



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Join Us for the 2025 Winter Business Conference in Kansas City!

Missouri REALTORS® will kick off the New Year in Kansas City at the Loews Hotel for the [2025 Winter Business Conference!](#)

This conference will follow a slightly different schedule, with output groups meeting via Zoom between January 15-17, and committees and the Board of Directors meeting in person January 21-22. [View the full schedule here.](#)

The conference officially begins Tuesday, January 21 with a State Political Coordinator Training Session and the [Missouri REALTOR® Party Luncheon/RPAC Awards](#). You won't want to miss the Missouri REALTOR® 360 event where our Leadership Team will share an outlook on the year ahead. We'll wrap the day up with [Inaugural Night](#), honoring Missouri REALTORS® 2025 President Bobbi Howe and 2025 Missouri Women's Council of

REALTORS® President Becky Klein.

On Wednesday morning, join us for Rise & Refocus, district briefing sessions, and the Board of Directors' meeting.

[Register here!](#)



Missouri REALTORS® shines the Leadership Spotlight on Isabelle Jimenez Walker from the Greater Springfield Board of REALTORS®. With over 15 years of membership, Isabelle has made an incredible impact at the local, state, and national levels. From community service to taking up various leadership positions, Isabelle's impact continues to shape both real estate and her community. Read more about Isabelle's journey and accomplishments.

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



Missouri Market Statistics | November 2024

The Missouri real estate market saw an increase in residential properties sold, median sale price, and total dollar volume compared to November 2023. The average days on market, however, increased by 5 days.

To view November results, including archived market reports, visit: www.missourirealtor.org/market-statistics



New Year, New Home Value: Resolution-Worthy Upgrades for 2025

As we step into 2025, homeowners are seeking smart investments that boost both their quality of life and property values. From sustainable energy upgrades to modern renovations, this guide explores the most impactful home improvements that can provide the best returns on investment while aligning with current market trends and buyer preferences.

To learn more about these upgrades and how they can benefit your clients, [check out our recent blog here](#).



Offering \$100,000 to Missourians Impacted by Floods

In collaboration with the National Association of REALTORS® Relief Foundation, Missouri REALTORS® and six local boards and associations — Franklin County Board of REALTORS®, Mineral Area Association of REALTORS®, Pulaski County Board of REALTORS®, Southern Gateway Association of REALTORS®, St. Charles REALTORS®, and St. Louis REALTORS® — are proud to make up to \$100,000 in funds available to Missourians impacted by storms that swept across the state, causing flash flooding on November 4-5, 2024.

Applicants must be a full-time resident of Missouri and a U.S. citizen, or legally admitted for residence in the United States. Turnaround time on applications may take 3-4 weeks. Inquiries may be directed to Missouri REALTORS® at missourirealtors@morealtor.com.

[Direct those impacted here.](#)

EDUCATION



Graduate Realtor Institute (GRI) Module 1 Courses

Missouri REALTORS® is excited to announce the return of in-person Graduate Realtor Institute (GRI) courses with a brand new curriculum! Take part and encourage your agents to level up their skills through the new Missouri GRI Program with our first offering of GRI Module I at the **end of the 2025 Winter Business Conference (January 22 – 23, 2025)**.

Pricing

- General Price: \$125/course
- Package Price: \$300/registers for all three courses
- GRI Designee Price: \$50/course (Members that already have their GRI designation)

During this day and a half of courses, students will learn about the new Missouri Contracts & Forms from General Counsel & Vice President of Risk Management, Robert Campbell, renew their understanding on the importance of Code of Ethics with Director of Professional Standards, Tracey Yost, and engage in dialogue on fair housing with Director of Education, Dr. Blake Willoughby. All three courses will meet NAR Cycle 8's Code of Ethics and the new Fair Housing requirements at the start of the new three-year cycle.

[Register now!](#)



2024 Forms & Revisions Year-End Update: Effective 12/02/2024

Our [2024 Year-End Forms & Revisions page](#) has been updated and you'll find a short explanation (and a "clean" and "redlined" copy) of each revised form.

For additional standard forms resources, including approved form providers, visit the [Standard Forms page](#) of our website. Both webpages include a link to our "Master Forms Index," which is a complete list and brief explanation of all Missouri REALTORS® standard forms made available for your use, and updated Instruction Manuals, which provide line-by-line instructions on completing some of the commonly-used forms.

To learn more, watch the latest addition of [Keeping It Legal](#), where Robert Campbell and Henry Eruchalu discuss the Missouri REALTORS® standard forms revisions.

Thank you to all members who continue to provide valuable input and help us ensure that Missouri REALTORS® forms meet the needs of brokers, clients, and communities across Missouri!



Discover a personalized learning experience.

ABR Designation | Get Started Today!

REALTOR® designations can help you build your network, sharpen your skills, increase your knowledge, and increase your income. To assist, the Accredited Buyer's Representative (ABR) class is being offered for **FREE** to members in live virtual and online formats. [Get started today!](#)



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by **Dec 31st, 2024!**

Why wait?
Visit nar.realtor/code-of-ethics-training to check your status and view training options today.



Code of Ethics Cycle 7 Requirement: December 31, 2024

All members are required to complete Code of Ethics (COE) training every three years and this cycle's deadline is on December 31, 2024. If you have completed a COE eligible course between January 1, 2022 – December 31, 2024, you will want to share the course completion certificate with your Local Association to ensure that your COE status shows as complete.

