



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS

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Missouri REALTORS®

Outreach & Output

**APPLY FOR A
2026 LEADERSHIP
POSITION!**



We pride ourselves on being a mission-driven organization. In our fast-paced, evolving industry we must be willing to adjust and embrace change to ensure we are able to meet future needs. This proactive approach means we are always looking for volunteers to help us achieve our goals and ensure Missourians have the right to homeownership.

Apply today to serve on a committee or lead an output group in 2026!

APPLY TODAY

The deadline to apply is May 15, 2025.

Leadership Spotlight

Tyra Buchanan

St. Louis REALTORS®



This month, we are shining the Leadership Spotlight on Tyra Buchanan.

Meet this St. Louis REALTOR® who combines nearly a decade of industry excellence with profound community impact. As a distinguished member of St. Louis REALTORS® and mentor with the NAR Spire Mentorship Program, Tyra continues to lead at every level of the profession while making a significant difference through her nonprofit work. Her extensive service includes roles on multiple Missouri REALTORS® state committees and founding a 501(c)(3) nonprofit focused on healing through art and community development. Her involvement with ElevateSTL and Commercial Real Estate Women (CREW) further demonstrates her commitment to both professional excellence and community transformation.

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



Apply for the 2025-2026 Leadership Academy Class!

Recognizing that its members deserve leaders who are knowledgeable and well prepared, Missouri REALTORS® coordinates a statewide Leadership Academy. Through this program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the industry.

The participants work together in a training course of five retreats that combine presentations, group activities and project planning. Sessions include the development of leadership skills, team-building exercises, goal setting, personal profile analysis, communication, ethical decision-making, and much more.

APPLY TODAY

The deadline to apply is May 16, 2025.

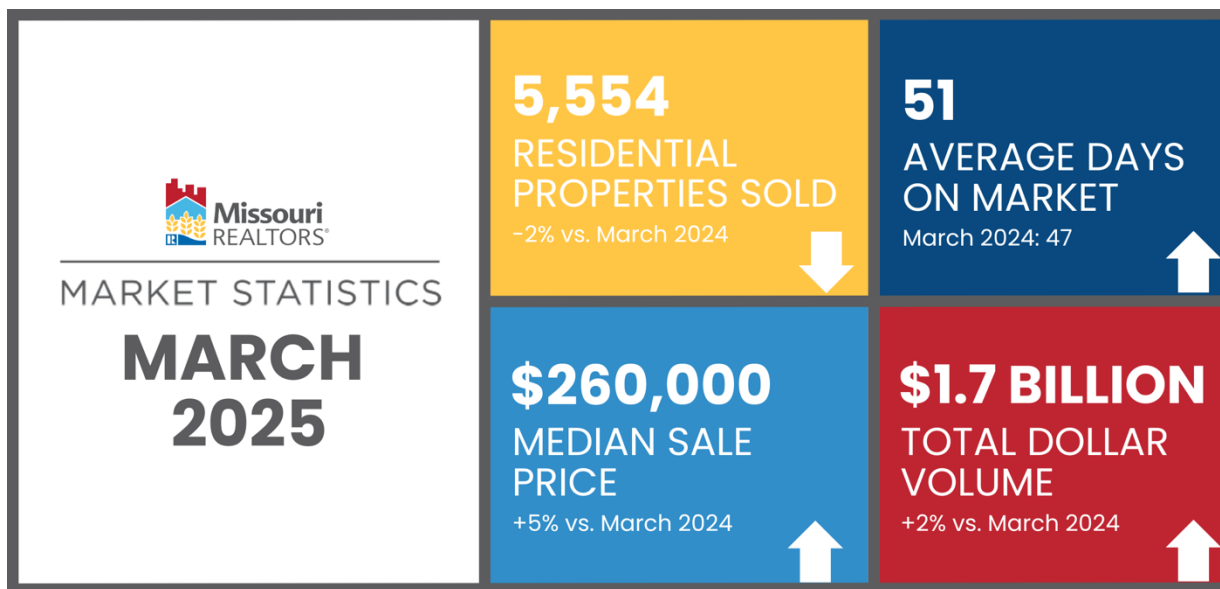
12 Remodeling Projects That Offer the Best Value at Resale



NAR's 2025 Remodeling Impact Report

NAR has released the comprehensive 2025 Remodeling Impact Report highlighting the 12 remodeling projects that deliver the highest return on investment at resale. The data-driven guide helps homeowners make informed decisions about which projects will maximize their property value in today's competitive real estate market.

[Access the complete report.](#)



Missouri Market Statistics | March 2025

In March, residential property sales experienced a 2% decrease compared to the same period last year, resulting in an increase to 51 days on market. The median sale price recorded a 5% increase compared to the same period in 2024, coming in at \$260,000.

