



Missouri REALTORS® Brokers,

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

- FCC Postpones Effective Date of One-to-One Consent Rule
- 2025 Legislative Priorities
- Latest Capital Updates
- February 2025 NAR Tax Summit

Plus, information about the upcoming 2025 NAR REALTOR® Broker Summit 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 specific resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff](#) and [volunteerleadership](#) teams.

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
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LEGAL UPDATE

Financial Crimes Enforcement Network (FinCEN) Beneficial Ownership Information (BOI) Update

The Supreme Court of the United States (SCOTUS) recently heard an emergency appeal from the U.S. Department of Justice regarding enforcement of the Corporate Transparency Act (CTA) and the Business Ownership Information (BOI) Rule. SCOTUS sided with the government and lifted an injunction against enforcing the CTA and the BOI Rule on one case. **However, a nationwide injunction issued by another court preventing enforcement of the CTA and the BOI Rule remain in place. This means reporting companies are not currently required to file beneficial ownership information reports with FinCEN. However, reporting companies may continue to voluntarily submit beneficial ownership information reports to FinCEN, while these cases work their way through the courts.**

The CTA is a 2021 law designed to enhance transparency and prevent the illicit use of anonymous shell companies. The CTA requires the Financial Crimes Enforcement Network (FinCEN), a bureau within the Treasury Department, to enforce the law by collecting beneficial ownership information from reporting entities and beneficial owners.

In December 2024, the 5th Circuit Court of Appeals questioned the constitutionality of the CTA and the Beneficial Ownership Information (BOI) Rule and prevented the government from enforcing the law. The Litigation on this matter continues, and the 5th Circuit will hear oral arguments on the constitutionality of the CTA on March 25, 2025. Reporting entities may voluntarily comply at this time but are not required to do so.

Please find information regarding the SCOTUS decision here. For the latest updates, also please view, fincen.gov/boi.

FinCEN recently issued the following impact statement: *"In light of a recent federal court order, reporting companies are not currently required to file beneficial ownership information with FinCEN and are not subject to liability if they fail to do so while the order remains in force. However, reporting companies may continue to voluntarily submit beneficial ownership information reports."*

On January 23, 2025, the Supreme Court granted the government's motion to stay a nationwide injunction issued by a federal judge in Texas (*Texas Top Cop Shop, Inc. v. McHenry*-formerly, *Texas Top Cop Shop v. Garland*). As a separate nationwide order issued by a different federal judge in Texas (*Smith v. U.S. Department of the Treasury*) still remains in place, reporting companies are not currently required to file beneficial ownership information with FinCEN despite the Supreme Court's action in *Texas Top Cop Shop*. Reporting companies also are not subject to liability if they fail to file this information while the *Smith* order remains in force. However, reporting companies may continue to voluntarily submit beneficial ownership information reports.

Questions? Contact us at missourirealtors@morealtor.com

FCC Postpones Effective Date of One-to-One Consent Rule

On January 24, 2025, the Federal Communications Commission (FCC) postponed the effective date of the One-to-One Consent Rule. The Rule was set to take effect on January 27, 2025. However, the Rule was being challenged in *Insurance Marketing Coalition Ltd v. FCC*, currently on appeal before the 11th Circuit Court of Appeals. The FCC decided to postpone the effective date of the Rule pending judicial review and will publish a new effective date in the Federal Register after the legal challenges have concluded, but no later than January 26, 2026. The FCC also postponed the effective date of a Second Text Blocking Report and Order which expressly extended Do-Not-Call Registry requirements and protections to text messages in addition to phone calls.

Until further notice, the One-to-One Consent Rule will not take effect, but previous TCPA regulations issued by the FCC remain in place.

Real estate professionals use telemarketing calls and texts to promote their services to consumers, which can be an effective tool when implemented in compliance with relevant laws. The purported purpose of the Rule was to require that telemarketers and sellers of a

product or obtain express written consent directly from the consumer, known as 1-to-1 consent, before using an ATDS or sending artificial or prerecorded voice messages.

Questions? Contact us at missourirealtors@morealtor.com

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

In the latest edition of [Keeping It Legal](#), Robert Campbell and Henry Eruchalu discuss the Missouri REALTORS® standard forms revisions that became effective on December 2, 2024.

Our [2024 Year-End Forms & Revisions page](#) has also 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.

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!

Early Access to Missouri REALTORS® Forms for Brokers

Missouri REALTORS® offers brokers a unique opportunity through a licensing agreement: early access to forms revisions, making it easier to integrate them into your in-house transaction management software.

Benefits of Direct Licensing:

- **Early Access:** Receive updated forms ahead of their release on Missouri REALTORS® vendor platforms, allowing you to upload them into your system sooner.
- **Seamless Preparation:** Gain additional time to train your team on new forms, ensuring a smooth transition.
- **Brand Personalization:** Include your brokerage's logo alongside the Missouri REALTORS® logo on the forms, enhancing your brand visibility.

This program is designed to streamline your operations and support your brokerage's success with timely, customized solutions.*

Questions? Contact us at missourirealtors@morealtor.com

*(*All subject to applicable terms of the license agreement. Contact us for details.)*

Additional Resources Added to NAR's Consumer Guide Series

NAR has launched 10 resources in NAR's "Consumer Guide" series, providing homebuyers and sellers the information they need to help them succeed throughout every step of their home buying or selling journey.

We encourage you to share these resources far and wide. Both digital and printable versions of each guide are available [here on facts.realtor](#). All guides are also available in Spanish.

