



Missouri REALTORS® Brokers,

This month's Broker Connection is packed with legal and legislative updates, including:

- Missouri REALTORS® 2026 Broker Education Series
- NAR Webinar | Understanding the FinCEN Residential Real Estate Rule
- REALTORS® Legislative Meetings | Registration Opens Soon!

Plus, information about our Broker Connection Webinar Recording, Ethics Case Study Contest, and more. We also encourage you to visit broker.realtor for additional resources, and stay tuned to the [Brokers Community on The Landing](#) for updates specific to Missouri.

If you have any questions, or are searching for additional resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff](#) and [volunteer leadership teams](#).

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
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BROKERAGE MANAGEMENT

Broker Connection Webinar Recording | Now Available!

Thank you to everyone who attended our Broker Connection Webinar, *How to Grow, Value, and Position Your Brokerage Today.*

If you weren't able to join us, the recording is available below and covers key insights on understanding your brokerage's value, increasing that value, and M&A strategies shared by our featured speaker, Rob Wolf, Partner of [FIJI™](#).

[View the recording.](#)

Stay tuned for our next webinar and additional resources.

Missouri REALTORS® 2026 Broker Education Series

Missouri REALTORS® invites brokers to elevate their leadership and business performance through the 2026 Broker Education Series. This series features two Certified Real Estate Brokerage Manager (CRB) courses designed to address today's brokerage challenges and provide practical strategies you can apply immediately - while earning credit toward the CRB designation.

Performance Leadership: Coach, Manage, & Mentor *facilitated by Maurice Taylor*

Tuesday, May 19 9:00AM - 4:30PM

Learn how to adapt your leadership style, coach effectively, and develop high-performing agents. Topics include recruiting, retention, training, accountability, and strengthening brokerage culture.

Creating a Profitable Real Estate Company *facilitated by John Mayfield*

Tuesday, August 4 9:00AM - 4:30PM

Move beyond production and focus on profitability. This course covers financial reporting, agent compensation, cost control, and informed decision-making for long-term brokerage success.

Location: Missouri REALTORS® Headquarters, Columbia Missouri

Pricing: Early Bird (*through March 31*): \$179 per class | \$350 bundle

Regular (*after March 31*): \$225 per class | \$400 bundle

Space is limited. [Register early and invest in your brokerage's success.](#)

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

Renewal year is here and we know you are busy managing your teams.

Engage with Missouri REALTORS® developed education on ethics, fair housing, forms, and agency, while also completing all your requirements for Missouri license renewal and both NAR learning requirements.

Complete all your requirements before broker renewal deadline on June 30.

Access Missouri REALTORS® [Online CE](#).

LEGAL UPDATE

NAR Webinar | Understanding the FinCEN Residential Real Estate Rule

Wednesday, March 11 at 1:00 CST

NAR's Advocacy and Legal teams will be hosting a webinar to walk real estate professionals through the new FinCEN Residential Real Estate Rule. The session will cover an overview of the rule, best practices, and compliance under the rule for real estate professionals.

Register today.

Legal Line FAQ of the Month | Understanding Marital Interest and Spousal Signatures in Missouri Real Estate Transactions

Question: Can Legal Line provide information on marital interest and who needs to sign the brokerage services agreement(s) and sale contracts?

Answer: In general, all owners should sign a brokerage services agreement(s) and sale contract (See, e.g., 20 CSR 2250-8.090(4)(A)(11)). Missouri law generally presumes that, in addition to any actual ownership interest (i.e., holding title), both spouses have a marital interest in any piece of property owned by either spouse. §474.150.2 RSMo provides that "Any conveyance of real estate made by a married person at any time without the joinder or other written express assent of his spouse, made at any time, duly acknowledged, is deemed to be in fraud of the marital rights of his spouse, [...] unless the contrary is shown."

Whether a spouse does or does not in fact have a marital interest in a property will always be ultimately dependent on the specific facts involved in each case. Chapter 452 of RSMo, which deals primarily with dissolutions of marriage and divorce, includes §452.330 RSMo, which is entitled "dissolution of property and debts, factors to be considered," which may shed some light in this particular regard.

