



[New! Click to get important alerts by text](#)

IN THE NEWS



2026 Winter Business Conference Recap

Thank you to everyone who joined us January 27 - 29 in Springfield for this year's Winter Business Conference. It was a great opportunity to connect with REALTORS® from across the state, take part in high-quality educational sessions, and engage in important governance and leadership discussions as we kicked off the new year together.

To revisit highlights from the conference, including keynote speakers, leadership installations, and photos from the week, check out [President Brian R. Jared's highlights blog](#).

NOW ACCEPTING APPLICATIONS HONOR SOCIETY

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 Sarah Scronce.

Sarah, a full-time St. Charles REALTOR®, brings nearly a decade of experience and a leadership rooted in resilience and service. She serves as Deputy Director of Lincoln County Economic Development and is actively engaged within the REALTOR® organization as the Chair of the Inclusion Advisory Committee, 2024 graduate of the St. Charles REALTORS® Leadership Academy, and a Major Investor in RPAC, with continued involvement at the local, state, and national levels. Beyond real estate, Sarah is the Founder and President of Honorbound K9 Justice Foundation and serves as President-Elect of the Troy Area Chamber of Commerce. Her leadership is recognized through honors including WCR Entrepreneur of the Year and Lincoln County Journal's People's Choice Award - REALTOR®.

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



Missouri Market Statistics | January 2026

In January 2026, there was a 1% decrease in residential property sales and an increase to 59 average days on market, up from 53 days last year. The median sale price saw an increase, reaching \$260,000.

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



Spring Into Clean | Essential Maintenance To-Dos Every Homeowner Should Tackle

Wondering what homeowners should focus on as spring arrives? This month's blog, *Spring Into Clean*, highlights essential seasonal maintenance tasks that help protect property value, boost curb appeal, and keep homes running smoothly. From exterior refreshes and outdoor spaces to comfort systems and safety checks, the blog breaks down what matters most as homes transition out of winter and into a new season. *(Feel free to use this intro and the link below in your own communications.)*

Spring is the perfect time to reset, refresh, and protect your biggest investment. A few proactive maintenance steps now can help prevent costly repairs, improve curb appeal, and keep your home comfortable all year long - making this season about more than just cleaning, but caring for what matters most.

[Read the full blog.](#)

EDUCATION



GRI Module II Courses

Location:
Greater Springfield Board of REALTORS® Learning Center
(1310 E Primrose Street, Springfield, MO 65804)

Pricing:
\$100 per course
\$200 for all three courses
\$50 per course for GRI Designees

Find more information and to register:
missourirealtor.org/gri

Hosted by:



GRI 201: Buyer Representation Mastery
with Donny Allen
Monday, March 30
1:00 PM - 5:00 PM



GRI 202: Investors & Seller Representation Mastery
with Rebecca Delaney
Tuesday, March 31
8:00 AM - 12:00 PM



GRI 203: Negotiation Strategies & Skills
with Michael Jacques
Tuesday, March 31
1:00 PM - 5:00 PM



NEW Dates! | Unlock Your Edge in Real Estate with GRI Module II

Ready to elevate your real estate expertise and stand out in a competitive market? GRI Module II delivers three powerhouse courses designed to sharpen your skills and expand your impact with buyer representation, seller representation, and negotiation skills and strategies.

[Register now!](#)



Build Stronger Leaders | Build a More Profitable Brokerage Take your broker skills to the next level in 2026 with Missouri REALTORS® Broker Education Series.

Performance Leadership: Coach, Manage, & Mentor
facilitated by Maurice Taylor
Tuesday, May 19 | 9:00AM - 4:30PM

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

Location: Missouri REALTORS® Headquarters, Columbia Missouri

Pricing: Early Bird (through March 31): \$179 per class | \$350 bundle
Regular (after March 31): \$225 per class | \$400 bundle

[Learn more & register here.](#)



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](#)



Complete Your CE Requirements with 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 Code of Ethics & Fair Housing.

[Access the courses here.](#)

ADVOCACY



Capitol Update: February 16, 2026 | Movement Continues on REALTOR® Priorities

REALTOR®-supported legislation is gaining ground in Jefferson City. This week's Capitol Update highlights advancement of wholesaling disclosure bills, land bank reforms designed to return distressed properties to productive use, and committee hearings on short-term rental property classification.

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



Bipartisan Housing Bill Passes House of Representatives

A major bipartisan housing package is moving forward in Congress - and Missouri's delegation showed strong support. The Housing for the 21st Century Act recently passed the U.S. House with overwhelming approval, with seven of Missouri's eight representatives voting in favor and one not voting.

The bill now heads to the Senate and includes key REALTOR® priorities focused on boosting housing supply, reducing barriers to development, and expanding pathways to homeownership.

[Learn what's included in the legislation and what comes next.](#)



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

RISK MANAGEMENT



FinCEN's Residential Real Estate Rule ("RRE Rule")

FinCEN's Residential Real Estate Rule (RRE Rule) was introduced to increase transparency and combat money laundering in all-cash residential property transactions. The RRE Rule builds on decades of anti-money laundering legislation and mandates reporting by title companies and settlement agents on all-cash residential real estate transfers to legal entities or trusts, to prevent money laundering.

With the new rule set to go into effect **March 1, 2026**, Missouri REALTORS® encourages members to work with title professionals to be prepared. Missouri REALTORS® has made [revisions to its sale contract forms to help members comply with the new rule as well.](#)

[FAQs and more about the RRE Rule can be found here.](#)



Legal Line FAQ of the Month | What are the risks involved with Seller moving forward with a new offer absent a mutual release?

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).

Further, this is also consistent with the NAR Code of Ethics, which provides as follows in this regard:

- **Standard of Practice 1-7** When acting as listing brokers, Realtors® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing. Realtors® shall not be obligated to continue to market the property after an offer has been accepted by the seller/landlord. Realtors® shall recommend that sellers/landlords obtain the advice of legal counsel prior to acceptance of a subsequent offer except where the acceptance is contingent on the termination of the pre-existing purchase contract or lease. (Amended 1/93)
- **Standard of Practice 1-8** Realtors® , acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. Realtors®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended

1/99)

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).

FEATURED AFFILIATE



This month's featured affiliate is James Herrold of [Refermeo.com](https://www.Refermeo.com). Licensed real estate agents use Refermeo to send and receive referrals with agents nationwide. These agent-to-agent referrals are some of the warmest leads you'll get - real buyers and sellers moving to markets like yours. As a paid subscriber, you can be discovered by agents actively looking for a great local partner. Create a profile in minutes, list where you're licensed and the markets you serve, and start receiving referrals.

In his free time, James loves to cook, play poker, and teach himself how to play new instruments. To learn more, contact James Herrold, by phone at 402.413.5290 or by email at james@townshiptentech.com.

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)

missourirealtors@morealtor.com | 573-445-8400 | [missourirealtor.org](https://www.missourirealtor.org)

2801 Woodard Drive, Suite 101 | Columbia, MO 65202