



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Offering \$100,000 to Missourians Impacted by Floods

In collaboration with the National Association of REALTORS® Relief Foundation, Missouri REALTORS® and six of our local boards/associations 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.

The application deadline is this **Friday, February 28th**. [Learn more and apply now.](#)

Questions? Contact missourirealtors@morealtor.com

Leadership Spotlight

Kim Prenger

Jefferson City Area Board of REALTORS®



This month, we are shining the Leadership Spotlight on Kim Prenger.

Meet this Jefferson City REALTOR® who balances 28 years of successful real estate expertise with meaningful community service. As a standout member of Jefferson City Area Board of REALTORS® (JCABOR) Ambassador program and holder of prestigious GRI and ABR designations, Kim continues to excel professionally while making a significant impact through her volunteer work. Her dedication to the Red Slipper Warrior Project has been transformative, particularly her leadership in mobilizing fundraising efforts that support women and girls battling cancer. Kim's commitment to service exemplifies the community leadership that defines exceptional REALTORS®.

To learn more about Kim and her dedication to serving others, [visit her Leadership Spotlight blog!](#)



Leadership Academy Alumni Retreat

Missouri REALTORS® 2025 Leadership Academy class met for their second retreat earlier this month in Columbia. The focus was on local and state government with an emphasis on Advocacy and leadership in action. The class had the opportunity to hear from local leaders, including Columbia Mayor Barbara Buffaloe, Boone County Presiding Commissioner Kip Kendrick, Ashland City Administrator Kyle Michel, and Columbia Deputy City Manager Matt Unrein.

The class spent a day in Jefferson City meeting with elected officials at our State Capitol, including Missouri Governor Mike Kehoe, State Auditor Scott Fitzpatrick, Speaker of the House John Patterson, State Treasurer Vivek Malek, State Senator Doug Beck, State Senator Stephen Webber, and State Rep. David Tyson Smith. The class also had the opportunity to hear from the Missouri REALTORS® lobbying team, Sam Licklider, Jason Zamkus, and Alex Tuttle. The class enjoyed socializing over dinner and engaging in team-building activities during their time together.

The class is looking forward to meeting for their third retreat in April!



Welcome to The Landing!

The Landing, Missouri REALTORS® private online community, just got a refresh! It's your go-to space to connect, collaborate, and stay informed.

Not sure where to start? Our latest video walks you through everything, from logging in and customizing your feed to joining discussions and updating your profile. Whether you're a first-time visitor or a longtime user, we'll help you make the most of your experience. [Watch now](#) and start connecting today!



Missouri Market Statistics | January 2025

In January, residential property sales experienced a 4% increase compared to the same period last year, resulting in an increase to 53 days on market. The median sale price recorded a 8% increase compared to the same period in 2024, coming in at \$252,500.

For detailed information and archived market reports, visit: missourirealtor.org/market-statistics



How To Spring Clean Your Way to Higher Home Value

With spring selling season approaching, discover how strategic cleaning can be your secret weapon for boosting property value. *(Feel free to utilize the blog intro and link below for sharing.)*

Spring cleaning isn't just about tidiness - it's about making targeted improvements that align with current market demands. This comprehensive guide breaks down value-enhancing tactics for both interior spaces and exterior elements. Whether you're planning to sell soon or simply maintaining your investment, these strategic approaches help maximize your home's market appeal in any conditions. [Click here](#) to discover how to spring clean your way to higher home value.



Accepting Applications | Honor Society

Are you a REALTOR® with high regard for professional achievement? Someone who continually seeks excellence through education, while contributing your skills to board and association leadership. If so, apply for the Honor Society!

The deadline to apply for the 2024 Honor Society is **Tuesday, March 25, 2025.**

APPLY TODAY

NOW ACCEPTING APPLICATIONS!
**REALTOR® SALESPERSON
OF THE YEAR**



Accepting Applications | REALTOR® Salesperson of the Year Award

The REALTOR® Salesperson of the Year (RSOTY) award is given to a member who exemplifies a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more.

The RSOTY award application deadline is **Monday, March 31, 2025**.

APPLY TODAY

The REALTOR® Salesperson of the Year (RSOTY) is selected each year from nominations received by local boards and associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).

NOW ACCEPTING APPLICATIONS!
REALTOR® OF THE YEAR



Accepting Applications | REALTOR® of the Year Award

The REALTOR® of the Year (ROTY) award is given to a member who exemplifies “REALTOR® Spirit”. In other words - faithfulness to principles of organized real estate, to laws and regulations of his/her board/association, and to the Code of Ethics of the National Association of REALTORS®. The ROTY also demonstrates efforts to encourage good real estate practices among other real estate brokers, time spent with the press and the public explaining the real estate profession.

