



Missouri REALTORS® Brokers,

In this month's *Broker Connection*, you'll find legal updates related to the NAR settlement, resources for the Missouri REALTORS® forms, state and federal legislative news, plus tools to help you manage your brokerage.

In addition to sharing items through this monthly newsletter, I encourage you to check out the [Broker Community](#) on THE LANDING (login required) or reach out to me or anyone on the Missouri REALTORS® staff team if we can connect you with a resource or help answer any questions.

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
breanna@morealtor.com

LEGAL UPDATE

NAR Settlement Update and Information

As you are likely aware, the National Association of REALTORS® (NAR) entered into a proposed settlement last month to resolve claims presented in the *Sitzer/Burnett* class action litigation targeting the practice of cooperative compensation. For details on this, including who is covered, proposed practice changes, and a tentative timeline, visit facts.realtor and keep an eye on the Missouri REALTORS® Broker LANDING Community for updates.

The Missouri REALTORS® risk management team and forms committees, in collaboration with antitrust counsel, were already in the process of preparing to revise affected forms prior to the settlement and are continuing to work diligently to ensure necessary revisions are made prior to the implementation of new rules.

Then late last week, it was announced that the U.S. Department of Justice could reopen an investigation into NAR's policies, including the cooperative compensation rule and clear cooperation policy, that was settled in 2020. Updates about this new development will be

shared as we learn more, but over the weekend, NAR clarified that this ruling does not affect the *Sitzer/Burnett* class action settlement.

In addition to [facts.realtor](#), NAR has a variety of websites with free resources to explain the value of using a REALTOR®, explaining the homebuying and seller process, and other tools you can incorporate into your marketing and client materials, which can also be shared with your agents (if you have them). These include: [competition.realtor](#), [thedifference.realtor](#), and [nar.realtor/thats-who-we-r](#), where you'll find assets from the national consumer campaign.

Forms Instruction Manual

Recently reintroduced by the Missouri REALTORS® Risk Management team, each section of the Missouri REALTORS® Forms Instruction Manual includes line-by-line instructions on how to complete respective forms. The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

There are currently five sections within the manual covering eight different forms. Updates to the manual will continue to be added as they are completed.

Forms Vendors and Helpful Information

Missouri REALTORS® forms are accessible on eight separate platforms to provide members with options based on brokerage needs. With the exception of formsRUs, members must contact form vendors directly for subscription information and technical assistance. When using formsRUs.com, if you experience issues logging in or need to report a form issue (i.e., field formatting, incorrect form, etc.), contact Tracey Yost directly at tracey@morealtor.com.

To learn more about Missouri REALTORS® form vendors, including contact information for each, [visit our Standard Forms page](#).

ADVOCACY UPDATE

NAR Submits Comments to Department of Veterans Affairs on Allowable Fees

The National Association of REALTORS® (NAR) submitted a letter to the Department of Veterans Affairs (VA), urging them to revise its policies pertaining to fees veterans cannot pay when using their VA home loan benefit. Under VA policies, veterans using the home loan benefit are prohibited from compensating their professional representative directly. This puts VA buyers at a disadvantage in situations where offers of compensation are not offered from a seller, potentially forcing them to forego professional representation, choose a different loan product, or exit the market entirely.

NAR wants to ensure veterans maintain their access to the VA home loan program, which has been a significant tool in helping service members achieve the American dream of

homeownership. NAR remains committed to working with the department to create solutions for those who served our country.

[View NAR's letter to the VA.](#)

Foreign Agricultural Lands Ownership Reaches House

Legislation prohibiting certain foreign ownership of farmland is awaiting House committee consideration after its recent passage in the Senate. REALTORS® oppose this legislation, [Senate Bill 912](#), because it is inconsistent with private property rights. At this writing, SB912, sponsored by [Sen. Ben Brown](#) (R-Washington), has not been assigned to a House committee. SB912 has multiple provisions under the general subject of military affairs. The provision opposed by REALTORS®, affecting sales of agricultural lands located within a certain distance of military installations to non-resident aliens, was added in the Senate by [Sen. Bill Eigel](#) (R-Weldon Spring).