For detailed information and archived market reports, visit: missourirealtor.org/market-statistics

Fun in the Sun

How to Maximize the Summer Home Buying Season

Fun in the Sun: How to Maximize the Summer Home Buying Season

Dive into summer's golden opportunity for Missouri homebuyers! Learn how the sunniest season creates the perfect climate for finding your dream home and building long-term wealth. *(Feel free to utilize the blog intro and link below for sharing.)*

Summer isn't just about vacations and barbecues - it's the prime season to make your most important investment shine. This essential guide reveals how longer daylight hours, vibrant neighborhoods, motivated sellers, and seasonal market dynamics create unique advantages for savvy home shoppers. Whether you're a first-time buyer or looking to upgrade, these expert strategies will help you navigate the competitive summer market with confidence and secure a property that delivers both lifestyle benefits and financial growth.

[Click here](#) to discover how to make the most of the summer home buying season.

NOW ACCEPTING APPLICATIONS!
REALTOR® OF THE YEAR



Accepting Applications | REALTOR® of the Year Award

The REALTOR® of the Year (ROTY) award is given to a member who exemplifies "REALTOR® Spirit". In other words - faithfulness to principles of organized real estate, to laws and regulations of his/her local board/association, and to the Code of Ethics of the National Association of REALTORS®. The ROTY also demonstrates efforts to encourage good real

estate practices among other real estate brokers, time spent with the press and the public explaining the real estate profession.

The ROTY award application deadline is **Thursday, May 1, 2025**.

APPLY TODAY

The REALTOR® of the Year (ROTY) is selected each year from nominations received by local boards and associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).

EDUCATION



2025 GRI Course Schedule

The Graduate REALTOR® Institute (GRI) designation, offered by Missouri REALTORS®, is a comprehensive professional development program designed to enhance real estate expertise through in-depth training. This NAR-approved program consists of 16 in-person courses totaling 66 hours of education, covering essential areas including legal and regulatory issues, technology, professional standards, and the sales process.

The program's extensive curriculum helps REALTORS® attract and build new business while developing advanced skills across the entire real estate landscape. The next available session, Module II focusing on buyers, sellers, and negotiation strategies, will be held **in Bagnell Dam, MO on May 13-14, 2025**.

[View the full schedule, learn more, and register](#) today!

Questions? Contact Missouri REALTORS® Director of Education Blake Willoughby at blake@morealtor.com | 573.445.8400 x1180

New Consumer Guide: Deeds & Titles



New Consumer Guide: Deeds & Titles

NAR has shared the [latest consumer guide](#) focused on deeds and titles. This guide covers the difference between a deed and a title, common types of deeds, and title searches and insurance. Understanding these concepts is essential for both buyers and sellers to ensure smooth real estate transactions and protect their investments.

To view all consumer guides, [click here](#).



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.

[LEARN MORE](#)

ADVOCACY



April Marks Fair Housing Month

Advocacy continues to be the cornerstone of fair housing efforts nationwide. Tune in to this month's [Advocacy Scoop podcast](#) to explore the impactful work led by NAR Advocacy. Their initiatives shed light on critical issues and inspire action.

In Missouri, REALTORS® remain steadfast in their support of the Missouri Non-Discrimination Act ([MONA](#)). During REALTOR® Days, we have spotlighted the transformative role MONA could play in driving economic growth across the state. Our advocacy has urged the General Assembly to extend essential protections against discrimination in employment, housing, and public accommodations to all Missourians—creating a fairer and more equitable future.

**Join the REALTOR®
Party Team!**
APPLY TO SERVE

Missouri REALTOR®
PARTY ★ ≡

VACANCIES | State Political Coordinators

With so many new faces in the state capitol, we have SPC vacancies for State Senators across the state! If you are a Missouri REALTOR® with a substantive relationship with a State Senator, OR you would like to build a relationship, please apply 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.

Available positions include:

- Patty Lewis - Kansas City
- Barbara Washington - Kansas City
- Rusty Black - Northwest MO
- David Gregory - St. Louis
- Maggie Nurrenbern - Kansas City – Clay
- Mary Elizabeth Coleman - Jefferson County
- Adam Schnelting - St. Charles
- Mike Moon - McDonald/Berry County
- Rick Brattin - Cass/Johnson/Bates County

Please [use this form to apply](#) to serve as an SPC.

Questions? Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110



Join the Missouri REALTOR® Party in Washington, D.C.

The event brings together thousands of REALTORS® from across the country to conduct the business of NAR and unite for a common cause—advancing the real estate industry through impactful policy advocacy. During the event, the Missouri REALTOR® Party will be conducting hill visits to meet directly with our Senators and Representatives to discuss policies that support property rights and your ability to help Missourians buy, sell, own, and invest in real estate. Not to mention, it's also a tremendous way to expand your referral network across the country and get the latest information about the industry through classes and committee meetings.