The ROTY award application deadline is **Thursday, May 1, 2025**.

APPLY TODAY

The REALTOR® of the Year (ROTY) is selected each year from nominations received by local boards and associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).



NAR Region IX Conference

Don't miss the NAR Region IX Conference in Little Rock, Arkansas, on March 14-16, 2025! This event is your chance to network with and learn alongside REALTORS® from Missouri, Arkansas, Kansas, and Oklahoma.

[Register today!](#)

EDUCATION



GRADUATE,
REALTOR®
INSTITUTE

Missouri
REALTORS®

2025 GRI Course Schedule

The Graduate REALTOR® Institute (GRI) designation, offered by Missouri REALTORS®, is a comprehensive professional development program designed to enhance real estate expertise through in-depth training. This NAR-approved program consists of 16 in-person courses totaling 66 hours of education, covering essential areas including legal and regulatory issues, technology, professional standards, and the sales process.

The program's extensive curriculum helps REALTORS® attract and build new business while developing advanced skills across the entire real estate landscape. The next available session, Module III focusing on technology fundamentals and business collaboration, will be held **during the Spring Business Conference in Columbia, MO on April 27-28, 2025.**

To learn more and view the full schedule, [click here!](#)

Questions? Contact Missouri REALTORS® Director of Education Blake Willoughby at blake@morealtor.com | 573.445.8400 x1180



Ethics Case Study Contest

The Risk Management Committee is excited to announce an exciting new Case Study Contest open to all members, with plenty of chances to win cash prizes!

Hosted by the Missouri REALTORS® Risk Management department, this contest aims to raise awareness about the importance of the Code of Ethics. By exploring real-world applications of the Code, you'll gain valuable insights that can help strengthen your business.

Each month, we'll release a new case study for you to explore. All members are encouraged to participate by completing the fields within the study. **Winners will be selected each month to receive a \$50 gift card, and in September, we'll award a grand prize to the member(s) who complete the most case studies.**

Don't miss out — [participate in Case Study #1 today!](#)

Questions? Contact Missouri REALTORS® Director of Forms and Professional Standards Tracey Yost at tracey@morealtor.com | 573.445.8400 x1280



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.

[LEARN MORE](#)

ADVOCACY



Join us in Jefferson City for REALTOR® Days!

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, local leadership academies, and governmental affairs committees to come together and communicate with elected officials. Legislators hear directly from you, their constituents, about issues important to the real estate industry and how legislation will impact their district.

[Register now!](#)

Questions? Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110



**NAR Director
Application**
Apply today.

National Director Opportunity

Missouri is projected to have three director positions become vacant on the National Association of REALTORS® (NAR) Board of Directors for the 2025-2028 term (effective December 1, 2025–November 30, 2028). The breakdown for these projected vacancies is one (1) state allocated director, one (1) small board representative, and one (1) medium board representative.

NAR defines a small board as having 499 members or less, and medium boards as having 500-1,999 members.

Members who are interested and eligible may [download the National Director application here](#). **Applications must be completed with all appropriate signatures and submitted to Missouri REALTORS® no later than April 1, 2025, to be considered.** [Click here to learn more.](#)

Questions? Contact Missouri REALTORS® Vice President of Communications and Member Engagement Cara Harmon at cara@morealtor.com | 573.445.8400 x1170



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



RPAC's Ultimate Soccer Showdown: Sporting KC vs St Louis City SC

Join us for this year's Ultimate Soccer Showdown! Sporting KC will be taking on St. Louis City SC on Saturday, April 5th, 2025, and it's going to be an epic night. Here's what's included with the ticket:

- **Tailgate Party** – starting at 5pm at the Hampton Inn KC Legends Parking Lot
- **One ticket to the game** in the Bud Light Section (with all-you-can-eat buffet!) – game starts at 7pm at Children's Mercy Park
- **RPAC Souvenir Scarf** to remember the night

Tickets are \$300, which also goes toward your RPAC-MO investment. Grab your ticket [here!](#)

Missouri REALTORS® has reserved a group rate at the Hampton Inn Kansas City Legends for \$190.05, including tax. Contact Mandy at mandy@morealtor.com or Maria at maria@morealtor.com to book your room.



Are You or Someone You Know Running for Local Office?

As we gear up for an exciting election season, we want to spotlight the incredible individuals within our membership who are stepping up to run for local political positions. If your association has any members running for office, please let us know by emailing realtorparty@morealtor.com!

Sharing this information helps us celebrate their leadership, foster community engagement, and provide the recognition they deserve. Let's work together to support and uplift our local leaders!

