Missouri REALTORS® BROKERCONNECTION

Missouri REALTORS® Brokers,

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

- Mortgage Rule Change Could Add Crypto
- FinCEN's Latest Residential Real Estate Rule ("RRE Rule")
- Key Provisions for Real Estate Signed Into Law

Plus, information about the Missouri REALTORS® Relief Foundation tornado grants,Broker Power Hour Webinars, 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

Mortgage Rule Change Could Add Crypto

The Federal Housing Finance Agency has directed Fannie Mae and Freddie Mac to develop frameworks that would allow cryptocurrency to count as a reserve asset in mortgage risk assesements, potentially opening doors for borrowers who hold digital assets without requiring them to liquidate first. This policy shift could create new opportunities for brokers to serve crypto-holding clients who were previously unable to qualify for conventional loans due to reserve requirements.

We're closely tracking this developing story and will provide updates as implementation details and qualifying criteria become clearer.

Offering $250,000 to Missourians Impacted by Tornadoes

In collaboration with the National Association of REALTORS® Relief Foundation, the Missouri REALTORS® Relief Foundation is proud to make $250,000 available to Missourians impacted by the tornadoes that swept across Missouri on May 16, 2025.

The application deadline is July 31, 2025. Learn more and help us spread the word to your agents!

Questions? Contact missourirealtors@morealtor.com

Broker Power Hour: Risk Reduction Strategies and Leveraging Research at the Local Level

Wednesday, July 9 at 12:00 CST

This dynamic webinar covers two key areas to strengthen your real estate business: practical risk reduction strategies for brokers and brokerages, and innovative ways to leverage local research for market advantage. Gain insights to help protect your operations and uncover growth opportunities through data-driven decisions.

Speakers:

- Matt Difanis, J.D., Broker-Owner
- Lisa Herceg, NAR Director of Business Insights

Register now!

LEGAL UPDATE

FinCEN's Latest 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.

While the new rule is set to go into effect **December 1, 2025,** there is pending litigation in Florida federal court challenging its implementation. Missouri REALTORS® will provide updates as they become available and resources (including any applicable changes to standard forms) as may be necessary, but you are encouraged to read more about the RRE Rule.

New Missouri REALTORS® Construction Forms Launch (Effective March 31)

In the latest edition of Keeping It Legal, General Counsel and Vice President of Risk Management Robert Campbell, launches the new forms set for Construction transactions, which went into effect on March 31, 2025.

We have also updated our website to feature a dedicated New Construction Forms page. There you will find you'll find brief explanations and sample versions of each new form, along with a link to the New Construction Forms and Riders Instruction Manual.

For more resources on standard forms, including approved form providers, visit the Standard Forms page. Both this page and the New Construction Forms page include access to our "Master Forms Index," a comprehensive list of all Missouri REALTORS® standard forms, along with additional Instruction Manuals to guide you through completing specific forms.

Ethics Case Study Contest

Hosted by the Missouri REALTORS® Risk Management department, this contest provides brokers with a powerful tool to strengthen their brokerage's ethical foundation, enhance reputation, and reduce liability exposure through better understanding of the Code of Ethics.

Each month, a new case study will be released - perfect for use during team training sessions. This creates an engaging way to develop your agents while building client trust through demonstrated ethical excellence

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 at the end of the contest, we'll award a grand prize to the member(s) who complete the most case studies.

Start strengthening your brokerage today — click here to learn more and participate in Case Study #6!

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

ADVOCACY UPDATE

Key Provisions for Real Estate Signed Into Law

The sweeping tax reform signed into law on July 4 includes significant wins for real estate professionals.

The bill includes NAR's five key priorities:

- Permanent extension of individual tax rates that went into effect in 2017
- Permanent qualified business income deduction (Section 199A)
- Quadrupling of the state and local tax (SALT) deduction cap for five years beginning with the 2025 tax year

- Protection for business SALT deductions and 1031 like-kind exchanges
- Permanent extension of the mortgage interest deduction

Read the full article.

Missouri Governor's Conference on Economic Development

Join us in Branson, MO September 3 - 5 as we welcome Governor Mike Kehoe to his first Governors Conference on Economic Development as the 58th Governor of Missouri! This year's program will explore interconnected strategies with an emphasis on public safety, economic development, agriculture, and education.

Learn more and register today.

C5 + CCIM Global Summit

The C5 + CCIM Global Summit is a premier commercial real estate conference catalyzing change across the industry. Taking place in Chicago September 16 - 18, this three-day event brings together investors, brokers, developers, and economic leaders shaping what's next in commercial real estate.
