



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

IN THE NEWS



Register for the Spring Business Conference!

This year's [Spring Business Conference](#) will take place on April 28 - 30 in Columbia! This is your opportunity to connect with fellow REALTORS®, gain valuable insights, and recharge alongside colleagues from across the state.

REGISTER TODAY!



2026 REALTOR® Volunteer Days

Mark your calendar for the 2026 REALTORS® Are Good Neighbors Volunteer Days and be a part of a collective force for good!

Missouri REALTORS® is encouraging Local Board/Association offices and groups of members to participate in REALTOR® Volunteer Days, May 30 – June 7. Groups who [complete the online participation form before Friday, April 10](#) will receive Missouri REALTORS® branded REALTORS® Are Good Neighbors t-shirts for up to 12 volunteers (per request) to wear during their volunteer activity!

To learn more, including a toolkit for event promotion and to submit an activity form, visit [2026 REALTOR® Volunteer Days](#).

Questions? Contact Kate Stevens, Director Digital and Visual Communications at kate@morealtor.com | [573.445.8400 x 1300](tel:573.445.8400)



Apply for the 2026-2027 Leadership Academy Class!

Recognizing that its members deserve leaders who are knowledgeable and well prepared, Missouri REALTORS® coordinates a statewide Leadership Academy. Through this program, Missouri REALTORS® trains emerging REALTOR® leaders so that they may exert a positive influence on the future of Missouri REALTORS®, their Local Boards/Associations, and the industry.

The participants work together in a training course of five retreats that combine presentations, group activities and project planning. Sessions include the development of leadership skills, group activities and project planning. Sessions include the development of leadership skills, team-building exercises, goal setting, personal profile analysis, communication, ethical decision making, and much more.

[APPLY TODAY](#)

The deadline to apply for the 2026-2027 Leadership Academy class is May 29, 2026.

NOW ACCEPTING APPLICATIONS
HONOR SOCIETY

Last Call for Honor Society Applications!

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 David Nichols.

David, owner and CEO of RE/MAX State Line + Elite, serves agents and clients across the Kansas City metro and is known for his commitment to leadership development and industry service. He currently serves as the 2026 President of the Kansas City Regional Association of REALTORS® and is a Missouri REALTORS® State Director and National Association of REALTORS® Director. A Past President of Heartland MLS, David was also the first volunteer from Heartland MLS to earn the CMLS Certified MLS Volunteer designation. His leadership has been recognized by the Kansas City Business Journal as one of its "20 People to Know in Real Estate in 2026," along with multiple honors within the RE/MAX network.

[To learn more about David, visit his Leadership Spotlight blog.](#)



Missouri Market Statistics | February 2026

In February 2026, there was a 6% increase in residential property sales and an increase to 60 average days on market, up from 55 days last year. The median sale price saw a increase, reaching \$269,000.

To view February results, including archived market reports, visit: missourealtor.org/news-events/missouri-market-statistics



Fair Housing Month | What Every Missouri Homebuyer Should Know

What rights do Missouri homebuyers have when purchasing a home? This month's blog, **Fair Housing Month: What Every Missouri Homebuyer Should Know**, breaks down the basics of fair housing laws, common forms of housing discrimination, and the protections in place for buyers across the state. From understanding federal and state safeguards to knowing what to do if something feels off, the blog offers a clear, consumer-focused overview buyers should be aware of. *(Feel free to use this intro and the link below in your own communications.)*

Fair housing is about equal access, informed decisions, and confidence throughout the homebuying process. Understanding these protections helps buyers focus on what matters most: finding the right place to call home while knowing their rights are protected along the way.

[Read the full blog.](#)



This month, Specialty Groups is spotlighting the Missouri REALTORS® Property Management Section.

The Property Management Section supports members through education and the exchange of ideas, trends, and real-world experiences unique to the property management space. The group is committed to upholding the highest standards of professionalism while protecting the rights of both landlords and tenants.

