



Missouri REALTORS® Brokers,

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

- Missouri REALTORS® Broker Webinar Series | How to Grow, Value, and Position Your Brokerage Today
- FinCEN's Residential Real Estate Rule ("RRE Rule")
- Building Housing Supply and Opportunity for All

Plus, information about our upcoming 2026 Broker Education Series, Legal Line FAQ of the Month, 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

Missouri REALTORS® Broker Webinar Series | How to Grow, Value, and Position Your Brokerage Today

Thursday, February 12 at 10:00AM CST

Missouri REALTORS® is excited to introduce [FIJI™](#), a patented new platform that delivers instant brokerage valuations and sophisticated growth strategies. Designed for brokerage leaders, the webinar will focus on why you should know your value, how to increase your value, and M&A strategies.

Speakers:

- Brad Clayton, President and Founder of [FIJI™](#)
- Rob Wolf, Partner of [FIJI™](#)

Gain perspective on key factors that influence valuation and learn how thinking strategically about your brokerage's worth can open doors to future opportunities.

[Register today!](#)

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: \$225 per class | \$400 bundle

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

GRI Module IV

Missouri REALTORS® invites brokers - and encourages them to share this opportunity with their agents - to participate in GRI Module IV, part of the Graduate REALTOR® Institute (GRI) program. This module focuses on practical, results-driven strategies agents can apply immediately, including lead generation, marketing and pricing, and refining everyday business practices to enhance performance and professionalism.

GRI 401: Lead Generation & Nurturing *facilitated by Tina Siebert*
Tuesday, March 3 1:00 - 5:00PM

GRI 402: Marketing & Pricing Strategies *facilitated by Gerrie Moore*
Wednesday, March 4 8:00AM - 12:00PM

[View additional details and register.](#)

LEGAL UPDATE

FinCEN's Residential Real Estate Rule ("RRE Rule")

FinCEN's Residential Real Estate Rule (RRE Rule) was introduced to increase transparency and combat money laundering in all-cash residential property transactions. The RRE Rule builds on decades of anti-money laundering legislation and mandates reporting by title companies and settlement agents on all-cash residential real estate transfers to legal entities or trusts, to prevent money laundering.

With the new rule set to go into effect **March 1, 2026**, Missouri REALTORS® encourages members to work with title professionals to be prepared. Missouri REALTORS® has made [revisions to its sale contract forms to help members comply with the new rule as well.](#)

[FAQs and more about the RRE Rule can be found here.](#)

Legal Line FAQ of the Month | What are the risks involved with Seller moving forward with a new offer absent a mutual release?

Answer: The presence or absence of a mutual release that is signed by both parties does not truly dictate whether or not a contract was in fact properly terminated or not (although it would serve to constitute an acknowledgment of termination and eliminate the possibility that either party has any claim to the contrary against each other in that regard). Whether or not a contract has been terminated or not is a legal conclusion based on the applicable facts.

Stated in another way, while the presence of a mutual release that has signed by both parties provides certainty (because it confirms that neither party has any potential remaining claim against the other), as a pure legal matter, its absence is not determinative or dispositive of the true facts and underlying respective rights of the parties. Therefore, it is not an absolute legal "necessity" or precondition to one's ability to "move on" (it just makes it potentially more risky to do so). The real question in such a situation is whether or not the buyer timely and properly exercised the applicable contingency rights provided for in the contract. In other words, whether a contract was properly terminated (or not).

This of course is a determination that can only be made upon a full understanding of all the actual facts involved. Again, private counsel would be required to provide a truly informed opinion (based on all of the facts and circumstances involved and actions taken in any given situation) and broker should not attempt to "play attorney" in this regard or draft demand letters or explain legal rights and options. In any event, ultimately, it will be up to the parties to agree (or not) to execute a mutual release. If a mutually acceptable resolution cannot be reached, it is also up to each party to pursue enforcement of their contractual rights (whatever they may be) based on the facts at hand. It should be noted in this regard that there is an attorneys' prevailing party clause in the MR (and most local board) standard form sale contracts. Although recovery of attorney's fees may be

available, this doesn't mean they are automatically granted. Indeed, while rarely granted, when one party has been more than patient and reasonable, and yet the other party just blatantly refuses to cooperate in any fashion without justification, that is the type of egregious situation in which a Court may be inclined to grant such.

