New! Click to get important alerts by text



Register for the Fall Business Conference!

Join Missouri REALTORS® September 22-24 in St. Louis for the Fall Business Conference. This is your opportunity to connect with colleagues from across the state, participate in professional development, and help shape the future of your association.

REGISTER TODAY



Advocacy Delivers | Missouri Voters Reject Amendments 4 and 5

Thank you to every Missourian who made their voice heard at the ballot box. Voters rejected both Amendment 4 and Amendment 5, reaffirming the importance of public participation in Missouri's political process.

For Missouri REALTORS® across the state, the results serve as a reminder of the impact grassroots advocacy can have when members engage as neighbors, business owners, volunteers, and community leaders. As we move forward, Missouri REALTORS® remains committed to working with elected officials and community partners to protect property rights, strengthen our communities, and support the dream of homeownership.

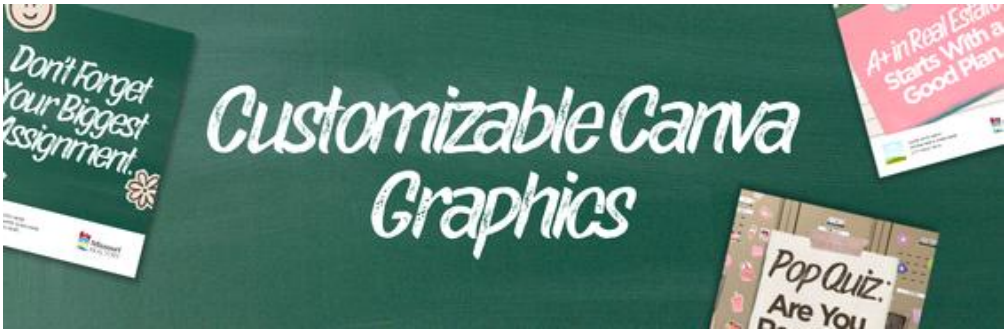
Watch our latest video message to hear what these results mean and what's next for Missouri REALTORS®.



Association Executives Gather for Annual Workshop

Association Executives from across Missouri recently gathered for the Missouri REALTORS® Association Executives Workshop, an annual professional development event designed to foster collaboration, share best practices, and strengthen local association leadership. The workshop provided valuable opportunities for learning, networking, and peer-to-peer discussion, helping Association Executives better serve their members and communities.

Thank you to everyone who participated and contributed to another successful year!



Customizable Canva Graphics Available

Promoting your REALTOR® involvement has never been easier! Use the customizable Canva graphics linked below to create personalized social media posts highlighting your REALTOR® activity. Simply open the template in Canva, add your headshot and information, then download and share across your social channels to showcase your engagement and involvement in the REALTOR® community.

Access the graphics.



This month, we are shining the Leadership Spotlight on Billy Dexheimer.

Billy, a Mid-Missouri Board of REALTORS® member, is recognized for his commitment to service, advocacy, and leadership within the real estate profession. As the 2025 President of the Mid-Missouri Board of REALTORS® and Broker/Co-Owner of North Star Real Estate, Billy has played an active role in supporting members, advancing REALTOR® advocacy efforts, and helping strengthen the industry in central Missouri. He is a graduate of the Mid-Missouri Board of REALTORS® Leadership Academy, a recipient of the 2025 Missouri REALTORS® Honor Society recognition, and an active advocate for property rights at the local, state, and national levels.

To learn more about Billy, visit his Leadership Spotlight blog.



Missouri Market Statistics | July 2026

Missouri's housing market remained active in June 2026, with 7,597 closed sales and an average of 39 days on market. The median sale price was $300,000, contributing to a total sales volume of $2.7 billion statewide.

To view the complete July results, along with archived market data, visit: missourirealtor.org/news-events/missouri-market-statistics



Protecting More Than Your Transaction: How REALTORS® Help Keep Clients Safe

Buying or selling a home involves more than finding the right property or negotiating the best price. Throughout a transaction, buyers, sellers, and REALTORS® exchange sensitive information, coordinate access to homes, and navigate important financial decisions. This month's blog, *Protecting More Than Your Transaction: How REALTORS® Help Keep Clients Safe*, explores how REALTOR® safety practices help create a safer experience for everyone involved.

(Feel free to use this intro and the link below in your own communications.) Consumers may not always realize how many safety measures happen behind the scenes during a transaction. The blog explains how professional verification practices, secure communication protocols, and property protection strategies help build trust and accountability while supporting buyers, sellers, and REALTORS® alike

Read the blog.

EDUCATION



Unlock Practical Skills for Today's Real Estate Market with GRI Module III

Ready to strengthen the skills that power your business every day? GRI Module III features three valuable courses designed to help REALTORS® navigate

technology, manage risk, and build stronger relationships with industry partners.

