



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Over 120 Missouri REALTORS® members met with members of Congress in Washington, D.C., to advocate for policies that will increase the housing supply and improve access to homeownership. Our Hill visits were both productive and impactful - connecting with key lawmakers to champion the real estate community in Missouri.

We're proud of the strong representation from Missouri and grateful for our engaged members who continue to push for smart policies that strengthen our local markets.

[Read the full press release.](#)

Missouri REALTORS®
RELIEF 
FOUNDATION

**Relief
Assistance
Available.**
Learn More.

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 in your community!](#)

Questions? Contact missourirealtors@morealtor.com



Cybercrime and Wire Fraud

Cybercrime - particularly wire fraud - continues to be a top concern in the real estate industry. The U.S. Secret Service has warned NAR about a new cryptocurrency scam targeting real estate professionals, some of whom have lost a significant amount of money. Real estate professionals should be aware of the risks facing not only their businesses, but also consumers, and educate clients about preventative steps they can take to prevent falling victim to cybercrime.

[Learn more about wire fraud and how to better protect your business.](#)

Leadership Spotlight

Chris Cole

Southeast Missouri REALTORS®



This month, we are shining the Leadership Spotlight on Chris Cole.

Meet this Southeast Missouri REALTORS® professional who brings unique expertise as both a licensed attorney and real estate broker. As 2024 President of Southeast Missouri

REALTORS® and Managing Broker of two successful firms, Chris leads through education and industry service. He owns 1st Choice Real Estate School, serves on Missouri REALTORS® committees, and holds the CCIM designation. His commitment extends beyond real estate through his Board service with the American Red Cross Southeast Missouri Chapter, where he served as Chair, and his ongoing work with Court Appointed Special Advocates (CASA) of Southeast Missouri. Chris exemplifies how REALTORS® make meaningful impacts in their communities.

To learn more about Chris, [visit his Leadership Spotlight blog!](#)



Missouri Market Statistics | May 2025

In May 2025, there was a 0.7% increase in residential property sales and an increase to 50 average days on the market compared to last year. The median sale price saw an uptick, reaching \$280,000.

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

What Your Home's Estimate Isn't Telling You: A Friendly Guide to Real Home Values



What Your Home's Estimate Isn't Telling You: A Friendly Guide to Real Home Values

Don't let automated home valuations fool you - discover what your property is really worth! Learn the hidden factors that online estimates miss and how to get an accurate picture of your home's true market value. *(Feel free to utilize the blog intro and link below for sharing.)*

While online home estimates offer convenient quick valuations, they often miss crucial details that significantly impact your property's actual worth. This essential guide reveals the limitations of automated valuation models. Discover the key factors these algorithms overlook - from recent renovations and unique architectural features to neighborhood micro-trends and local market conditions that only human expertise can properly assess. Whether you're considering selling, refinancing, or simply curious about your investment, these insights will help you make informed decisions based on accurate, comprehensive property valuations rather than automated estimates.

[Click here](#) to learn what your home's estimate isn't telling you about its real value.

EDUCATION



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: Real Estate Auctions



New Consumer Guide: Real Estate Auctions

NAR has released its [latest consumer guide](#) explaining the dynamics of real estate auctions. Buying a home at auction can be an exciting opportunity to get involved in real estate, but there are certain risks and rules to be aware of. Whether you're a first-time buyer or an experienced investor, this guide will help you understand how auctions work to help you bid confidently.

[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

**Ever Think Of
Running For Office?**

CANDIDATE TRAINING ACADEMY

[2025]



WEDNESDAY | JULY 9 | 9:00 AM - 2:00 PM

Candidate Training Academy

Ever thought about running for office? Join us for [Candidate Training Academy](#) at our Missouri REALTORS® Headquarters in Columbia, MO on July 9 from 9:00am to 2:00pm. The candidate training is a one-day event for REALTORS® and affiliates, associates, local businesspeople, and friends – anyone interested in running for local office who supports private property rights and home ownership.

The Candidate Training Academy covers seven strengths and skills for successful campaigns, including:

- How to concisely articulate reasons for running
- How to plan and budget for a race
- What research is helpful for a campaign and how to get it done
- The need to leverage social media
- How to raise money and what rules are in place governing what you can collect and how you can collect it
- How to ensure you have sufficient time and opportunity to make contact with voters
- How to get out the vote on election day

SIGN UP



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



2024 RPAC Hall of Fame Inductees

Congratulations to the following for being inducted into the RPAC Hall of Fame this May in Washington, DC!