Eigel's language states, "No alien or foreign business shall acquire by grant, purchase, devise, descent, or otherwise any agricultural land in this state within five hundred miles of any reservation, post, arsenal, proving ground, range, minefield, camp, base, airfield, fort, yard, station, district, or area of the Armed Forces of the United States ..." The legislation states that its provisions do not invalidate any current land ownership.

SB912 passed the Senate on a 27-2 vote, with five senators absent. The only two votes against it were Sens. [Sandy Crawford](#) (R-Buffalo) and [Mike Moon](#) (R-Ash Grove). Varying proposals limiting or barring non-resident alien agricultural land ownership have been proposed in this and prior sessions; REALTORS® have consistently opposed provisions threatening private property ownership, consistent with our longstanding philosophical cornerstone.

BROKERAGE MANAGEMENT

Help Your Agents Explain the Importance of Written Buyer Agreements

"They help the buyers, the sellers, the agents, and the broker ..."

The Sitzer-Burnett verdict spotlights the need for more transparency when discussing compensation. Help your agents [understand the importance of the written buyer agreement](#) and how to communicate its value to their clients.

Read, Watch, Listen: Fair Housing Resources

April is Fair Housing Month and as Missouri REALTORS®, we have a responsibility to stay informed on the history of fair housing and promote it within our communities.

With National Association of REALTOR® courses such as At Home With Diversity® and Fairhaven, as well as the Diversity & Inclusion series at this year's Spring Business Conference, there are several opportunities to get started on Fair Housing education. We hope you all take the time to engage in this meaningful coursework.

But the education does not and should not stop there. There are powerful resources, books, documentaries, and podcasts that offer valuable perspectives on the history and current state of fair housing.

[View our recent blog post](#) to learn more about available resources - and share with your agents!

We encourage you to visit [broker.realtor](#) for a variety of resources, including information on upcoming broker webinars and NAR's REALTOR® Broker Summit, taking place April 18-19 in San Diego, CA.

You can also [visit the Broker Community](#) on THE LANDING to connect with brokers across Missouri. And remember, our dedicated Missouri REALTORS® [staff](#) and [Leadership Team](#) are here to support you every step of the way so, don't hesitate to reach out.

[Are you having trouble viewing this message? Unsubscribe](#) or change your subscription preferences.

Copyright © 2024 [Missouri REALTORS®](#), All rights reserved.



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Keeping it Legal: 2024 Year-End Forms Revisions (Effective December 2)

In the latest edition of [Keeping It Legal](#), Associate General Counsel Henry Eruchalu joins me for a high-level discussion regarding pending standard forms revisions that will become effective on December 2, 2024.

We have also updated our website to include a new [2024 Year-End Forms & Revisions page](#). You will find a short explanation (and a "clean" and "redlined" copy) of each revised form.

For additional standard forms resources, including approved form providers, visit the [Standard Forms page](#) of our website. Both webpages include a link to our "Master Forms Index," which is a complete list and brief explanation of all Missouri REALTORS® standard forms made available for your use, and updated Instruction Manuals, which provide line-by-line instructions on completing some of the forms.



NAR NXT | The REALTOR® Experience

NAR NXT, The REALTOR® Experience recently concluded in Boston, MA., and as always, Missouri REALTORS® have much to be proud of!