Shawna Neuner, 2026 Chair of the Property Management Section, shared insights on the section's work and upcoming initiatives. She noted that property management is a distinct niche within the real estate industry, with its own set of clients, regulations, and responsibilities. Property managers often serve as the bridge between landlords and tenants, navigating the differences between clients and customers while remaining mindful of regulations and property rights

on both sides.

Property Management Section events are open to all members. Meetings are typically held during Missouri REALTORS® state conferences, with continued conversations happening on The Landing and occasional in-person events -such as the upcoming [Networking Event on Tuesday, April 28, from 5 - 7 PM during the Spring Business Conference](#). Members are encouraged to attend, connect with peers, and learn more about the Property Management Section.

For additional insights from Shawna and more information about the section, [visit the Specialty Groups Landing Community](#).

EDUCATION



GRI Module I Courses

Location:
Spring Business Conference at the
Mid-Missouri Board of REALTORS® Office
(311 Bernadette Dr, Columbia, MO 65203)

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:
Mid-Missouri Board of REALTORS®

GRI 102: Fair Housing
with Blake Willoughby
Sunday, April 26
1:00 PM - 5:00 PM



GRI 103: Contracts & Forms
with Robert Campbell
Monday, April 27
8:00 AM - 12:00 PM



GRI 101: Code of Ethics
with Tracey Yost
Monday, April 27
1:00 PM - 5:00 PM



GRI Module I | Register Today!

Kick off the 2026 Spring Business Conference by getting a head start with GRI Module I, hosted by Missouri REALTORS® in partnership with the Mid-Missouri Board of REALTORS®. Approved by the National Association of REALTORS®, the Graduate REALTOR® Institute (GRI) program helps REALTORS® expand their knowledge while earning valuable CE credits.

Join us April 26 - 27 in Columbia, Missouri, for focused instruction on ethics, fair housing, and Missouri REALTORS® forms - an ideal way to prepare for the conference while strengthening your skills and practice.

[Register and learn more about the GRI program.](#)



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 | 9:00 AM - 4:30 PM

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

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

[Learn more and 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](#)

Missouri REALTORS® Online Continuing Education

powered by 

Missouri REALTORS® Online CE | 12-Hour License Renewal Package \$95!

Renewal year is here and we know you are busy managing your teams. Engage with Missouri REALTORS® developed education on ethics, fair housing, forms, and agency, while also completing all your requirements for Missouri license renewal and both NAR learning requirements.

Complete all your requirements before broker renewal deadline on June 30.

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



CERTIFIED INTERNATIONAL PROPERTY SPECIALIST DESIGNATION

Unlock Global Real Estate Opportunities

CIPS COURSES BEGIN APRIL 15TH

REGISTER NOW



The World is Coming to KC for the World Cup! Earn Your CIPS Designation

Unlock global real estate opportunities through the Certified International Property Specialist (CIPS) designation, catering to diverse audiences such as international investors, U.S. residents exploring new markets, and local clients eyeing overseas property investments.

Kansas City Regional Association of REALTORS® (KCRAR) is offering the required courses to kickstart your CIPS designation process and at an unbeatable price! Participants can take the full five course CIPS series for just \$399 for KCRAR members and \$475 for non-KCRAR members, compared to the \$755 NAR online price.

Classes will be held at the **KCRAR - Leawood Office on April 15-17 and 20-21**. The CIPS course series is approved for 9 hours of ELECTIVE CE credit in KS & MO. To receive the 9 hours of CE credit, registrants must be in attendance for all five class session days.

[Register and learn more about the CIPS offerings.](#)

ADVOCACY



Capitol Update: March 16, 2026 | REALTOR®-Tracked Legislation Keeps Pace at the Capitol

It was an active week at the Capitol for REALTOR®-tracked legislation. Deed fraud protections passed the House, wholesaling bills continue advancing in both chambers, and a proposed constitutional amendment to eliminate Missouri's individual income tax - which raises concerns for Missouri REALTORS® - is headed to the Senate.

