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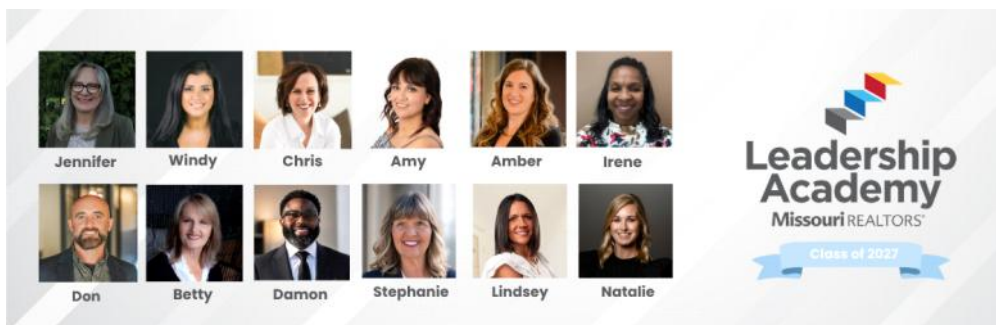
IN THE NEWS



Join Us for the Region 9 Conference!

Join REALTORS® from Missouri, Oklahoma, Kansas, and Arkansas for the [Region 9 Conference, September 21 in St. Louis](#). This conference is perfect for REALTORS® who want to hear the latest news on national industry and association issues, connect with peers from across the region, and discover how greater involvement in volunteer leadership can strengthen both their professional growth and the REALTOR® organization.

[REGISTER TODAY](#)



2027 Missouri REALTORS® Leadership Academy Class

Congratulations to the 2027 Missouri REALTORS® Leadership Academy class!

Over the next year, these emerging leaders will take part in five retreats designed to strengthen their leadership skills, build lasting connections, and prepare them to make an impact within their local associations, communities, and the real estate industry.

- Jennifer Bakken, Ozark Gateway
- Windy Burt, Tri-Lakes
- Chris Casey, St. Louis
- Amy Dunn, Bagnell Dam
- Don Fifer, Ozark Gateway
- Amber Kimbrell, Southeast Missouri
- Betty Knowles, Greater Springfield
- Irene Lindsey, Kansas City
- Damon Major, St. Louis
- Stephanie Schnelle, Lake of the Ozarks
- Lindsey Ware, Jefferson City Area
- Natalie Wier, Mid-Missouri

We look forward to following their journey and seeing all they accomplish throughout the year. Congratulations, and welcome to the Leadership Academy!



Make Your Voice Heard on August 4

Missouri REALTORS® is encouraging members to vote NO on Amendments 4 and 5 in the August 4 election. Through the [Protect MOjority Rule and Protect MO Taxpayers](#) campaigns, Missouri REALTORS® is working to defend housing affordability, taxpayer protections, and the citizen initiative process.

[Learn more about these priority campaigns and access voter resources before heading to the polls.](#)

Leadership Spotlight

Dedra Nickell

Kansas City Regional
Association of REALTORS®



This month, we are shining the Leadership Spotlight on Dedra Nickell.

Dedra, a Kansas City Regional Association of REALTORS® (KCRAR) member, is recognized for her commitment to service, advocacy, and leadership development within the real estate profession. She serves on the KCRAR Board of Directors, contributes to the RPAC Committee and Heartland MLS Advisory Council, and currently serves as 2026 President-Elect of the Women's Council of REALTORS® Kansas City. At the state level, Dedra serves on the Missouri REALTORS® Board of Directors and several key committees, while her community leadership extends through organizations such as BNI Summit Climbers and the Sunrise Rotary Club.

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



Missouri Market Statistics | June 2026

Missouri's housing market remained active in June 2026, with 7,793 closed sales and an average of 39 days on market. The median sale price reached \$302,500, contributing to a total sales volume of \$2.9 billion statewide.

To view the complete June results, along with archived market data, visit: missouriirealtor.org/news-events/missouri-market-statistics



5 Smart Steps to Become a More Knowledgeable Homeowner

Buying a home is a major milestone, but becoming a homeowner is just the beginning of the journey. This month's blog, *5 Smart Steps to Become a More Knowledgeable Homeowner*, explores practical ways homeowners can better understand their properties, stay organized, and feel more confident in day-to-day homeownership decisions. From learning the basics of your home's systems to creating a maintenance plan and building a trusted team of professionals, the blog offers simple, actionable guidance for homeowners at any stage.

(Feel free to use this intro and the link below in your own communications.) An informed homeowner is often better equipped to navigate routine maintenance, plan for future projects, and make thoughtful decisions about their property. The blog also highlights the value of working with a trusted REALTOR® as an ongoing resource for homeownership questions, local market insights, and connections to other professionals when needed.

[Read the full blog.](#)

EDUCATION



Apply to be an 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 28.

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

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 salesperson renewal deadline on September 30.



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



**SIGNED
INTO LAW**
By the Governor

SB 973

SB 973 Signed into Law

Governor Kehoe has signed SB 973 into law. Effective August 28, 2026, the legislation establishes a 14-day disclosure requirement related to certain wholesaling transactions and gives more Missouri cities and counties the ability to use land banks to help return vacant, tax-delinquent properties to productive use.

Missouri REALTORS® supported this legislation as a top legislative priority and is proud to see it signed into law.