From leveraging technology more effectively to reducing business risks and improving collaboration throughout the transaction process, these courses provide practical knowledge you can put to work immediately. Join us September 20-21 in St. Louis and take the next step in your professional development.

Register now.



Last Call | Apply to be an MREF Trustee!

Do you believe in supporting consumer education for future and current 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 28.

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



Missouri REALTORS® Online CE | 12-Hour Renewal Package $95!

Renewal year is here and we know you are busy supporting your clients. Engage with Missouri REALTORS® developed online continuing education to complete ALL your requirements for Missouri licensure and both NAR Cycle 8 learning requirements with our 12-hour Missouri CE package on:

- Missouri REALTORS® Residential Sales Contract | 3 Elective Hours
- Missouri REALTORS® Agency Forms | 3 Elective Hours
- Code of Ethics | 3 Elective Hours | NAR Ethics

• Fair Housing | 3 Fair Housing Required Core Hours | NAR Fair Housing

An individual class can be purchased for $30.

Complete all your requirements before salesperson renewal deadline on September 30.

ADVOCACY



RPAC Gives Back Challenge Kicks Off September 22

The RPAC Gives Back Challenge returns September 22 through November 2, combining friendly competition with meaningful community impact. Through this annual online challenge, local boards and associations compete on a statewide leaderboard while supporting charitable giving efforts in their communities.

Watch for more details, featured auction items, and opportunities to see how your association stacks up as the challenge gets underway!

RISK MANAGEMENT



Build Confidence in Ethical Decision-Making at Level Up Ethical Power

Gain a deeper understanding of the REALTOR® Code of Ethics and the professional standards process through engaging discussions and real-world case studies.

Led by Tracey Yost, Director of Forms and Professional Standards for Missouri REALTORS®, this interactive course is designed to help REALTORS® and Brokers apply ethical principles to everyday business situations and strengthen their professional practice. Attendees will earn 3 hours of Missouri elective continuing education credit while satisfying NAR's Cycle 8 Code of Ethics requirement.

Register today.



Legal Line FAQ of the Month | Legal Effect of a Seller's Failure to Sign an Attached Rider

Question: Is a Contract formed if Buyer submits an offer with riders, Seller signs the offer but not the rider?

Answer: If Seller returned Buyer's offer by signing it but not the riders, then arguably the signed Contract form may end up being a counter-offer from Seller since the Contract may not meet the "Mirror-Image Rule." Generally, in contract negotiations, each change that one party makes to the contract itself is effectively viewed as a counteroffer to the other party, cancelling the existing offer and offering a new contract with the modified or added term for acceptance by the other party. Under the "Mirror Image Rule," parties can only form a binding contract when the versions of the contract that each party is assenting to are identical to each other.

That being said, the primary goal of a court of law, when interpreting whether or not there is a binding contract between parties, is to give full effect to the true "intent" of the parties involved. However, such determinations are based on the specific facts of a situation, and the outcomes cannot be reasonably predicted.

For a detailed explanation on formation of contracts, LEGAL LINE has created a "Keeping it Legal" video called "Contracts 101". Members can view this video by logging into their accounts at http://www.missourirealtor.org and navigating to the "Risk Management" tab near the top of the screen. After clicking on the tab, a dropdown menu will appear and members should select the "Keeping it Legal videos" link. The "Contracts 101" video can be found on the resulting page.

Finally, licensee should remember that it is not the role for a licensee to try and play "attorney," but rather it is a basic duty of any licensee to advise a client that they should seek legal counsel to provide any real explanation of their legal rights, duties and options as well as for any other material matter about which the licensee knows but the specifics of which are beyond their level of expertise (See, e.g., §339.730.1(3)(d) RSMo and Article 11 of the NAR Code of Ethics and Standards of Practice).



Quarterly Ethics Corner | Business Practices vs. Ethical Behavior

As housing markets continue to recover, REALTORS® may encounter business practices that raise important ethical considerations. Our latest Ethics Corner explores common scenarios such as pocket listings, delayed offer presentations, and escalation clauses - highlighting how these practices can be appropriate when done in a client's best interest, but may also create ethical concerns if handled improperly.

The article also introduces NAR's new online resource, *The Code of Ethics is Good Business*, which organizes Standards of Practice by transaction phase, making the Code easier to apply in everyday business. Learn how this tool and other NAR resources can help REALTORS® navigate real-world transactions with professionalism, transparency, and confidence.

Read the full Ethics Corner.

FEATURED AFFILIATE



This month's featured affiliate is Ashley Sacia with Realtor.com. Realtor.com's mission is to empower buyers, sellers, renters and homeowners with the knowledge they need to find their way home.

To learn more, contact Ashley Sacia, Vice President of Industry Relations, by phone at 608.797.3810 or by email at Ashley.Sacia@Realtor.com.

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