



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Register for the Fall Business Conference!

This year's [Fall Business Conference](#) will take place September 23 - 25 in St. Louis. This is a great opportunity to participate in educational offerings, attend association governance meetings, hear from guest speakers, and participate in numerous networking activities!

Please note: The deadline to reserve your hotel room at the group rate is **Friday, August 29**. If you haven't booked yet, we encourage you to [reserve your room as soon as possible](#) to secure your accommodations.

REGISTER TODAY



Missouri REALTORS® Provide Tornado Relief to 384 Families

Following the devastating tornadoes that swept across Missouri on May 16, 2025, the Missouri REALTORS® Relief Foundation provided \$325,295 in assistance to 384 affected families. The grants helped cover mortgage payments and temporary housing expenses for residents whose homes were damaged or destroyed, demonstrating REALTORS® commitment to helping Missourians maintain safe, secure housing during challenging times.

[Read the full press release.](#)



Missouri REALTORS® Represented at NAR's Leadership Week

Earlier this month, Missouri REALTORS® staff and leadership proudly represented the Show-Me State at NAR's Leadership Week in Chicago, Illinois. From the dynamic energy of the 2025 YPN Advance - where several Missouri REALTORS® Young Professionals Network leaders joined Olivia Koenig, Director of Strategic Communications - to the inspiring moments on stage at the NAR Leadership Summit, Missouri made its mark. President Bobbi Howe and CEO Breanna Vanstrom shared powerful insights on the importance of trust, communication, and collaboration in leadership, offering a standout example of AE and President-Elect alignment in action.

Missouri REALTORS® continue to lead with heart, vision, and a commitment to shaping the future of our industry.



Association Executives Gather at AE Workshop

Local board/association executives and staff from across the state recently gathered for the annual AE Workshop. From insightful sessions to meaningful connections, the event was a powerful reminder of the strength and collaboration within our REALTOR® community. Attendees earned 6 hours of professional development toward Core Standards.

A special thank you to [Realtor.com](#) for sponsoring this year's workshop!

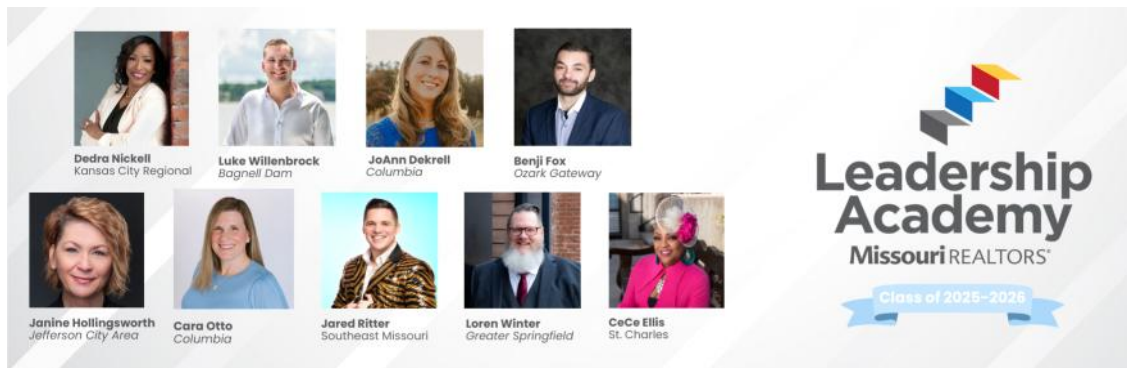


Nominate a REALTOR®!

The Missouri REALTORS® Good Neighbor Award program recognizes and rewards REALTORS® across the state for their dedication to volunteer service. The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

APPLY TODAY

The Good Neighbor Award nomination deadline is **September 1, 2025**.



Announcing 2026 Leadership Academy

Please help us congratulate the selected participants for the 2026 Leadership Academy! Missouri REALTORS® Leadership Academy creates leaders who go on to do big things in our industry and within our communities. They will meet for their first retreat this October. Over the upcoming year, they will work together in a training course of five retreats to develop exceptional leadership skills.



