

Latest News and Happenings!

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IN THE NEWS



Don't forget to register for the Winter Business Conference!

Join us January 27 - 29 in Springfield for this year's Winter Business Conference. It's a great chance to connect with REALTORS® from across the state, participate in top-tier educational sessions, and engage in key governance and leadership activities as we kick off a new year.

[REGISTER TODAY!](#)

NOW ACCEPTING APPLICATIONS
HONOR SOCIETY

2025

Accepting Applications | Honor Society

Are you a REALTOR® with high regard for professional achievement? Someone who continually seeks excellence through education, while contributing your skills to board and association leadership. If so, apply for the Honor Society!

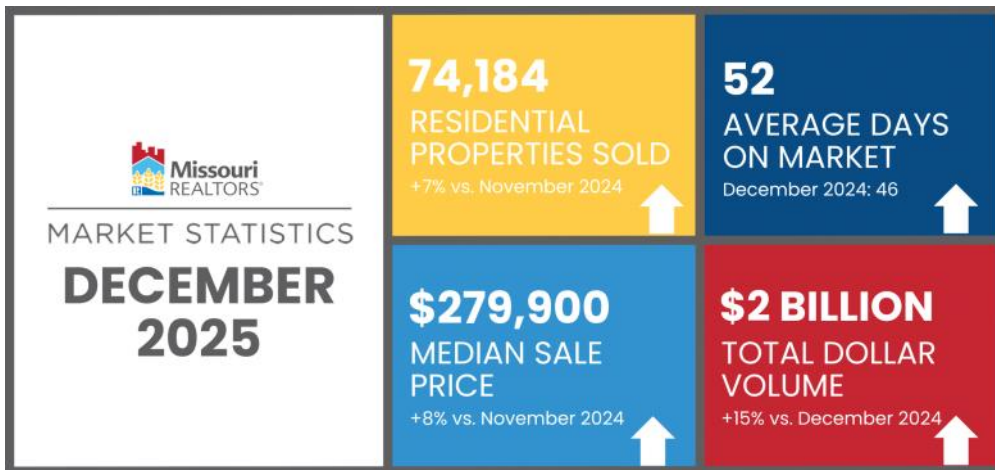
The deadline to apply for the 2025 Honor Society is March 25, 2026. [Apply here.](#)



This month, we are shining the Leadership Spotlight on Sonya Sewald.

Sonya, a REALTOR® who opened her own office in Bourbon, MO, has focused her leadership on advocacy and professional standards. She serves as a Missouri REALTORS® State Director and Legislative Chair for the Franklin County Board of REALTORS® Advocacy Committee, and is the State Political Coordinator for the Crawford & Dent County district. A Leadership Academy graduate, she has served on the Grievance and Professional Standards committees and remains active in community roles including City of Bourbon Alderman and local development organizations. Honors include FCBR REALTOR® of the Year and the Bourbon Boosters Community Betterment Award.

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



Missouri Market Statistics | December 2025

In December 2025, there was a 1.6% increase in residential property sales and an increase to 52 average days on market, up from 46 days last year. The median sale price saw a increase, reaching \$272,000.

Regarding year end figures, there was a 7.7% increase in median sale price, reaching \$279,900. Total dollar volume for the year also saw an 11.5% increase from last year, totaling \$24,100,369,363.

To view December results and year-end results, including archived market reports, visit: missouriirealtor.org/news-events/missouri-market-statistics



90 Years Strong | How Missouri REALTORS® Helped Shape the Dream of Homeownership

Curious how Missouri REALTORS® has shaped the dream of homeownership for generations? This month's blog celebrates 90 years of progress, advocacy, and community impact. From historic milestones and office expansions to legislative wins that protect property rights this anniversary tribute highlights how Missouri REALTORS® has consistently stood up for consumers and strengthened communities across the state. *(Feel free to use this intro and the link below in your own communications.)*

Ready to explore how nearly a century of leadership, service, and advocacy helped make Missouri a place where homeownership thrives? Learn how REALTORS® have built stronger neighborhoods, protected homeowners, and inspired the next chapter of real estate in Missouri.

Rooted in history. Focused on the future.

[Read the full blog.](#)

EDUCATION

GRI Module II	GRI Module IV	GRI Module I	GRI Capstone	GRI Module V	GRI Module III
January 25-26, 2026	March 3-4, 2026	April 26-27, 2026	June 1, 2026	June 9-10, 2026	September 20-21, 2026
Greater Springfield Board of REALTORS® Buyers, Sellers & Negotiations	Southeast Missouri REALTORS® Lead Gen, Marketing, Pricing & Business Brilliance	Columbia Board of REALTORS® Ethics, Fair Housing, & Forms	Missouri REALTORS® Capstone	Kansas City Regional Association of REALTORS® New Construction, Investment Properties & Real Estate in a Digital World	St. Louis REALTORS® Fundamentals of Tech, Risk Management & Collaboration

GRI Module GRI Module IV | Save the Date!

The GRI program, approved by NAR, serves as a valuable resource for members seeking to strengthen their knowledge and skills. Level up your expertise by obtaining your GRI Designation and earn CE credits while you're at it.

Save the date for GRI Module IV in Jackson, MO March 3 - 4.

[Learn more about the GRI program.](#)



Show Your Pride with a REALTOR® License Plate!

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).

[LEARN MORE](#)



Missouri REALTORS® Online CE!

