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IN THE NEWS



Don't Forget | Register for the Spring Business Conference!

Don't forget to register and join us for this year's Spring Business Conference, April 28-30 in Columbia! Connect with fellow REALTORS®, gain valuable insights, and recharge alongside colleagues from across the state. We hope to see you there!

REGISTER TODAY!



Last Call | 2026 State Annual Award Applications

Do you work alongside a REALTOR® who exemplifies leadership, service, and a strong commitment to the profession? Someone whose impact deserves to be recognized at the state level? If so, consider submitting a nomination for one of the following Missouri REALTORS® awards:

- [REALTOR® of the Year](#)
- [REALTOR® Salesperson of the Year](#)
- [Bruce Aytz Code of Ethics Leadership Award](#)
- [Elizabeth J. Mendenhall E3 Award](#)
- [Richard A. Mendenhall Award](#)
- [R. Layne Morrill Award](#)
- [Brady Stevens Award](#)

The deadline to submit nominations is **May 1, 2026**. [Learn more about awards and applications.](#)



Apply for the 2026-2027 Leadership Academy Class!

Recognizing that its members deserve leaders who are knowledgeable and well prepared, Missouri REALTORS® coordinates a statewide Leadership Academy. Through this program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the industry.

The participants work together in a training course of five retreats that combine presentations, group activities and project planning. Sessions include the development of leadership skills, group activities and project planning. Sessions include the development of leadership skills, team-building exercises, goal setting, personal profile analysis, communication, ethical decision making, and much more.

APPLY TODAY

The deadline to apply for the 2026-2027 Leadership Academy class is **May 29, 2026**.



This month, we are shining the Leadership Spotlight on Audrey Spratt.

Audrey, a Tri-Lakes Board of REALTORS® member, is known for her servant-leadership approach and deep commitment to REALTOR® advocacy at the local, state, and national levels. She most recently served as 2024 President of the Tri-Lakes Board of REALTORS® and currently serves as the 2026 SOMO Change Committee Chair with Missouri REALTORS®. Audrey was also named 2024 REALTOR® of the Year by the Tri-Lakes Board of REALTORS® and is a graduate of the Missouri REALTORS® Leadership Academy.

To learn more about Audrey, [visit her Leadership Spotlight blog.](#)



Missouri Market Statistics | March 2026

In March 2026, there was a 7% increase in residential properties sold and an increase to 55 average days on market, up from 51 days last year. The median sale price also saw a increase, reaching \$276,000.

To view March results, including archived market reports, visit: missourirealtor.org/news-events/missouri-market-statistics



Spring Cleaning Starts at the Curb | Simple Ways to Refresh Your Home's First Impression

Spring is the perfect time for a fresh start - inside and out. This month's blog, **Spring Cleaning Starts at the Curb: Simple Ways to Refresh Your Home's First Impression**, explores how small, seasonal updates to your home's exterior can make a big impact. From improving curb appeal with simple cleaning and landscaping tips to understanding why first impressions matter in real estate, the blog offers practical, consumer-friendly insight homeowners can use right now. *(Feel free to use this intro and the link below in your own communications.)*

A clean, welcoming exterior not only boosts pride of ownership but can also influence how buyers perceive a home before they ever step inside. Spring curb appeal is about maintenance, renewal, and creating a space that feels inviting from the very first glance.

[Read the full blog.](#)

EDUCATION

Missouri REALTORS® Online Continuing Education

powered by 

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

Renewal year is here and we know you are busy supporting your clients. Engage with Missouri REALTORS® developed online continuing education to complete ALL your requirements for Missouri licensure and both NAR Cycle 8 learning requirements with our 12-hour Missouri CE package on:

- Missouri REALTORS® Residential Sales Contract | 3 Elective Hours
- Missouri REALTORS® Agency Forms | | 3 Elective Hours
- Code of Ethics | 3 Elective Hours | NAR Ethics
- Fair Housing | 3 Fair Housing Required Core Hours | NAR Fair Housing

An individual class can be purchased for \$30.

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



Build Stronger Leaders | Build a More Profitable Brokerage
Take your broker skills to the next level in 2026 with Missouri REALTORS® Broker Education Series.