This month, we are shining the Leadership Spotlight on Ronette Edgar.

Meet this Missouri REALTOR® who brings deep expertise as a franchise broker/owner and

President of the Lake of the Ozarks Board of REALTORS®. With a background in banking, mortgage lending, and title company operations, Ronette leads a top-performing team based in Versailles, Missouri, serving the entire Lake of the Ozarks area. Her leadership and service have earned her multiple honors, including Lake of the Ozarks Board of REALTORS® REALTOR® of the Year 2022 and 2024, Lake of the Ozarks Board of REALTORS® Marketing Giant 2023, RE/MAX Hall of Fame, and membership in the Women's Council of REALTORS®.

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



Missouri Market Statistics | July 2025

In July 2025, there was a 4% increase in residential property sales and an increase to 38 average days on market, up from 33 days last year. The median sale price saw a increase, reaching \$285,000.

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



Agent Safety Month: Protecting Yourself and Your Clients During Showings

Wondering what your agent does to ensure your safety during property showings? This month's blog explores the essential safety practices professional real estate agents follow to protect you. Discover how your agent creates secure showing environments, reduces risk, and builds confidence throughout your home buying or selling journey. (Feel free to utilize the blog intro and link below for sharing.)

Safety is a top priority - it's a professional standard REALTORS® uphold every day. In honor of Agent Safety Month, this guide outlines the practical strategies your REALTOR® uses to protect both you and themselves during property showings. From situational awareness and tech tools

to communication protocols and emergency planning, these measures are designed to keep everyone informed, prepared, and protected. Whether you're buying or selling, understanding these safety practices will give you confidence in the whole process.

[Click here to learn more about the safety measures your agent takes to protect you during showings.](#)



This month, Specialty Groups is featuring the Missouri REALTORS® Appraisal Section.

The Appraisal Section serves the specialized needs of members that have an interest in real estate appraisal and strive to be business advocates for real estate appraisers in Missouri. The executive board is comprised of licensed appraisers, many of whom are also licensed REALTORS®. Tim Reavis, 2025 Chair and member of the Appraisal Section, was encouraged to pursue leadership within the group by fellow executive board members, with special acknowledgment to Pam Long for her support and encouraging his confidence to assume leadership roles. Tim noted, the appraisal industry is constantly adapting and changing with measuring standards and Reconsideration of Values (ROVs). This group's mission is to help REALTORS® understand their role and educate them on how and when it is appropriate to push back on an appraiser's determinations.

For more details or additional insights from Tim, [visit our spotlight in the Specialty Groups Landing Community.](#)

EDUCATION



GRI Module V classes* will be hosted in-person during the **Fall Business Conference at the St. Charles REALTORS®** (110 Point W Blvd, St. Charles, MO 63301).

\$100 per course
\$200 for all three
\$50 per course for GRI Designees

Find more information at
missourirealtor.org/gri



GRI 501: New Construction <i>with Brandon Glascock</i> Sunday, September 21 1:00 - 5:00 PM	
GRI 502: Investors & Investment Properties <i>with Shawna Neuner</i> Monday, September 22 8:00 AM - 12:00 PM	
GRI 503: Real Estate in a Digital World <i>with Forrest Stodghill</i> Monday, September 22 1:00 - 5:00 PM	

Unlock Your Edge in Real Estate with GRI Module V

Ready to elevate your real estate expertise and stand out in a competitive market? GRI Module V delivers three powerhouse courses designed to sharpen your skills and expand your impact with new construction, investment properties, and today's digital-first market.

[Register now!](#)



Missouri REALTORS®
EDUCATIONAL
FOUNDATION



Apply to be a MREF Trustee!

Are you passionate about advancing consumer education for both current and future clients? Consider applying to serve as a [Missouri REALTORS® Educational Foundation](#) (MREF) trustee. MREF Trustees meet during business conferences and throughout the year to help guide consumer education programs. Trustees serve a 2-year term and can serve an unlimited number of terms.