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



New federal changes to a key rural homebuyer loan program could affect your clients in rural Missouri. The USDA recently tightened eligibility and financing rules for its Section 502 direct loan program - including a reduction in loan limits - with no public comment period before taking effect.

Here's what you need to know.

RISK MANAGEMENT



Legal Line FAQ of the Month | Understanding Marital Interest and Spousal Signatures in Missouri Real Estate Transactions

Question: Can Legal Line provide information on marital interest and who

needs to sign the brokerage services agreement(s) and sale contracts?

Answer: In general, all owners should sign a brokerage services agreement(s) and sale contract (See, e.g., 20 CSR 2250-8.090(4)(A)(11)). Missouri law generally presumes that, in addition to any actual ownership interest (i.e., holding title), both spouses have a marital interest in any piece of property owned by either spouse. §474.150.2 RSMo provides that "Any conveyance of real estate made by a married person at any time without the joinder or other written express assent of his spouse, made at any time, duly acknowledged, is deemed to be in fraud of the marital rights of his spouse, [...] unless the contrary is shown."

Whether a spouse does or does not in fact have a marital interest in a property will always be ultimately dependent on the specific facts involved in each case. Chapter 452 of RSMo, which deals primarily with dissolutions of marriage and divorce, includes §452.330 RSMo, which is entitled "dissolution of property and debts, factors to be considered," which may shed some light in this particular regard.

In relevant part, section 3 of the statute states that "All property acquired by either spouse subsequent to the marriage and prior to a decree of legal separation or dissolution of marriage is presumed to be marital property regardless of whether title is held individually or by the spouses in some form of co-ownership such as joint tenancy, tenancy in common, tenancy by the entirety, and community property" (emphasis added). Essentially, the statute creates a presumption that all assets acquired subsequent to marriage are marital property. However, the statute goes on to say that the "presumption of marital property is overcome by a showing that the property was acquired by a method listed in subsection 2 of this section."

Section 2 of the section then identifies several exceptions which overcome the presumption, including but not limited to:

- "(1) Property acquired by gift, bequest, devise, or descent;
- (2) Property acquired in exchange for property acquired prior to the marriage or in exchange for property acquired by gift, bequest, devise, or descent;
- (3) Property acquired by a spouse after a decree of legal separation;
- (4) Property excluded by valid written agreement of the parties; and
- (5) The increase in value of property acquired prior to the marriage or pursuant to subdivisions (1) to (4) of this subsection, unless marital assets including labor, have contributed to such increases and then only to the extent of such contributions".

Ultimately, what (if any) documentation a spouse must sign depends on the type of interest that spouse has. If the spouse has a titled interest (i.e., is on the property's title), then the spouse must likely sign any and all transaction documents alongside his/her other spouse (even if there is no marital interest). If a spouse only has a marital interest and a "waiver of marital interest" is signed, then the spouse's signature may not be required on the other transaction documents.

While a broker is not in a real position to make the determination if a spouse does or does not in fact have a marital interest (which is a legal determination that needs to be left to the lawyers), it should still be a safe and conservative approach to simply discuss the issue and obtain either a marital waiver of interest or the signatures of both spouses to a listing.

FEATURED AFFILIATE



This month's featured Affiliate is Cody Stepp of [Workflow Secrets](#). SAM (Systems Accelerator Manager) is an AI-native platform that is helping real estate agents and teams across North America run their business. Instead of managing endless tasks, follow-ups, and templates by hand inside dated tools, SAM replaces that patchwork, bringing together your database, communications, and automations, then builds and runs the entire system for you.

Cody is a certified PADI Open Water SCUBA Diving Instructor and 3rd generation entrepreneur. To learn more, contact Cody Stepp by email at cody@workflowsecrets.info.

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)
missourirealtors@morealtor.com | 573-445-8400 | missourirealtor.org

2801 Woodard Drive, Suite 101 | Columbia, MO 65202