop learning, and The CE Shop is devoted to innovating and evolving as you do. With their convenient online courses written by industry experts, you can be rest assured what you learn will help you succeed.

To learn more, contact Joshua Penny – snowboarding maniac, Baltimore Ravens fan, and dog lover – by phone at (720) 390-3785, or by email at joshua.penny@theceshop.com.



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