\$25,000 RPAC Hall of Fame Level:

- Douglas Andrews
- Theresa Gander
- Duane Gerken
- Kay Gerken
- Brian Jared
- James Layton
- Susan Middendorf
- Gerrie Moore
- Melissa Palitzsch
- Mary Jane Schriewer

\$50,000 RPAC Hall of Fame Level:

- Marc Levinson
- Diana Sutherland

\$75,000 RPAC Hall of Fame Level:

- Donald Allen
- Deana Wolfe

\$100,000 RPAC Hall of Fame Level:

- LaNora Kay

RISK MANAGEMENT



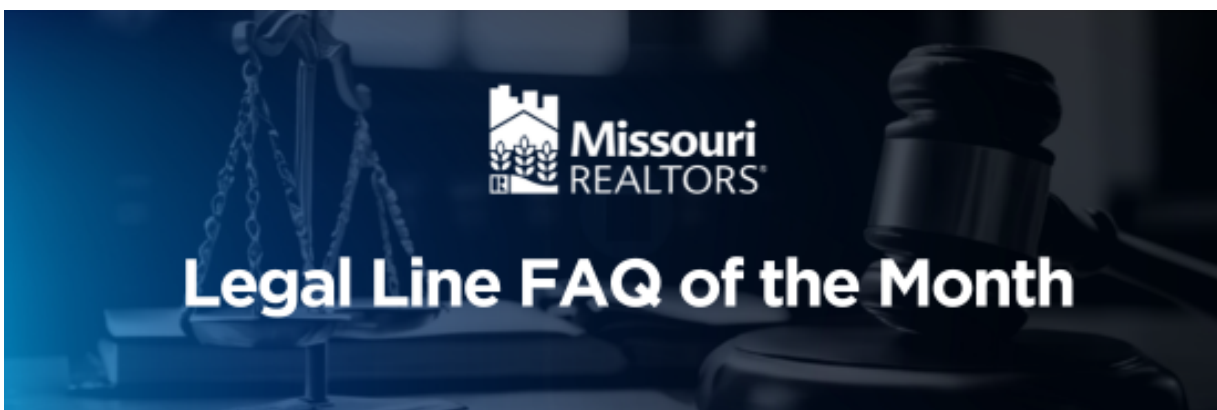
New Construction Forms Launch (Effective March 31)

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](#).



Legal Line FAQ of the Month: Calculating Buyer Broker Compensation on Net vs. Gross Purchase Price

Question: Is there a way the parties to a sale contract can utilize Missouri REALTORS® form MSC-4025R “*Compensation Agreement Rider*” to agree to compensation being paid to a Buyer Broker calculated on a “net” Purchase Price?

Answer: By default, all mention of compensation being paid in Missouri REALTORS® forms (in percentage form) is based on the gross Purchase Price (meaning the Purchase Price without considering any deductions for Seller Concessions, personal property, etc.). If the parties to a sale contract wish to negotiate specific terms in his regard, MSC-4025R can be utilized in a couple of ways to accommodate this practice.

First, rather than using a percentage-based figure for shared compensation, the parties can calculate the exact dollar amount any shared compensation would be and use this amount in lieu of a percentage-based figure. This may work well at the outset of the contract, but the parties may need to adjust this amount if they’re wanting to consider any repairs or monetary credits the Seller agrees to during the transaction as a deduction from compensation.

Second, in the 12/02/2024 revision of MSC-4025R, a checkbox “*Additional Terms*” (“A3”) was added to the form. A3 allows the parties to attach any additional terms to the Rider that may affect the compensation terms. Since every deal is different, and compensation is freely negotiable, this box was added to provide increased flexibility and options for the parties involved when it comes to negotiating compensation. The Forms Committee looked at potential options for including terms like “net Purchase Price,” but due to the uniqueness of each deal and varying market conditions and practices, it was impractical to attempt “one size fits all” language in this regard. Therefore, with A3, the parties aren’t limited to standard language in the form and can work out terms that best fit their transaction. *Please note that Missouri REALTORS® strongly encourages members and parties to have legal counsel review and approve any language or attachments to the standard forms, and have the parties sign/initial and date any attachments to the contract.

Finally, remember that all compensation and fees are negotiable between clients and their agents, there is no set or standard rate required by Missouri REALTORS®, the National Association of REALTORS®, or any other entity or law. For more information on the use of this form (and other Missouri REALTORS® forms) please visit the [Forms page on our website](#) where you can find resources and member benefits like the [Forms Instruction Manuals](#) and [LEGAL LINE](#) to help assist you in your business.



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 #5 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 Mark Emerick with [Home Warranty](#). Founded in 1999, Home Warranty provides comprehensive warranty coverage options, your choice of a qualified

service contractor, and 24/7 claim support. Home Warranty's great coverage also includes the Free Utility Connect & Move Service - providing you with one point of contact to set up utilities, telecom, home automation, and other essential services while saving you time, money, and hassle!

To learn more, contact Mark at markemerick@homewarrantyinc.com or by phone at [\(816\) 223-4018](tel:8162234018).



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