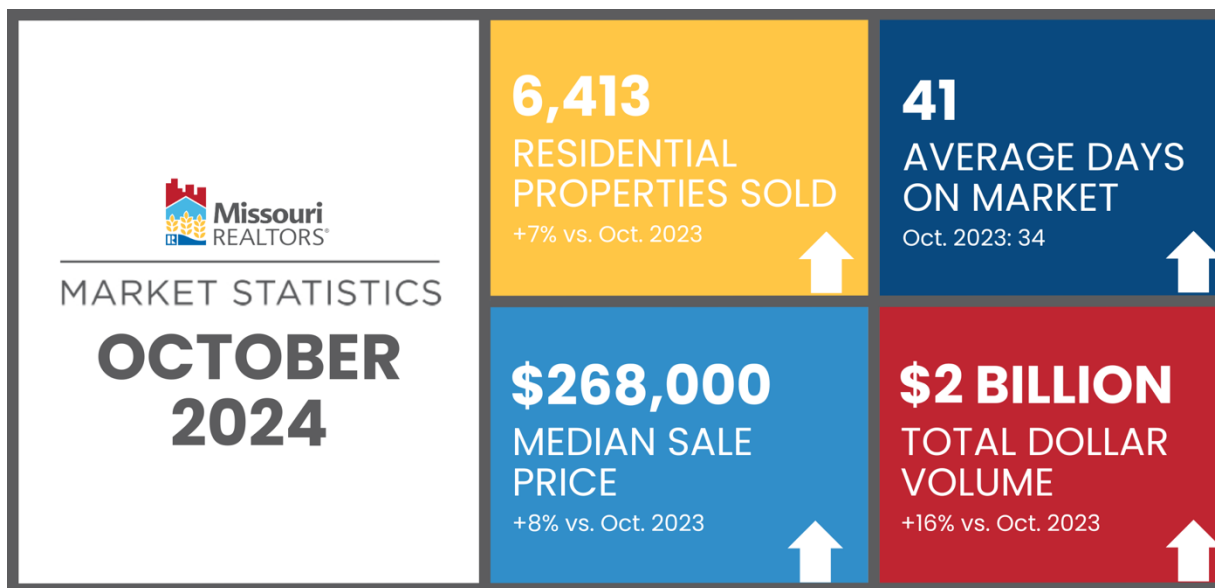
Leadership Spotlight

Liz Bruch
St. Louis REALTORS®



This month, Missouri REALTORS® is proud to shine our Leadership Spotlight on Liz Bruch, an accomplished real estate professional and leader from St. Louis. With MRP, AHWD, ABR, and e-PRO certifications, Liz is committed to her professional excellence. Her dedication to her clients and community truly sets her apart and makes her a fantastic example of leadership.

To learn more about Liz, visit her [Leadership Spotlight blog!](#)



Missouri Market Statistics | October 2024

The Missouri real estate market saw an increase in residential properties sold, median sale price, and total dollar volume. The average days on market, however, also increased.

To view October results, including archived market reports, visit: www.missourirealtor.org/market-statistics



Holiday Marketing Ideas

The holiday season is a time of warmth, connection, and giving—and an excellent opportunity for REALTORS® to strengthen relationships with current clients and attract new leads. With the right strategies, you can showcase your expertise, spread a little holiday cheer, and set yourself up for a successful new year.

Check out [our recent blog](#) for some creative and festive marketing ideas to try out this holiday season.

EDUCATION



Discover a personalized learning experience.

ABR Designation | Get Started Today!

REALTOR® designations can help you build your network, sharpen your skills, increase your knowledge, and increase your income. To assist, the Accredited Buyer's Representative (ABR) class is being offered for **FREE** to members in live virtual and online formats. [Get started today!](#)



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by **Dec 31st, 2024!**

Why wait?
Visit nar.realtor/code-of-ethics-training to check your status and view training options today.



Code of Ethics Cycle 7 Requirement: December 31, 2024

All members are required to complete Code of Ethics (COE) training every three years and this cycle's deadline is on December 31, 2024. If you have completed a COE eligible course between January 1, 2022 – December 31, 2024, you will want to share the course completion certificate with your Local Association to ensure that your COE status shows as complete.

If you are still needing to complete the requirement, you can take NAR's **FREE** online option. [Click here to check your COE completion status and to access the free online options.](#)



YOU COULD
WIN \$250

for you AND your
favorite high school!

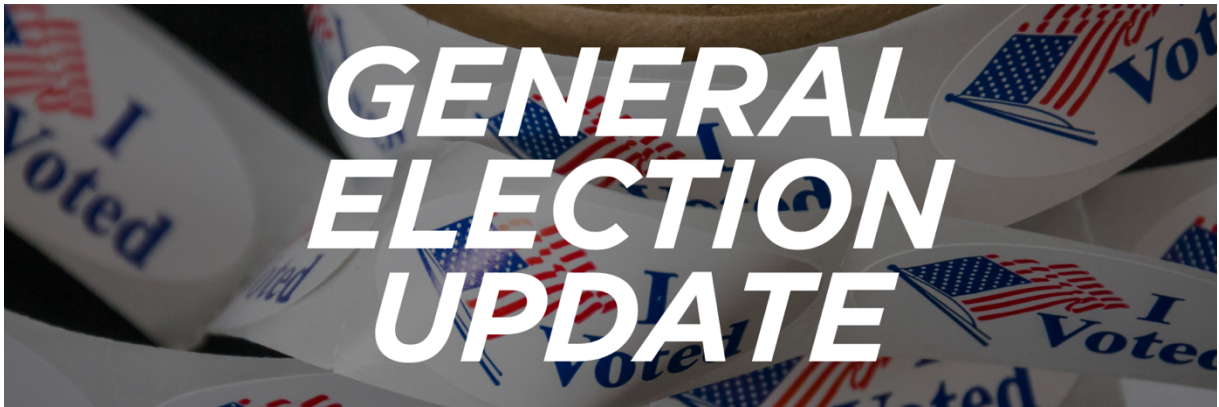
Show Your Pride with a REALTOR® License Plate!