Performance Leadership: Coach, Manage, & Mentor
 facilitated by Maurice Taylor
 Tuesday, May 19 | 9:00 AM - 4:30 PM

Creating a Profitable Real Estate Company
 facilitated by John Mayfield
 Tuesday, August 4 | 9:00 AM - 4:30 PM

Location: Missouri REALTORS® Headquarters, Columbia Missouri

Pricing: \$225 per class | \$400 bundle

[Learn more and register here.](#)



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).

[LEARN MORE](#)

ADVOCACY



Capitol Update: April 21, 2026 | Wholesaling Advances; Missouri REALTORS® Intensifies Opposition to Income Tax Repeal

The Missouri Senate passed the income tax repeal resolution in a late-night vote last week, and it now heads back to the House for a final decision. With still no carve-out protecting real estate services from potential new sales taxes, Missouri REALTORS® remains firmly opposed and actively engaged. Wholesaling bills are also making moves in both chambers.

To learn more, [visit the latest Missouri REALTOR® Party Capitol Update.](#)



EPA Updates Lead Hazard Pamphlet

If you work with older homes, take note: the EPA has updated its required lead hazard pamphlet, "Protect Your Family from Lead in Your Home." REALTORS® involved in the sale or rental of most pre-1978 properties are required by federal law to provide buyers and tenants with the pamphlet, a lead-based paint disclosure form, and any known records of lead hazards.

The updated version includes revised health standards and expanded guidance - and while older copies don't need to be discarded immediately, the EPA encourages users to transition to the new version.

[Read the full article.](#)





Legal Line FAQ of the Month | Original Offer Acceptance Deadline Does Not Carryover Into Counteroffer

Question: Under general contract law, does the original offer's Acceptance Deadline control if a counteroffer does not have a deadline?

Answer: No. Under general contract law, if a counteroffer does not specify an Acceptance Deadline, the deadline contained in the original offer does NOT carry over. A counteroffer is legally treated as a rejection of the original offer and the creation of a new offer. Once a counteroffer is made, the original offer can no longer be accepted, rendering the Acceptance Deadline inapplicable, and the counteroffer stands independently. Accordingly, if the counteroffer does not include its own Acceptance Deadline, acceptance must occur within a "reasonable time", rather than within the timeframe set forth in the original offer.

What constitutes a reasonable time depends on the specific facts. In making that determination, courts may consider factors such as the nature of the transaction, market conditions, the method of communication used, the conduct of the parties, etc. That said, failing to include an Acceptance Deadline in a counteroffer can create uncertainty, leave the counteroffer open-ended, and increase the likelihood of disputes over whether acceptance was timely. Therefore, as a best practice, the countering party should always include a specific Acceptance Deadline in every counteroffer.



Last Call! Ethics Case Study Contest #3

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.

Each month, we release a new case study - perfect for team training sessions and an engaging way to develop your agents while building client trust through demonstrated ethical excellence. Complete the fields within the study for a chance to win a prize. At the end of the contest, we'll award a grand prize to the

member(s) who complete the most case studies.

Case Study #3

A REALTOR®/homebuilder showed a newly constructed home to a buyer who asked about nearby construction activity. The REALTOR® said he did not know for certain but believed it might be a planned shopping center. After the purchase, the buyer learned the nearby development was actually a bottling plant and that the adjacent area was zoned industrial - information she said would have changed her decision to buy. The buyer filed a complaint alleging failure to disclose a pertinent fact, and the case was referred to a hearing before the Professional Standards Committee, where the REALTOR® argued he had been honest in stating he did not have definitive knowledge at the time.

Don't miss out - case study #3 closes at midnight on Thursday, April 30. [Click here to participate!](#)

Questions? Contact Tracey Yost, Director of Forms and Professional Standards at tracey@morealtor.com | [573.445.8400 x1280](tel:573.445.8400)

FEATURED AFFILIATE



This month's featured affiliate is Asher Weinberg with [America's Preferred Home Warranty](#). America's Preferred Home Warranty (APHW) protects essential home systems and appliances, provides homeowners the choice on who performs repairs, delivers top-rated support and claims service 24/7/365, and educates customers about home warranties and maintenance.

Asher is a previous college football player and travel enthusiast. To learn more about APHW, contact Asher by email at aweinberg@aphw.com or by phone at [314.304.2980](tel:314.304.2980).

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

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