APPLY TODAY

Applications are due Friday, August 29.

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

Broker Education Series

Smart Phones, Smart Policies: Social Media Risk Management

Trista Curzydlo, Esq

*Missouri CE: 3 Elective Hours
Registration Open to Brokers & Agents*



Smart Phones, Smart Policies: Social Media Risk Management

This class is a broker focused educational series that is open to brokers and agents. Every 6.4 seconds one new social media user is added to the 3.2 billion users worldwide. Of the 68% of American adults on Facebook, how many are your clients and your agents? Is an uploaded photo of a recent listing copyright protected? Is your ad on Facebook violating the Fair Housing Act? Or is asking a client to post a testimonial to your website an FTC Guidelines' violation? This session is a fun look at best practices when adopting new - or continuing - your social media marketing.

Missouri CE: 3 Elective Hours

Registration is \$30 and open to both Brokers and Agents. [Add this class when you register for the Fall Business Conference.](#)



GET YOUR CUSTOM LICENSE PLATE, TODAY!

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).

LEARN MORE

ADVOCACY

Capitol Update



Missouri REALTORS® Score Major Legislative Victory

Missouri real estate professionals and property owners celebrated a landmark win on July 10, 2025, when Governor Mike Kehoe signed House Bill 594 into law. Beginning January 1, 2025, individuals can deduct 100% of capital gains from their Missouri taxable income - eliminating state income tax on profits from real estate sales, stocks, investments, and business ownership interests.

This REALTOR® driven legislative success promises to boost market activity, increase client interest in selling appreciated assets, and help Missouri property owners and investors retain more profit from their sales.

[Read the full Capitol Update.](#)

RPAC Trustee Election



RPAC MO Trustee Election

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2025:

- Matthew Becker
- Aundre Gray
- Ashley Hester
- Brian Jared

Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for RPAC-MO Trustees are as follows:

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

APPLY TODAY

Apply by September 1, 2025.

RISK MANAGEMENT



Legal Line FAQ of the Month: What is capitulation, as referenced in the Missouri REALTORS® RES-2000 “Residential Sale Contract,” and how does it work?

In the context of the RES-2000, capitulation is a way for either the Buyer or Seller to “save the deal” during the Inspection Resolution Period. If the parties can’t agree on repairs or terms, one side can deliver a written commitment to the other side before the deadline: (a) Seller can agree to complete all repairs Buyer requested in Buyer’s original Inspection Notice at Seller’s expense before Closing; or (b) Buyer can agree to accept the Property as-is, without requiring Seller to complete the requested repairs. Either action constitutes an “agreement” under the contract.

If no agreement is reached and neither party capitulates before the Resolution Period expires, the contract automatically terminates, and Buyer’s Earnest Money is to be returned to Buyer (per Section 8). Even though the contract automatically terminates, it is generally recommended for both parties to complete a Mutual Release. This helps confirm that both sides release each other from further claims or liability. However, the absence of a Mutual Release is not dispositive of the actual rights of either party.

For more information on this topic (and others) please see our [Forms Instruction Manual](#) – a Missouri REALTORS® member benefit!



Last Call! Ethics Case Study Contest #7

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 - case study #7 closes at midnight on Sunday, August 31. [Click here to participate!](#)

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.

FEATURED AFFILIATE

Affiliate spotlight

Jamie Brisbin



This month's featured affiliate is Jamie Brisbin with [Fairway Home Mortgage](#). At Fairway Independent Mortgage Corporation, customer service is a way of life. Their mortgage loan officers are dedicated to finding great rates and loan options for our customers while offering some of the fastest turn times in the industry. Their goal is to act as a trusted mortgage advisor, providing highly personalized service and helping you through every step of the loan process - from application to closing and beyond. It's all designed to exceed expectations, provide satisfaction and earn trust.

In Jamie's life outside of work, she loves gardening, camping, and Jesus. To learn more about Fairway Home Mortgage, contact Jamie at jamie.brisbin@fairwaymc.com or by phone at [\(660\)-262-3170](tel:(660)-262-3170).

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