Show your Missouri REALTOR® pride and have a captive audience with a REALTOR® license plate! All plates are personalized license plates and may contain one to six characters (or one to five characters and a dash or space). REALTOR® plates are available for registered Missouri vehicles only.

Purchase or renew your custom REALTOR® plate to be entered to win one of three \$250 gift cards and a \$250 donation to the high school of your choice!

LEARN MORE

ADVOCACY



2024 General Election Update

The November 2024 general election has come to a close! We're excited to share some outstanding results. Thanks to the strategic investments made by the REALTOR® Political Action Committee (RPAC) and the hard work and dedication of our members, #REALTORChampion candidates achieved significant victories across the ballot. Together, we've secured a future with strong advocates in office who share our commitment to private property rights, economic growth, and the vitality of Missouri's real estate industry.

To learn more about the success stories and key highlights from the 2024 general election, check out [our recent blog from the Missouri REALTOR® Party](#).

Join the REALTOR®
Party Team!
APPLY TO SERVE

Missouri REALTOR®
PARTY ★

State Political Coordinator | Apply Today!

The General Election has come to a close! With so many new faces coming to the state capitol, it's vital that we continue to build and maintain strong connections in Jefferson City. We are asking any Missouri REALTOR® who has substantive relationships with any soon-to-be State Representative or State Senator to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC). Your Missouri REALTORS® Leadership Team makes the appointments for SPCs. In situations where there are multiple applicants for a position, one will be chosen as the SPC and others will be added as members of their "Team" who works with the Legislator.

Please use [this form to apply to serve as an SPC](#). Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey with questions at erin@morealtor.com.



Advocacy Scoop: Live from NAR NXT

This [post-election episode of the Advocacy Scoop](#) was recorded live at the NAR NXT conference two days after the election. With votes still being tallied, Shannon and Patrick unpack the election results and initial reactions. They zoom in on races from around the country and discuss what each outcome means for NAR and REALTORS® in 2025 and beyond.

RISK MANAGEMENT

Missouri REALTORS®



LEGALline

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.



Professional Standards Training

Thursday, Dec. 5 from 9:00 – 4:00 PM

Professional Standards Training Opportunity

Led by New Jersey REALTOR® and NAR instructor Diane Disbrow, Missouri REALTORS® is pleased to offer Professional Standards Training on Thursday, December 5, 2024, from 9:00 a.m. – 4:00 p.m. at the Courtyard Columbia-Modern near the Columbia Regional Airport.

Limited seating is available on a first-come, first-served basis. [Click here to register](#).



FORMS INSTRUCTION MANUAL UPDATE



Forms Instruction Manual Update

Reintroduced by the Missouri REALTORS® Risk Management team earlier this year, each section of the Missouri REALTORS® Forms Instruction Manual includes line-by-line

instructions on how to complete certain MR forms, including the NEW “Compensation Agreement Rider” (MSC-4025R). The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

FEATURED AFFILIATE



This month's featured affiliate is Katie Otto of [USA Mortgage](#). Driven by a passion for always improving the mortgage process, USA Mortgage will find the right types of loans, with rates that work for you. You can be sure they have a real stake in providing you with the best experience possible.

To learn more, contact Katie Otto, Vice President of REALTOR® Relations, by phone at (314) 628-2224 or by email at kotto@usa-mortgage.com.

[Are you having trouble viewing this message? Unsubscribe](#) or change your subscription preferences.

Copyright © 2024 [Missouri REALTORS®](#), All rights reserved.