In relevant part, section 3 of the statute states that "All property acquired by either spouse subsequent to the marriage and prior to a decree of legal separation or dissolution of marriage is presumed to be marital property regardless of whether title is held individually or by the spouses in some form of co-ownership such as joint tenancy, tenancy in common, tenancy by the entirety, and community property" (emphasis added). Essentially, the statute creates a presumption that all assets acquired subsequent to marriage are marital property. However, the statute goes on to say that the "presumption of marital property is overcome by a showing that the property was acquired by a method listed in subsection 2 of this section."

Section 2 of the section then identifies several exceptions which overcome the presumption, including but not limited to:

- "(1) Property acquired by gift, bequest, devise, or descent;
- (2) Property acquired in exchange for property acquired prior to the marriage or in exchange for property acquired by gift, bequest, devise, or descent;
- (3) Property acquired by a spouse after a decree of legal separation;
- (4) Property excluded by valid written agreement of the parties; and
- (5) The increase in value of property acquired prior to the marriage or pursuant to subdivisions (1) to (4) of this subsection, unless marital assets including labor, have contributed to such increases and then only to the extent of such contributions".

Ultimately, what (if any) documentation a spouse must sign depends on the type of interest that spouse has. If the spouse has a titled interest (i.e., is on the property's title), then the spouse must likely sign any and all transaction documents alongside his/her other spouse (even if there is no marital interest). If a spouse only has a marital interest and a "waiver of marital interest" is signed, then the spouse's signature may not be required on the other transaction documents.

While a broker is not in a real position to make the determination if a spouse does or does not in fact have a marital interest (which is a legal determination

that needs to be left to the lawyers), it should still be a safe and conservative approach to simply discuss the issue and obtain either a marital waiver of interest or the signatures of both spouses to a listing.

Ethics Case Study Contest | Case Study #2 Now Available!

Hosted by the Missouri REALTORS® Risk Management Department, this contest helps brokers strengthen their brokerage's ethical foundation, enhance reputation, and reduce liability exposure through a deeper understanding of the REALTOR® Code of Ethics.

This monthly educational resource can be used in sales meetings, training sessions, and brokerage discussions to reinforce ethical decision-making and risk awareness. Participants are encouraged to review the case study, discuss it with their teams, and reference the [2026 REALTOR® Code of Ethics](#) to guide their analysis.

[Start strengthening your brokerage today!](#)

Questions? Contact Tracey Yost, Director Forms and Professional Standards at tracey@morealtor.com | 573.445.8400 x1280

ADVOCACY UPDATE

Judge Orders Clearer Ballot Language on Missouri Constitutional Amendment Proposal

A Cole County judge has revised ballot language for a proposal that would make it harder to amend Missouri's Constitution through the initiative process. Missourians for Fair Governance spokesman Scott Charton emphasized the importance of clarity for voters, noting they deserve "clear, straightforward language about what a proposal actually does."

[Read more about the ruling and what it means for future ballot measures.](#)

REALTORS® Legislative Meetings | Registration Opens Soon!

Every year, Missouri REALTORS® heads to Washington, D.C., to make sure our state's voice is heard on the issues that matter most to you and your business and we want you to join us!

Taking place June 13 - 18, this event brings together thousands of REALTORS® from across the country to meet directly with Capitol Hill representatives, engage in powerful advocacy, and participate in forums and educational sessions focused on protecting property rights and advancing the real estate profession. The REALTORS® Trade Expo will also take place June 15 - 16.

This is more than just a national event - it's a chance for Missouri brokers and members to stand alongside your colleagues and fight for the future of real estate.

Registration for the 2026 REALTORS® Legislative Meetings opens March 11 at 12:00 PM CST - [visit the registration page for details.](#)

Calling All Brokers | Join Us in Jefferson City for REALTOR® Days!

REALTOR® Days are a prime opportunity for Brokers to engage directly with state legislators and shape the future of real estate in Missouri. Held every Tuesday and Wednesday from February through April during the legislative session, these Capitol visits bring together local boards, association leaders, and governmental affairs committees.

As a Broker, your voice carries weight. REALTOR® Days allow you to speak directly with elected officials about the policies and legislation that impact your business, your clients, and your community. Whether you're leading a team, mentoring new agents, or advocating for industry standards, this is your chance to be heard.

[Register now!](#)

Questions? Contact Jen Tracy, Manager Advocacy Programs at jen@morealtor.com | 573.445.8400 x1230

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)

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