If you are still needing to complete the requirement, you can take NAR's **FREE** online option. [Click here to check your COE completion status and to access the free online options.](#)



YOU COULD WIN \$250

for you AND your favorite high school!



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.

Purchase or renew your custom REALTOR® plate TODAY to be entered to win one of three \$250 gift cards and a \$250 donation to the high school of your choice! (Must obtain or renew by December 31, 2024!)

LEARN MORE

ADVOCACY



Capital Update

Prefiling for the upcoming legislative session began on December 2nd, and over 1,000 bills have already been filed (check out the full list [here](#).) The session officially kicks off on January 8th, and our lobbying team is hard at work reviewing the proposed legislation. Last week, our Chief Lobbyist, Sam Licklider, was featured in several news outlets discussing proposals to eliminate the state income tax and remove the prohibition on sales taxes on services that Missouri REALTORS® passed in 2016.

Read more about this [proposed legislation here](#)!

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

Missouri REALTOR®
PARTY ★ ≡

State Political Coordinator | Apply Today!

The General Election has come to a close! With so many new faces coming to the state capitol, it's vital that we continue to build and maintain strong connections in Jefferson City. We are asking any Missouri REALTOR® who has substantive relationships with any soon-to-be State Representative or State Senator 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.

Please use [this form to apply to serve as an SPC](#). Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey with questions at erin@morealtor.com.



NAR lists Kansas City, Missouri as one of the top hot spots in 2025

The National Association of Realtors® announced Kansas City, Missouri as one of the top 10 hot spots for the 2025 housing market based on economic, demographic, and housing factors predicted to significantly impact local markets as detailed in NAR's newest report, Housing Hot Spots for 2025: Top Markets Amid Stabilizing Rates. NAR Chief Economist and Senior Vice President of Research, Lawrence Yun, revealed the 10 top housing hot spots, provided a 2025

real estate and economic outlook, and reviewed the 2024 housing market during NAR's sixth annual Real Estate Forecast Summit: The Year Ahead.

"Important factors common among the top performing markets in 2025 include available inventory at affordable price points, a better chance of unlocking low mortgage rates, higher income growth for young adults and net migration into specific metro areas," said Yun.

[Click here to read the full list!](#)



MIPIM Registration is now Open!

Join the world's leading real estate event. Connect with top investors and leaders. Explore future trends in real estate at MIPIM. Reserve your pass for 2025. 90 countries. 20,000+ visitors. 300+ stands. Early bird rates end January 16th!

[Register here!](#)



The RPAC Fundraising Year Comes to a Close

While we are still tallying up the final numbers, the 2025 RPAC Fundraising Year has come to a close. We thank all our investors and look forward to celebrating our success at the Winter Business Conference.

If you would like to pledge to be a Major Investor in 2025, click [here](#). Apparel will be available at the Missouri REALTORS® Winter Business Conference.

Here's to another wonderful year in 2025!



Flood Insurance at a Crossroads: NFIP Reforms, Risks, and Real Estate Impacts

NAR recently sat down with FEMA for an interview that explores the implications of reauthorization and reforms to the National Flood Insurance Program (NFIP).

Participants included:

- Mabel Guzman, Broker & Past Chair, NAR Insurance Committee
- Bill Leininger, Broker, 2024 Chair, NAR Insurance Committee
- Jeff Jackson, FEMA Assistant Administrator & Senior Executive, National Flood Insurance Program

[Click here to watch the entire interview.](#)

Missouri's Federal Political Coordinators for the 199th Session



NAR Announces Missouri's Federal Political Coordinators for the 199th Session

Congratulations to the following members for being recognized as being the critical link between our industry and federal lawmakers. Ensuring the voice of real estate is heard loud and clear on Capitol Hill.

- Sen. Eric Schmitt – Mark Stallmann, Saint Louis REALTORS®
- Sen. Josh Hawley – Jordan Salisbury, Bagnell Dam Association of REALTORS®
- Rep. Wesley Bell – Marc Levinson, St. Louis REALTORS®
- Rep. Ann Wagner – Sue Middendorf, St. Louis REALTORS®
- Rep. Bob Onder – Will Klein, St. Charles REALTORS®
- Rep. Mark Alford – Chris Martin, Columbia Board of REALTORS®
- Rep. Emanuel Cleaver – Dan O'Neill, Kansas City Regional Assn. of REALTORS®
- Rep. Sam Graves – Jennifer Langston Justus, Kansas City Regional Assn. of REALTORS®
- Rep. Eric Burlison – Paul Dizmang, Greater Springfield Board of REALTORS®
- Rep. Jason Smith – Caroleen Ferrell, South Central Board of REALTORS®

RISK MANAGEMENT

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.

FORMS INSTRUCTION MANUAL UPDATE



Forms Instruction Manual Update

Reintroduced by the Missouri REALTORS® Risk Management team earlier this year, each section of the Missouri REALTORS® Forms Instruction Manual includes line-by-line instructions on how to complete certain MR forms, including the NEW “Compensation Agreement Rider” (MSC-4025R). The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

FEATURED AFFILIATE



This month's featured affiliate is Mark Emerick with [Home Warranty](#). Founded in 1999, Home Warranty provides comprehensive warranty coverage options, your choice of a qualified service contractor, and 24/7 claim support. Home Warranty's great coverage also includes the Free Utility Connect & Move Service - providing you with one point of contact to set up utilities, telecom, home automation, and other essential services while saving you time, money, and hassle!

To learn more, contact Mark at markemerick@homewarrantyinc.com or by phone at (816) 223-4018.



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