Missouri REALTORS® has renovated our exclusive in-person CE courses into online CE powered by OnlineEd for you to complete Missouri licensure renewal and NAR Cycle 8 requirements. For \$30 a course (\$60 in total), you can complete your NAR Cycle 8 requirements and obtain 6 hours of Missouri CE credit with 3 of those hours being the MREC Fair Housing Core requirement. *More online CE courses on forms will become available in 2026.*

[Access the courses here.](#)





Nearly 30 Years of Collaboration in Missouri's Housing Industry

The Missouri Housing Industry Alliance (MHIA) met on January 5, continuing a long-standing commitment to bringing together organizations from across Missouri's housing industry to collaborate on shared legislative priorities, industry challenges, and opportunities.

As MHIA looks ahead to its 30th anniversary in 2026, the Alliance is proud to recognize Past-President Fred Kratky, who has been involved since the very beginning and continues to provide steady leadership and institutional knowledge that help guide the group's work today.

With nearly 20 member associations - including Missouri REALTORS® - MHIA represents a wide range of housing-related professions, including homebuilding, mortgage lending, real estate, appraisal, inspection, insurance, property management, title services, and legal services. Through regular meetings, mutual education, and coalition-building, members work together to address issues impacting the housing industry as a whole.

This collaborative approach has helped streamline advocacy efforts, strengthen relationships across industries, and create more effective outcomes than working independently. Missouri REALTORS® is proud to be part of an alliance built on cooperation, shared expertise, and a collective commitment to Missouri's housing future.



Join us in Jefferson City for REALTOR® Days!

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, local leadership academies, and governmental affairs committees to come together and communicate with elected officials. Legislators hear directly from you, their constituents, about issues important to the real estate industry and how legislation will impact their district.

[Register now!](#)

Questions? Contact Jen Tracy, Manager Advocacy Programs
jen@morealtor.com | [573.445.8400 x1230](tel:573.445.8400)



Capitol Update: January 20, 2026 | Committees Begin Taking Action

The Missouri General Assembly continued its work this week as committees began holding hearings and taking early action on issues of interest to Missouri REALTORS®. The Governor's State of the State address included references to possible changes in the state's tax structure. Legislators also began reviewing proposals related to downtown and main-street revitalization, as well as measures impacting real estate practices such as wholesaling. Your Missouri REALTORS® lobbying team is closely monitoring these developments and engaging with lawmakers as the session moves forward.

To learn more, [visit the latest Missouri REALTOR® Party Capitol Update.](#)

RISK MANAGEMENT



Legal Line FAQ of the Month | Can Broker assist Buyer and/or Seller to complete paperwork and fill out forms related to a real estate transaction without a written brokerage services agreement?

Answer: Without a written brokerage services agreement between Buyer and/or Seller and Broker, Broker is probably assisting Buyer and/or Seller as a “de facto” transaction broker. §339.710(23) RSMo defines a transaction broker (in part) as: “any licensee acting pursuant to sections 339.710 to 339.860, who: . . . (b) Assists one or more parties to a transaction and who has not entered into a specific written agency agreement to represent one or more of the parties.” §339.720.2 RSMo further provides as follows in this regard:

A licensee shall be considered a transaction broker unless:

- The designated broker enters into a written seller's agent or landlord's agent agreement with the party or parties to be represented pursuant to subsection 2 of section 339.780;

- The designated broker enters into a subagency agreement with another designated broker pursuant to subsection 5 of section 339.780;
- The designated broker establishes a buyer's or tenant's agency relationship pursuant to subsection 3 of section 339.780;
- The designated broker enters into a written agency agreement pursuant to subsection 8 of section 339.780;
- The designated broker and the affiliated licensees are performing ministerial acts;
- The designated broker enters into a written dual agency agreement with the parties pursuant to subsection 4 of section 339.780;
- The designated broker is acting in a manner described in paragraph (c) of subdivision (23) of section 339.710 without proper notice of assumption of transaction broker status; or
- The licensee is making a listing presentation, which may include pricing and marketing advice about a potential future transaction, to a customer in anticipation of entering into a signed agency brokerage service agreement as a direct result of the presentation” (emphasis added).

In regards to compensation to such transaction brokers, §339.720.3 RSMo goes on to state that: “Sections 339.710 to 339.860 do not obligate any buyer or tenant to pay compensation to a designated broker unless the buyer or tenant has entered into a written agreement with the designated broker specifying the compensation terms” (emphasis added). Further, §339.780.1(6) RSMo 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. The transaction brokerage agreement shall include a licensee's duties and responsibilities specified in section 339.755 and the terms of compensation.” If Buyer and/or Seller do not have a written agreement with Broker, it is less likely that Broker will have any claim to compensation if a sale between Buyer and a Seller successfully closes.



Ethics Case Study Contest | 2025 Submissions Closed

Thank you to everyone who participated in this year's Ethics Case Study Contest! The submission portal is now closed.

Winners will be revealed during the Risk Management Mission Committee meeting at the [2026 Winter Business Conference on Wednesday, January 28 at 10:30 a.m.](#)

Looking ahead, the contest will reopen on February 1, 2026 - mark your calendars!

Thank you again for your support and engagement throughout 2025.

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

FEATURED AFFILIATE



This month's featured affiliate is Dan McElfresh of [Homes.com](https://www.homes.com). [Homes.com](https://www.homes.com) offers a full line of advertising products and online marketing services designed to help real estate professionals connect with interested buyers and sellers. If your goals include connecting with quality buyers and sellers searching for their next home and leveraging the right tools and services to grow your business, you've come to the right place

In his free time, Dan enjoys disc golf and bourbon tastings. To learn more, contact Dan McElfresh, by phone at 314.857.8035 or by email at dmcelfresh@homes.com.

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