NAR latest guides address:

- [Seller Concessions](#): Covers seller concessions and options sellers have to use concessions to help facilitate a successful transaction for both homebuyers and sellers.
- [Multiple Listing Services \(MLSs\)](#): Covers what an MLS is and how it serves as a valuable tool in the homebuying and home selling process.
- [Fair Housing](#): Covers what fair housing is and how consumers and agents have rights and responsibilities to promote a homebuying or selling process free of discrimination.
- [Listing Agreements](#): Covers what a listing agreement is and guidance to help sellers determine the option that will work best for them.

ADVOCACY UPDATE

Assistance Needed - Educating Congress on Capital Gains

The National Association of REALTORS® is looking for assistance in helping to educate lawmakers and the Administration about the critical impact that the outdated capital gains tax limits are having on your clients and the housing market.

Since 1997, tax law has provided a maximum capital gains exclusion on the sale of a principal residence, \$250,000 for single filers and \$500,000 for joint filers. While once generous, these amounts have remained unchanged for over 27 years, despite significant home price inflation. This has disproportionately affected older homeowners who have lived in their homes for decades.

Many of these homeowners now face substantial tax burdens when selling, often owing tens of thousands of dollars or more due to gains that exceed the outdated exclusions. This discourages them from selling, limiting housing inventory and creating more competition and higher prices for first-time homebuyers.

By increasing the capital gains exclusion and indexing it for inflation, we can remove this disincentive for homeowners to sell, opening up inventory for prospective buyers and helping to stabilize the housing market.

Members of Congress need to hear your examples of how this issue has impacted your clients and local housing market. These stories are crucial in illustrating the real-world effects of these outdated policies to lawmakers.

Please provide NAR with your real-world examples at capgains@nar.realtor, including your name, association, city/state, and contact information.

2025 Legislative Priorities

Missouri REALTORS® and NAR have released their updated legislative priorities for 2025, outlining key focus areas including consumer protection, private property rights, and economic development. These priorities guide our advocacy efforts at both state and federal levels, ensuring we effectively represent the interests of REALTORS® and property owners.

Want to be part of shaping real estate policy? Get involved by reviewing our detailed priorities [here](#).

For national initiatives, [click here](#) to learn about NAR's federal advocacy agenda.

VACANCIES | State Political Coordinators

With so many new faces in the state capitol, we have SPC vacancies for State Senators and State Representatives across the state! If you are a Missouri REALTOR® with a substantive relationship with a State Representative or State Senator, OR you would like to build a relationship, please apply 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](#).

Questions? Contact Missouri REALTORS® Director of Government Affairs & Regional Advocacy Nick Knoth at nick@morealtor.com. | 573.445.8400 x1230

Realtors Property Resource (RPR)

RPR is like having a super-powered research assistant and marketing pro all in one. It's a comprehensive data platform built exclusively for members of the National Association of REALTORS® (NAR).

However, it's not just another database. RPR combines nationwide property information with cutting-edge tools and customizable reports, giving REALTORS® a clear edge in the competitive real estate landscape.

The best news? It's a member benefit already included in your annual dues!

Learn more about harnessing the power of RPR [here](#).

Stay Ahead with the Latest Capital Updates!

Keeping up with legislative updates is crucial for brokers looking to maximize opportunities and provide the best guidance to their agents and clients. Each week, Missouri REALTORS® will share key insights into legislative proposals, policy changes, and regulatory developments that could impact your business. Stay informed, stay competitive, and unlock new possibilities.

Don't miss out, [click here](#) to keep up with the latest updates!

BROKERAGE MANAGEMENT

February 2025 Tax Summit

Managing finances can be challenging, and REALTORS® are facing a long list of tax changes for the 2024 filing year. New and complex rules, annual inflation adjustments, and tedious documentation can impact any taxpayer without a plan or expert guidance. Hear from a real estate tax strategist and get the tips needed to save time and money while reducing your stress this tax season.

This four-part webinar series is available to all members for \$50, including access to session recordings. [Register now!](#)

Broker Power Hour: DISC Strategies for Brokers & NAR Advocacy Highlights

Wednesday, March 12 at 12:00 p.m. CST

Hear firsthand from NAR's Advocacy Team as they join the session to discuss key REALTOR® initiatives in Congress.

Special Guests: Joe Harris, NAR's Vice President of Government Advocacy; and NAR's Directors of Government Advocacy, Vijay Yadlapati and Ryan Rusbult.

In addition, register today to learn more about the DISC Assessment, a powerful tool that helps individuals understand their communication styles, behaviors, and strengths. For real estate brokers, this training offers valuable insights into effectively connecting with clients, managing teams, and building stronger relationships. By leveraging DISC, brokers can enhance their leadership skills, improve team dynamics, and create more personalized client experiences, ultimately driving business growth and success. This will be presented by Shannon Lauterstein, NAR's Director of Member Training and Broker Services.

[Register now!](#)

Seeking updated resources for your 2025 sales meetings or client consultations? Check out these [Client Education resources and handouts](#) for buyers, sellers, and homeowners from NAR. Each one is designed to help you and your agents (if you have them) share your value

and expertise in consumer-friendly language. Customize the handouts with your branding or use the articles to generate new content for your consumer and client marketing campaigns.

2025 NAR REALTOR® Broker Summit

Don't miss out on **NAR's 2025 Broker Summit** in Louisville, KY, from **April 8–9, 2025!** This dynamic two-day event will feature:

- Critical industry discussions led by top experts.
- Opportunities to network with NAR Leadership, managing brokers, industry leaders, and top producers.
- Access to insights that will shape the future of real estate.

[Register now](#) to secure your spot.

Questions? Please don't hesitate to reach out to the NAR staff at brokerforum@nar.realtor.



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