Advocacy in Action
**21ST CENTURY ROAD TO
HOUSING ACT SIGNED INTO LAW**

Housing Advocacy Win Signed Into Law

The National Association of REALTORS® (NAR) is celebrating the enactment of the bipartisan 21st Century ROAD to Housing Act, a comprehensive housing package designed to increase housing supply, improve affordability, expand access to homeownership, strengthen housing finance, and support veterans. NAR credited years of advocacy efforts by REALTORS® across the country, including direct engagement with Congress and the Administration, in helping advance the legislation. The new law brings together nearly 50 measures aimed at creating more housing opportunities and strengthening communities nationwide.

[Read the full statement.](#)

RISK MANAGEMENT



Legal Line FAQ of the Month | Acceptance of Additional Offers Absent Mutual Release

Question: What are the risks involved with Seller moving forward with a new offer absent an execution of a mutual release in the previous transaction?

Answer: The presence or absence of a mutual release that is signed by both parties does not truly dictate whether or not a contract was in fact properly terminated or not (although it would serve to constitute an acknowledgment of termination and eliminate the possibility that either party has any claim to the contrary against each other in that regard). Whether or not a contract has been terminated or not is a legal conclusion based on the applicable facts. Stated in another way, while the presence of a mutual release that has signed by both parties provides certainty (because it confirms that neither party has any potential remaining claim against the other), as a pure legal matter, it's absence is not determinative or dispositive of the true facts and underlying respective rights of the parties. Therefore, it is not an absolute legal "necessity" or precondition to one's ability to "move on" (it just makes it potentially more risky to do so). The real question in such a situation is whether or not the buyer timely and properly exercised the applicable contingency rights provided for in the contract. In other words, whether a contract was properly terminated (or not).

This of course is a determination that can only be made upon a full understanding of all the actual facts involved. Again, private counsel would be required to provide a truly informed opinion (based on all of the facts and circumstances involved and actions taken in any given situation) and broker should not attempt to "play attorney" in this regard or draft demand letters or explain legal rights and options. In any event, ultimately, it will be up to the parties to agree (or not) to execute a mutual release. If a mutually acceptable resolution cannot be reached, it is also up to each party to pursue enforcement of their contractual rights (whatever they may be) based on the facts at hand. It should be noted in this regard that there is an attorneys' prevailing party clause in the MR (and most local board) standard form sale contracts. Although recovery of attorney's fees may be available, this doesn't mean they are automatically granted. Indeed, while rarely granted, when one party has been more than patient and reasonable, and yet the other party just blatantly refuses to cooperate in any fashion without justification, that is the type of egregious situation in which a Court may be inclined to grant such.

The parties could (presumably) agree to (only) that the contract has been terminated and specific performance is not being pursued. This would allow Seller to safely put the property back on the market; however, the MR form Mutual Release (MSC-4050) is not drafted to present that option (although the forms committee has been requested to consider such). As always, it is not the role for an agent to try and play "attorney". Rather it is a basic duty of any licensee to advise a client that they should seek legal

counsel to discuss what might best suit their needs and desires and to provide any real explanation of their legal rights, duties and options as well as for any special or customized contract language, terms or conditions, or any other material matter about which the licensee knows but the specifics of which are beyond their level of expertise (See, e.g., 339.730.1(3)(c) RSMO and Article 11 of the NAR Code of Ethics and Standards of Practice).

If the property is to be put back on the market and a new offer is presented and accepted other than as a “back-up”, it may be appropriate to consider sending a “CYA” letter to the client in this regard (that it was told to see an attorney and that Agent is just following specific advice and instruction from the client as to what client has elected to do in this regard).



Quarterly Ethics Corner | Business Practices vs. Ethical Behavior

As housing markets continue to recover, REALTORS® may encounter business practices that raise important ethical considerations. Our latest Ethics Corner explores common scenarios such as pocket listings, delayed offer presentations, and escalation clauses - highlighting how these practices can be appropriate when done in a client's best interest, but may also create ethical concerns if handled improperly.

The article also introduces NAR's new online resource, *The Code of Ethics is Good Business*, which organizes Standards of Practice by transaction phase, making the Code easier to apply in everyday business. Learn how this tool and other NAR resources can help REALTORS® navigate real-world transactions with professionalism, transparency, and confidence.

[Read the full Ethics Corner.](#)



Last Call! Ethics Case Study Contest #6

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

Case Study #6

A seller instructed REALTOR® B to list a commercial property at a below-market price to secure a quick sale and asked that several prospective buyers he had already identified be contacted first. When REALTOR® C requested to cooperate on the listing, REALTOR® B declined, believing additional cooperation would not advance the client's interests given the seller's objectives and existing buyer prospects. REALTOR® C then filed an ethics complaint alleging a violation of Article 3.

How do you think the panel ruled?

Don't miss out - case study #6 closes at midnight on July 31. [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 Christy Cooper with [HSA Home Warranty and American Home Shield](#). For more than 39 years, HSA Home Warranty has provided affordable home warranty coverage designed to help protect buyers and sellers throughout the real estate transaction. From discounted maintenance services and member-exclusive offers to customizable coverage options, HSA delivers solutions that can help provide peace of mind before and after closing.

To learn more about HSA Home Warranty and American Home Shield, contact Christy at christina.cooper@onlinehsa.net or by phone at [636.346.5237](tel:636.346.5237). Be sure to stop by Christy's booth at the Fall Business Conference in St. Louis!

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