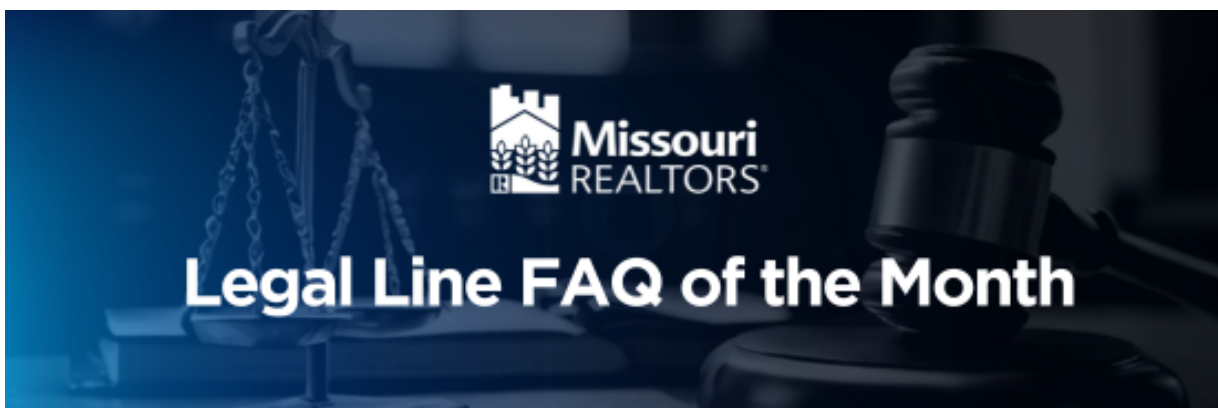


Stay Ahead with the Latest Capitol Updates!

Keeping up with legislative updates is crucial to maximize opportunities and provide the best guidance for your clients. Each week, Missouri REALTORS® shares 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, stay tuned to our [Legislative Updates](#) to keep up with the latest updates!

RISK MANAGEMENT



Legal Line FAQ of the Month - (Counter)offers are Freely Revocable by Offeror Before Acceptance

Question: Can one party revoke an offer (or counteroffer) before the other party has notice of acceptance?

Answer: Generally, under Contract Law, an offer (or counteroffer) may be revoked by the party submitting the offer (the offeror) at any time before acceptance by the party receiving the offer (the offeree). Acceptance can only occur when 2 things happen: 1) the physical act of acceptance occurs (*i.e.*, the signing of the offer/counter); and 2) the offeree gives notice to the offeror the offer has been accepted. Therefore, so long as the revocation is received by the offeree prior to Acceptance occurring as outlined above, the offer (or counteroffer) can be revoked. The Missouri REALTORS® Sale Contract RES-2000 was updated this year to include language outlining this principle in Section 30.

It's important to note that Missouri REALTORS® does not offer a standard form for giving notice of revocation because under common law, revocation can be transmitted orally or in writing. A good risk management approach is to transmit the notice of revocation in a manner that is the quickest (likely orally) to ensure its receipt prior to Acceptance, and then to follow up in writing for confirmation.

For a detailed explanation on formation of contracts, members can [view the "Contracts 101" video in the "Keeping it Legal" series](#). (You must be logged in to view.)

Missouri REALTORS®



LEGAL line

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.



Important Changes to Licensure Requirements

Important Changes To Licensure Requirements

In the new MOPRO system, licensees and applicants will be required to submit proof of or demonstrate continued lawful presence in the United States.

Federal law 8 U.S.C.A §1621, requires individuals be "lawfully present" to hold a license to practice. "Lawfully present" people are U.S. citizens or foreign residents holding specific VISA status or other legal authority to work in the United States. Acceptable documents demonstrating lawful presence are listed below.

Proof of lawful presence also helps us protect you against the fraudulent use of your personal information in the licensing system.

Proof of lawful presence will be required for all new applications and reinstatements (from a lapsed, inactive, or expired status) after January 14, 2025.

U.S. Citizenship:

- (1) A REAL ID driver's license
- (2) A birth certificate showing birth in one of the 50 states or territories of the United States
- (3) A signed United States passport; current or expired.

Foreign Citizen Proof of Lawful Presence:

- (1) F1 Student Visa
- (2) H1B Visa
- (3) U.S. Permanent Resident Card
- (4) U.S. Permanent Resident Card Expired - Extension Granted
- (5) VISA with stamped date of U.S. entry

Click here to [learn more](#).

Questions? Contact Missouri REALTORS® General Council and Vice President of Risk Management Robert Campbell at robert@morealtor.com | 573.445.8400 x1220



Forms Instruction Manual - 2025 Update

Completely updated for 2025, the Missouri REALTORS® Forms Instruction Manual now features comprehensive line-by-line instructions for all MR forms, including several newly introduced documents. This essential resource has undergone significant enhancements in the

latest version, reflecting current regulatory changes and best practices. 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 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 email at Ashley.Sacia@Realtor.com



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