The parties could (presumably) agree to (only) that the contract has been terminated and specific performance is not being pursued. This would allow Seller to safely put the property back on the market; however, the MR form Mutual Release (MSC-4050) is not drafted to present that option (although the forms committee has been requested to consider such). As always, it is not the role for an agent to try and play "attorney". Rather it is a basic duty of any licensee to advise a client that they should seek legal counsel to discuss what might best suit their needs and desires and to provide any real explanation of their legal rights, duties and options as well as for any special or customized contract language, terms or conditions, or 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)(c) RSMO and Article 11 of the NAR Code of Ethics and Standards of Practice).

Further, this is also consistent with the NAR Code of Ethics, which provides as follows in this regard:

- Standard of Practice 1-7 When acting as listing brokers, Realtors® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing. Realtors® shall not be obligated to continue to market the property after an offer has been accepted by the seller/landlord. Realtors® shall recommend that sellers/landlords obtain the advice of legal counsel prior to acceptance of a subsequent offer except where the acceptance is contingent on the termination of the pre-existing purchase contract or lease. (Amended 1/93)
- Standard of Practice 1-8 Realtors®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. Realtors®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended 1/99)

If the property is to be put back on the market and a new offer is presented and accepted other than as a "back-up", it may be appropriate to consider sending a "CYA" letter to the client in this regard (that it was told to see an attorney and that Agent is just following specific advice and instruction from the client as to what client has elected to do in this regard).

Ethics Case Study Contest | 2026 Case Study 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 - [click here to participate!](#)

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

2025 Ethics Case Study Contest Results

Congratulations to our 2025 Code of Ethics Case Study Contest Winners!

Hosted by the Missouri REALTORS® Risk Management Department, the Ethics Case Study Contest promotes awareness and real-world application of the Code of Ethics.

Throughout 2025, Missouri REALTORS® embraced monthly, real-world ethics challenges - strengthening professionalism, sharpening decision-making, and deepening understanding of the Code of Ethics. This year saw more than 125 entries, with over 80% submitted by non-committee members, achieving the goal of broader member participation.

Round 1 (\$50 AMEX Gift Card Winners):

Matthew Brock (Tri-Lakes), Gary Clark (Tri-Lakes), Nancy Rogers (Lake of the Ozarks), Sonya Sewald (Franklin County), and Christina Springer (West Central).

Round 2 (\$100 AMEX Gift Card Winners):

Gary Clark, Kelly LaForce (Mark Twain), Nancy Rogers, Sonya Sewald, Christina Springer, and Cathy Wymer (St. Louis).

Final Round – 1st Place (\$150 Visa Gift Card, tie):

Nancy Rogers and Sonya Sewald.

Final Round – 2nd Place (\$100 Visa Gift Card, tie):

Christina Springer and Cathy Wymer.

Final Round – Honorable Mention (\$100 AMEX Gift Card):

Brian Coplen (Southern Gateway).

Thank you to everyone who participated and demonstrated an ongoing commitment to ethical excellence in our industry. Your dedication helps elevate the standard of service for Missouri REALTORS® and the clients and communities we serve.

ADVOCACY UPDATE

Building Housing Supply and Opportunity for All

America faces an estimated 4.7 million-unit housing shortage, driving up costs and limiting access to homeownership. Expanding housing supply is critical to stabilizing prices, strengthening communities, and creating opportunity for all. Updating tax policy is a key tool to unlock new supply, and REALTORS® continue to lead on fair housing and expanding access nationwide.

[View the National Association of REALTORS® 2026 Legislative Priorities.](#)

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 Erin Hervey, Vice President Government Affairs and Local Board Relations at erin@morealtor.com | 573.445.8400 x1110

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