[Register today!](#)

Capitol Update

Missouri REALTOR®
PARTY ★

Stay Ahead with the Latest Capitol Updates!

Keeping up with legislative updates is crucial to maximize opportunities and provide the best guidance for your clients. Each week, Missouri REALTORS® shares key insights into legislative proposals, policy changes, and regulatory developments that could impact your business. Stay informed, stay competitive, and unlock new possibilities.

Don't miss out, stay tuned to our [Legislative Updates](#) to keep up with the latest updates!

RISK MANAGEMENT



New Construction Forms Launch (Effective March 31)

In the latest edition of [Keeping It Legal](#), General Counsel and Vice President of Risk Management Robert Campbell launches the brand-new "New Construction" forms set, effective March 31, 2025.

We have also updated our website to feature a dedicated [New Construction Forms page](#). There, you will find brief explanations and sample versions of each new form, along with a link to the New Construction Forms and Riders Instruction Manual.

For more resources on standard forms, including approved form providers, visit the [Standard Forms page](#). Both this page and the New Construction Forms page include access to our

"Master Forms Index," a comprehensive list of all Missouri REALTORS® standard forms, along with additional Instruction Manuals to guide you through completing specific forms.

NAR's new Consumer Guide covers how to find land for sale, explains construction loans, and weighs the pros and cons of building a custom home. [Read the full guide.](#)



Ethics Case Study Contest

Hosted by the Missouri REALTORS® Risk Management department, this contest aims to raise awareness about the importance of the Code of Ethics. By exploring real-world applications of the Code, you'll gain valuable insights that can help strengthen your business. Plus, have a chance to win cash prizes!

Each month, we'll release a new case study for you to explore. All members are encouraged to participate by completing the fields within the study. **Winners will be selected each month to receive a \$50 gift card, and in January, we'll award a grand prize to the member(s) who complete the most case studies.**

Don't miss out — [click here to learn more and participate in Case Study #3 today!](#)

Questions? Contact Missouri REALTORS® Director of Forms and Professional Standards Tracey Yost at tracey@morealtor.com | 573.445.8400 x1280



Go Beyond the Case Studies & Earn CE with *Level Up Ethical Power!*

Enjoying the case study contest; why not go deeper!? During the **Spring Business Conference on Tuesday, April 29th 9:00 AM – 12:00 PM** join Missouri REALTORS® Director of Forms & Professional Standards, Tracey Yost, in *Level Up Ethical Power!* This course will help agents and brokers level up their ethical power by ensuring they understand the NAR Code of Ethics and the professional standards process. Participants will engage with group discussion and case studies to enhance their skills.

Registration costs \$30; by completing the class students will have met their NAR Cycle 8 Code of Ethics requirement and earn 3 Elective Hours of Missouri CE. [Learn more](#) and register at the at the 2025 Spring Business Conference registration desk.

Questions? Contact Missouri REALTORS® Director of Forms and Professional Standards Tracey Yost at tracey@morealtor.com | 573.445.8400 x1280

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.



Important Changes to Licensure Requirements

Important Changes To Licensure Requirements

In the new MOPRO system, licensees and applicants will be required to submit proof of or demonstrate continued lawful presence in the United States.

Federal law 8 U.S.C.A §1621, requires individuals be "lawfully present" to hold a license to practice. "Lawfully present" people are U.S. citizens or foreign residents holding specific VISA status or other legal authority to work in the United States. Acceptable documents demonstrating lawful presence are listed below.

Proof of lawful presence also helps us protect you against the fraudulent use of your personal information in the licensing system.

Proof of lawful presence will be required for all new applications and reinstatements (from a lapsed, inactive, or expired status) after January 14, 2025.

U.S. Citizenship:

- (1) A REAL ID driver's license
- (2) A birth certificate showing birth in one of the 50 states or territories of the United States
- (3) A signed United States passport; current or expired.

Foreign Citizen Proof of Lawful Presence:

- (1) F1 Student Visa
- (2) H1B Visa
- (3) U.S. Permanent Resident Card
- (4) U.S. Permanent Resident Card Expired - Extension Granted
- (5) VISA with stamped date of U.S. entry

[Learn more here.](#)

Questions? Contact Missouri REALTORS® General Counsel and Vice President of Risk Management Robert Campbell at robert@morealtor.com | 573.445.8400 x1220

FEATURED AFFILIATE



This month's featured affiliate is Victor Garcia with [America's Preferred Home Warranty](#). When your home's systems and appliances break down, you'll want the best home warranty company on the case. America's Preferred Home Warranty is here to help with the repair costs, saving you stress, money, and time.

To learn more, contact Victor Garcia, Area Sales Manager, at vgarcia@aphw.com.



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