



Missouri REALTORS® Brokers,

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

- Missouri REALTORS® Broker Webinar Series | Advocacy in Action: What Brokers Need to Know About 2026 Ballot Measures
- FAQs on Steering, Crime and Schools
- Missouri Supreme Court Clears Path for Stronger Amendment 5 Ballot Language

Plus, information about Missouri REALTORS® Online CE, Ethics Case Study Content, 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

Missouri REALTORS® Broker Webinar Series | Advocacy in Action: What Brokers Need to Know About 2026 Ballot Measures

Thursday, June 11 at 10:00 AM CST

Missouri REALTORS® is excited to announce the fourth installment of our quarterly webinar series for brokers - your go-to touchpoint for timely insights and leadership updates.

With major ballot issues ahead, this session will offer a clear look at Missouri's political landscape and what it could mean for your business, clients, and communities.

You'll hear directly from our team and campaign leaders on key initiatives, including the "Everything Tax" amendment (HJR 173-174) and Amendment 4, along with how brokers can help amplify these efforts locally.

Speakers:

- Scott Charton, Communications Director
- Jon Ratliff, Campaign Manager

[Register here!](#)

New NAR Resources on MLS Collaboration Guidance

The National Association of REALTORS® recently shared an update on federal activity related to Multiple Listing Services (MLSs), following a request from the U.S. Department of Justice (DOJ) and Federal Trade Commission (FTC) for input on business collaboration guidance among competitors.

In its response, NAR emphasized the role MLSs play in supporting a competitive, transparent marketplace - highlighting how shared listing data can expand seller exposure, reduce search costs for buyers, and provide brokers of all sizes with access to reliable property information.

NAR's update includes additional context and resources for those interested in how potential federal guidance could impact MLS operations.

[Read the full update.](#)

Missouri REALTORS® does not operate or oversee MLSs. Policies, rules, and any related changes are determined at the local MLS level. If you have questions about MLS guidelines or how they apply in your area, please reach out directly to your local MLS for the most accurate and up-to-date information.

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

Renewal season is here - and we know your focus is on serving clients.

Missouri REALTORS® makes it easy to complete *all* your Missouri license renewal requirements **and** NAR Cycle 8 education with one convenient 12-hour online CE package, developed specifically for Missouri REALTORS®.

This package includes:

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

Complete everything you need before the **June 30 broker renewal deadline** - on your schedule, online.

[Access Missouri REALTORS® Online CE today.](#)

Missouri Broker Licensure Renewal - Due June 30th

Your broker license renewal deadline is coming up next month. Please be sure you've created your account in the Missouri Real Estate Commission's new licensee system, MOPRO, to complete your renewal on time.

[Find helpful information on creating your account and getting prepared to submit license renewal.](#)

Missouri REALTORS® 2026 Broker Education Series

Missouri REALTORS® invites brokers to elevate their leadership and business performance through the [2026 Broker Education Series](#). This series features two Certified Real Estate Brokerage Manager (CRB) courses designed to address today's brokerage challenges and provide practical strategies you can apply immediately - while earning credit toward the CRB designation.

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

Move beyond production and focus on profitability. This course covers financial reporting, agent compensation, cost control, and informed decision-making for long-term brokerage success.

Location: Missouri REALTORS® Headquarters, Columbia Missouri
Price: \$225

Space is limited. [Register early and invest in your brokerage's success.](#)

LEGAL UPDATE

FAQs on Steering, Crime and Schools

The National Association of REALTORS® has released new FAQs on steering, crime, and schools under the Fair Housing Act, following HUD's "[Dear Colleague](#)" letter. The guidance reinforces that while agents can share information on crime and school quality, it must be done consistently and without discriminatory intent. To reduce risk, agents should rely on objective, factual data and avoid personal opinions or hearsay.

[Read the full resource.](#)

Ethics Case Study Contest | Case Study #5 Now Live!

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 #5

REALTOR® Michael lists a well-priced home and sets a deadline for all offers to be submitted by Sunday evening for review on Monday. After receiving multiple offers, the sellers reject a few and consider the remaining, including one above asking price with a contingency. Michael then plans to ask several buyers to improve their offers.

What ethical questions arise? Does delaying offer presentation violate the Code of Ethics, and which Articles may apply? Is a seller ever required to accept a full-price offer - or any offer at all?

Start strengthening your brokerage today - [click here to participate in Case Study #5!](#)

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

Legal Line FAQ of the Month | Broker Should Not Split Commission or Fees With Anyone Not Holding a Real Estate License

Question: Can Broker split commission with an unlicensed individual/entity?

Answer: No. The relevant Missouri statute regarding the sharing of commission is §339.150.2 RSMo, which states that “No real estate licensee shall pay any part of a fee, commission or other compensation received by the licensee to any person for any service rendered by such person to the licensee in buying, selling, exchanging, leasing, renting or negotiating a loan upon any real estate, unless such a person is a licensed real estate salesperson regularly associated with such a broker, or a licensed real estate broker, or a person regularly engaged in the real estate brokerage business outside of the state of Missouri.”.

While a Missouri broker cannot pay commission to an unlicensed individual in connection with a real estate transaction under Missouri law, a broker may receive compensation or fees from an unlicensed person. However, such arrangements must be made in writing according to §339.780.1(6) RSMo, which states that “a designated broker who intends to act as a transaction broker and who expects to receive compensation from the party he or she assists shall enter into a written transaction brokerage agreement with such party or parties contracting for the broker's service...” That said, Missouri REALTORS does not offer a form for such a compensation arrangement outside of brokerage service agreements (i.e., Listing Contracts, Buyer's Agency Agreements, Authorization to Show), and therefore a custom agreement may be required. Private counsel should be consulted for further assistance in that regard.

ADVOCACY UPDATE

Missouri Supreme Court Clears Path for Stronger Amendment 5 Ballot Language

The Missouri Supreme Court has declined to take up the Amendment 5 appeal, meaning voters will see stronger, clearer ballot language when they head to the polls on August 4. With the legal battle settled, the Protect Missouri Taxpayers campaign is now publicly launched - and the fight to defeat the Everything Tax is on. [Check out our latest REALTOR® Party blog to learn more.](#)

For more information or to follow campaign updates, [visit our dedicated](#)

[REALTOR® Priority Campaigns webpage.](#)

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