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IN THE NEWS



Missouri REALTORS® Make an Impact During Volunteer Days

Missouri REALTORS® came together May 30 - June 7 to participate in the National Association of REALTORS® 2026 REALTOR® Volunteer Days, part of the REALTORS® Are Good Neighbors program. Across the state, more than 130 REALTORS®, brokerages, and affiliates took part in over 20 volunteer activities - from serving meals at food banks to supporting local nonprofits, improving community spaces, and more.

In just one week, these efforts positively impacted more than 2,600 Missourians, showcasing the powerful role REALTORS® play beyond real estate. Members also helped amplify their impact by sharing photos and stories from across the state as part of a campaign highlighting the difference REALTORS® are making in their communities.

[Read the full news release.](#)

Leadership Spotlight

Pam Steele

Kansas City Regional
Association of REALTORS®



This month, we are shining the Leadership Spotlight on Pam Steele.

Pam, a Kansas City Regional Association of REALTORS® (KCRAR) member, is known for her extensive experience across residential and commercial real estate and her strong commitment to leadership at every level of the industry. She currently serves in key roles with KCRAR, including Treasurer and member of the Board of Directors, and contributes to multiple committees supporting advocacy, strategic planning, and member engagement. At the state level, Pam is an active Missouri REALTORS® State Director, and nationally, she continues her leadership as a National Association of REALTORS® Director and member of the Leading Edge Advisory Board as a Commercial Specialist.

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



Missouri Market Statistics | May 2026

Missouri's housing market remained active in May 2026, with 7,223 closed sales and an average of 41 days on market. The median sale price reached \$299,900, contributing to a total sales volume of \$2.56 billion statewide.

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



4 Easy Ways to Boost Your Home's Curb Appeal This Summer

Summer is the perfect time to refresh your home's exterior and make a strong first impression. This month's blog, *4 Easy Ways to Boost Your Home's Curb Appeal This Summer*, highlights simple, budget-friendly updates that can help homeowners enhance their home's appearance and create a more welcoming feel. From easy yard maintenance to adding seasonal color and improving lighting, the blog shares approachable tips that can make a noticeable difference.

(Feel free to use this intro and the link below in your own communications.)
Small upgrades to your home's exterior can go a long way in attracting buyers and increasing perceived value. Many REALTORS® recommend focusing on curb appeal before listing, making this a great resource to share with clients who are preparing to sell or simply want to elevate their home's look this season.

[Read the full blog.](#)

Specialty Groups Spotlight

**REALTORS® Land Institute
Missouri Chapter**



This month, Specialty Groups is featuring the Missouri Chapter of the REALTORS® Land Institute.

Land is a unique, complex, and ever-evolving field - and the REALTORS® Land Institute (RLI) Missouri Chapter keeps you connected to what matters most. RLI empowers members to build meaningful connections, exchange ideas, access high-quality education, and stay informed on key issues shaping the land industry. From monthly discussions and listing exchanges to classes, conferences, and leadership opportunities, the Missouri Chapter offers countless ways to grow your expertise and expand your network.

Looking ahead, be sure to save the date for the second annual Missouri Land Conference, taking place December 1-3, 2026, at Old Kinderhook. For more information about Missouri RLI, visit: riland.com/missouri

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



Help Shape the Future of Real Estate Licensing

Help shape the future of real estate licensing by participating in a national **Job Task Analysis Survey** led by ARELLO® in partnership with the National Association of REALTORS®. The survey gathers input from real estate professionals on the skills, knowledge, and responsibilities new licensees need to succeed in today's industry, helping ensure licensing standards reflect real-world practice and support stronger preparation for those entering the profession. **The survey closes June 30.**

[Take the survey.](#)

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 broker renewal deadline on June 30 and salesperson renewal deadline on September 30.



Missouri REALTORS® 2026 Education Series

Missouri REALTORS® invites you to grow your knowledge and strengthen your business through the 2026 Education Series. This series features Certified Real Estate Brokerage Manager (CRB) courses designed to address today's industry challenges and provide practical strategies you can apply right away - while earning credit toward the CRB designation.

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

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

Move beyond production and focus on profitability. This course explores financial reporting, compensation strategies, cost control, and informed decision-making to support long-term success.

Registration deadline July 27th - [register now](#).



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



Missouri REALTORS® Make Their Mark in D.C.

Missouri REALTORS® made a strong showing at the NAR Legislative Meetings in Washington, D.C., celebrating advocacy wins and engaging directly with policymakers on Capitol Hill. Members met with elected officials to elevate key industry issues and attended a Missouri delegation luncheon featuring insights from NAR Chief Advocacy Officer Shannon McGahn on the impact of REALTOR® advocacy.

The week also included recognition of Missouri's newest RPAC Hall of Fame inductees for their lifetime support of advocacy efforts, along with national recognition for the largest fundraising increase and the prestigious President's Cup - highlighting the state's continued leadership and commitment to a strong, unified REALTOR® voice.

RISK MANAGEMENT



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.



Last Call! Ethics Case Study Contest #5

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'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, and 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

A REALTOR® listed a highly desirable home and set a deadline for all offers to be submitted by Sunday evening for review on Monday. Multiple offers were received, and several were eliminated based on buyer qualifications. Of the remaining offers, one exceeded the asking price but included a contingency requiring the buyer to sell their current home, leading the seller to reject it. The listing agent then planned to invite the remaining buyers to improve their offers.

This scenario raises ethical considerations around offer handling and negotiation practices. While setting offer deadlines is generally acceptable, REALTORS® must ensure they are presenting all offers objectively and acting in the seller's best interest without engaging in practices that could be perceived as unfair or misleading. Additionally, sellers are not obligated to accept any offer - even at or above asking price - if it does not meet their needs or preferences.

Don't miss out - case study #5 closes at midnight on June 30. [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



Affiliate Spotlight

Mark Emerick

Home Warranty

A portrait of Mark Emerick, a man with a beard and mustache, wearing a blue shirt, is positioned on the right side of the graphic. The background is a solid blue color.

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.

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