



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



FHFA Move to Expand Credit Scoring Models

The Federal Housing Finance Agency announced that Fannie Mae and Freddie Mac will now accept VantageScore credit ratings alongside traditional FICO scores for mortgage lending decisions. This significant policy change modernizes the credit scoring system by incorporating timely rent, utility, and telecom payments as creditworthiness indicators - factors that better reflect how consumers actually manage their finances.

[Learn more.](#)

Leadership Spotlight

Leigh Ann DuParri
Four Corners REALTORS®

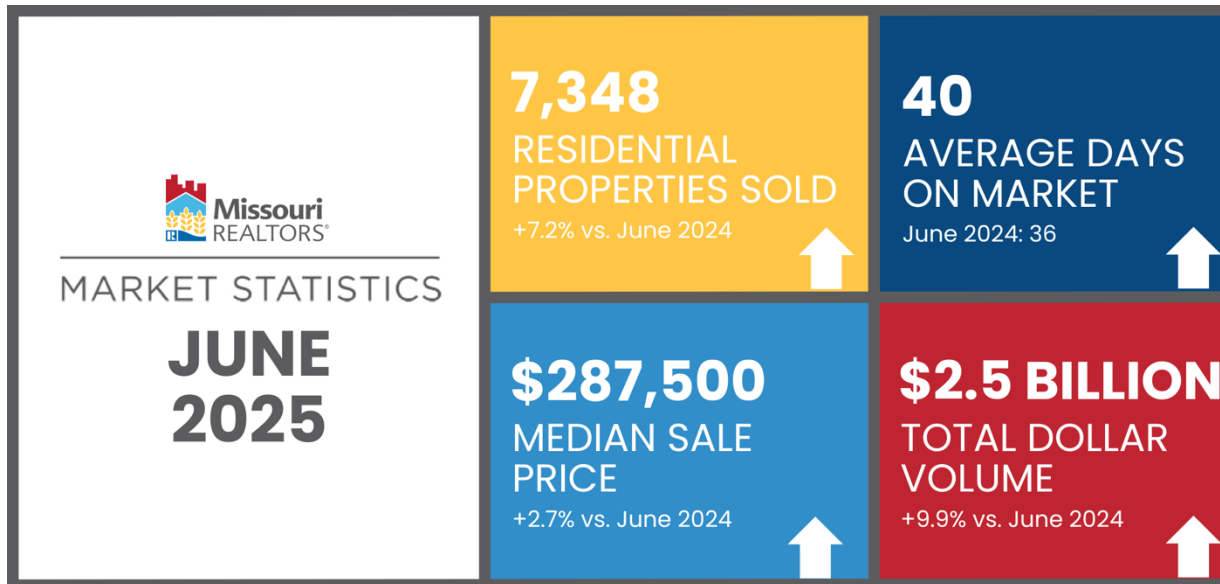


This month, we are shining the Leadership Spotlight on Leigh Ann DuParri.

Meet this Southwest Missouri REALTOR® who brings deep expertise as both a real estate broker and state-certified appraiser. As President of Four Corners REALTORS® and a

longtime leader in regional and statewide appraisal committees, Leigh Ann advocates for professionalism, education, and ethical standards in the industry. She is C2EX certified, actively involved in REALTOR® committees, and contributes her valuation knowledge on a national level through the NAR Real Property Valuation Committee. Her leadership and service reflect the powerful role REALTORS® play in strengthening communities.

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



Missouri Market Statistics | June 2025

In June 2025, there was a 7.2% increase in residential property sales and an increase to 40 average days on the market compared to last year. The median sale price saw an uptick, reaching \$287,500.

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

4 Smart Steps

To Become a Knowledgeable Homeowner



4 Smart Steps To Become a Knowledgeable Homeowner

Ready to elevate your client relationships and close more deals? Discover the four essential steps that transform ordinary homeowners into informed, confident decision-makers! Learn proven strategies to guide your clients through the knowledge-building process that leads to smoother transactions and stronger referral networks. *(Feel free to utilize the blog intro and link below for sharing.)*

Smart homeowners make better decisions - and better decisions lead to successful real estate outcomes. These four essential steps will help you build confidence in your property knowledge, understand market dynamics, and navigate real estate transactions with clarity. From mastering the basics of home value and market trends to knowing the right questions to ask your REALTOR®, this guide provides the foundation every homeowner needs. Whether you're considering buying, selling, or simply want to be more informed about your investment, these practical insights will empower you to make confident, well-informed real estate decisions.

[Click here to discover the four smart steps to becoming a knowledgeable homeowner.](#)



This month's featured specialty group is the Rosaly Lune with National Association of Hispanic Real Estate Professionals (NAHREP) St. Louis. NAHREP is dedicated to advancing sustainable homeownership in the Hispanic community and building a more inclusive real

estate industry.

President and member of the NAHREP St. Louis 2025 Board of Directors, Rosaly shared that she joined NAHREP because of its focus on representation and diversity. “A diverse marketplace ensures we have opportunity for all,” she says, adding that she hopes more people see diversity as a path to solving long-standing regional challenges. Rosaly emphasized that you do not need to be Hispanic or speak Spanish to join or serve on the board—anyone who supports the mission is welcome.

[Learn more, see upcoming events, or connect with a Board member.](#)

EDUCATION



GRI Module V classes* will be hosted in-person at the **Fall Business Conference at the Sheraton Westport Chalet Hotel St. Louis** (191 Westport Plaza St. Louis, Missouri 63146).

\$100 per course
\$200 for all three
\$50 per course for GRI Designees

Registration required. Register at missourirealtor.org/gri



GRI 501:

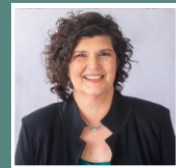
New Construction

with *Brandon Glascock*
Sunday, September 22
1:00 - 5:00 PM



GRI 502: Investors & Investment Properties

with *Shawna Neuner*
Monday, September 23
8:00 AM - 12:00 PM



GRI 503: Real Estate in a Digital World

with *Forrest Stodghill*
Monday, September 23
1:00 - 5:00 PM



Unlock Your Edge in Real Estate with GRI Module V

Ready to elevate your real estate expertise and stand out in a competitive market? GRI Module V delivers three powerhouse courses designed to sharpen your skills and expand your impact with new construction, investment properties, and today's digital-first market.

[Register now!](#)



Missouri REALTORS®
EDUCATIONAL
FOUNDATION



Apply to be a MREF Trustee!

Do you believe in supporting consumer education for future and current clients? Consider applying to serve as a [Missouri REALTORS® Educational Foundation](#) (MREF) trustee. MREF Trustees meet during business conferences and throughout the year to help guide consumer education programs. Trustees serve a 2-year term and can serve an unlimited number of terms.

APPLY TODAY

Applications are due Friday, August 29.

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

New Consumer Guide: Buying a Historic Property



New Consumer Guide: Buying a Historic Property

NAR has released its [latest consumer guide](#) explaining the ins and outs of buying a historic property. From architectural character to lasting craftsmanship, historic homes offer one-of-a-kind charm, but they also come with unique responsibilities for the owner. Here are a few of the things you should know before buying a historic property

[View all consumer guides.](#)



REALTOR® License Plate Renewals Due July 31!

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, and for current plate owners, most plates are up for renewal in July - please check your plate year stickers and **renew before July 31** if needed.

[LEARN MORE](#)

ADVOCACY



Capitol Update: 2025 Missouri Real Estate Law Changes Every REALTOR® Should Know

Missouri REALTORS® are navigating a transformative year with new laws that affect how they operate. From licensing procedures to housing voucher policies and tax incentives, here's a breakdown of the most impactful changes - and what they mean for your business in our latest [Missouri REALTOR® Party Capitol Update](#).



RPAC MO Trustee Election

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2025:

- Matthew Becker
- Aundre Gray
- Ashely Hester
- Brian Jared

Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for RPAC-MO Trustees are as follows:

1. Must be an RPAC Major Investor and strive to be a President's Circle Member.
2. Must produce evidence within the ten years preceding their election they have been a member of the Board of Directors of Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the association.

[Apply by September 1, 2025.](#)



RPAC President's Circle

We're excited to announce that Round 4 of [President's Circle](#) is now open! These REALTOR® allies are leading the charge in Congress advocating for real estate, protecting our industry and promoting the American Dream of homeownership! The deadline to complete your President's Circle investments for 2025 is September 30.

[Make your contributions here.](#)

Questions? Contact Missouri REALTORS® Manager of RPAC Fundraising Mandy Maltbie at mandy@morealtor.com | 573.445.8400 x1290

RISK MANAGEMENT



New 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 brand-new "New Construction" forms set, effective March 31, 2025.

We have also updated our website to feature a dedicated [New Construction Forms page](#). There, you will 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.

NAR's new Consumer Guide covers how to find land for sale, explains construction loans, and weighs the pros and cons of building a custom home. [Read the full guide.](#)



Ethics Case Study Contest

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. Plus, have a chance to win cash prizes!

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 January, we'll award a grand prize to the member(s) who complete the most case studies.**

Don't miss out — [click here to learn more and participate in Case Study #6 today!](#)

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

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.

FEATURED AFFILIATE



This month's featured affiliate is Gloria Brice with [Jordan Essentials](#). Just as the Jordan River symbolizes a boundary and a crossing - a place for healing and renewal - Jordan Essentials strives to provide a simpler approach to a fulfilled and happy life through their mineral rich body products.

To learn more, contact Gloria at gloriabrice1723@gmail.com or by phone at [\(573\)-855-9893](tel:(573)-855-9893).



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