



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Join Us at the Spring Business Conference!

This year's [Spring Business Conference](#) will take place April 29 - May 1 in Columbia. This will be a great opportunity to engage with dynamic speakers, participate in top-notch educational sessions, and enjoy invaluable networking opportunities with REALTORS® from across the state!

To learn more about the upcoming Spring Business Conference, visit President Bobbi Howe's recent [Common Ground post](#).

Register Here!

Leadership Spotlight

Marissa Lightsey

Heart of Missouri Board of REALTORS®



This month, we are shining the Leadership Spotlight on Marissa Lightsey.

Meet this Mid-Missouri REALTOR® who balances impressive real estate achievements with

meaningful community service. As a standout member of the Heart of Missouri Board of REALTORS® and a Central 21 Franchise 30 under 30 award honoree, Marissa continues to excel professionally while making a significant impact through her volunteer work. As the Real Estate Broker Owner of Century 21 Peak, Marketing and Associates, she has guided over 250 clients through their real estate journeys. Her current roles with the Mexico Area Chamber of Commerce and Mainstreet Mexico demonstrate her commitment to her community.

To learn more about Marissa and her dedication to serving others, [visit her Leadership Spotlight blog!](#)



Apply to Serve in 2026!

We pride ourselves on being a mission-driven organization. In our fast-paced, evolving industry we must be willing to adjust and embrace change to ensure we are able to meet future needs. This proactive approach means we are always looking for volunteers to help us achieve our goals and ensure Missourians have the right to homeownership.

Apply today to serve on a committee or lead an output group!

APPLY TODAY

The deadline to apply is May 15, 2025.



Apply for the 2025-2026 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, team-building exercises, goal setting, personal profile analysis, communication, ethical decision-making, and much more.

APPLY TODAY

The deadline to apply is May 16, 2025.



Missouri Market Statistics | February 2025

In February, residential property sales experienced a 5% decrease compared to the same period last year, resulting in an increase to 55 days on market. The median sale price recorded a 7% increase compared to the same period in 2024, coming in at \$252,000.

For detailed information and archived market reports, visit: missourirealtor.org/market-statistics



Spring into Equity: 4 Powerful Ways Homeownership Builds Wealth

Unlock the financial potential hiding right in your home this spring! Discover how Missouri homeowners can transform their property from a living space into a powerful wealth-building asset. *(Feel free to utilize the blog intro and link below for sharing.)*

Homeownership isn't just about having a place to live - it's a strategic financial journey that grows your net worth with every season. This insider's guide reveals how natural market appreciation, smart mortgage payments, targeted improvements, and strategic equity management can turn your home into a cornerstone of long-term financial stability. Whether you're a first-time buyer or a seasoned homeowner, these insights will help you maximize the hidden potential of your most valuable asset.

[Click here](#) to learn how to spring into financial growth through homeownership.



Missouri REALTOR®
PARTY ★

Land Use Initiative Grant Helps Douglas County Table Potentially Harmful Ordinances

Land Use Initiative Grant Helps Douglas County Table Potentially Harmful Ordinances

When Douglas County proposed an ordinance that could have severely restricted property owners' access to their own land, the Ozark Trail Board of REALTORS® took swift and strategic action. With the help of the Missouri REALTORS® Advocacy Team, they leveraged the National Association of REALTORS® Land Use Initiative to successfully challenged a potentially devastating regulation that would have granted unchecked power to the County Commission and threatened property rights. [Click here to learn more.](#)

If your community is facing similar land use challenges, reach out to our Advocacy Team at realtorparty@morealtor.com for expert advocacy and support.



REALTOR® Volunteer Days

Mark your calendar for the 2025 REALTORS® Are Good Neighbors Volunteer Days and be a part of a collective force for good!

To support NAR's REALTOR® Volunteer Days, Missouri REALTORS® is encouraging local board/association, offices, and groups of members to participate in REALTOR® Volunteer Days, May 10-18. Groups who complete our online [participation form](#) by Thursday, 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!

We also encourage you to utilize our [REALTOR® Volunteer Days customizable graphics](#) to help promote your event!

Questions? Contact Missouri REALTORS® Director of Digital Communications Maddie Harres at maddie@morealtor.com | 573.445.8400 x1300

NOW ACCEPTING APPLICATIONS! REALTOR® SALESPERSON OF THE YEAR



Accepting Applications | REALTOR® Salesperson of the Year Award

The REALTOR® Salesperson of the Year (RSOTY) award is given to a member who exemplifies a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more.

The RSOTY award application deadline is **Monday, March 31, 2025**.

APPLY TODAY

The REALTOR® Salesperson of the Year (RSOTY) is selected each year from nominations received by local boards/associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).

NOW ACCEPTING APPLICATIONS! REALTOR® OF THE YEAR



Accepting Applications | REALTOR® of the Year Award

The REALTOR® of the Year (ROTY) award is given to a member who exemplifies "REALTOR® Spirit". In other words - faithfulness to principles of organized real estate, to laws and regulations of his/her local board/association, and to the Code of Ethics of the National Association of REALTORS®. The ROTY also demonstrates efforts to encourage good real estate practices among other real estate brokers, time spent with the press and the public explaining the real estate profession.

The ROTY award application deadline is **Thursday, May 1, 2025**.

APPLY TODAY

The REALTOR® of the Year (ROTY) is selected each year from nominations received by local boards and associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).

EDUCATION



2025 GRI Course Schedule

The Graduate REALTOR® Institute (GRI) designation, offered by Missouri REALTORS®, is a comprehensive professional development program designed to enhance real estate expertise through in-depth training. This NAR-approved program consists of 16 in-person courses totaling 66 hours of education, covering essential areas including legal and regulatory issues, technology, professional standards, and the sales process.

The program's extensive curriculum helps REALTORS® attract and build new business while developing advanced skills across the entire real estate landscape. The next available session, Module III focusing on technology fundamentals and business collaboration, will be held **during the Spring Business Conference in Columbia, MO on April 27-28, 2025.**

To learn more and view the full schedule, [click here!](#)

Questions? Contact Missouri REALTORS® Director of Education Blake Willoughby at blake@morealtor.com | 573.445.8400 x1180



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). REALTOR® plates are available for registered Missouri vehicles only.

LEARN MORE

ADVOCACY



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 Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110



**NAR Director
Application**
Apply today.

National Director Opportunity

Missouri is projected to have three director positions become vacant on the National Association of REALTORS® (NAR) Board of Directors for the 2025-2028 term (effective December 1, 2025–November 30, 2028). The breakdown for these projected vacancies is one (1) state allocated director, one (1) small board representative, and one (1) medium board representative.

NAR defines a small board as having 499 members or less, and medium boards as having 500-1,999 members.

Members who are interested and eligible may [download the National Director application here](#). **Applications must be completed with all appropriate signatures and submitted to Missouri REALTORS® no later than April 1, 2025, to be considered.** [Click here to learn more.](#)

Questions? Contact Missouri REALTORS® Vice President of Communications and Member Engagement Cara Harmon at cara@morealtor.com | 573.445.8400 x1170

**Join the REALTOR®
Party Team!**
APPLY TO SERVE

Missouri REALTOR®
PARTY ★

VACANCIES | State Political Coordinators

With so many new faces in the state capitol, we have SPC vacancies for State Senators across the state! If you are a Missouri REALTOR® with a substantive relationship with a State Senator, OR you would like to build a relationship, please apply to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC). Your Missouri REALTORS® Leadership Team makes the appointments for SPCs. In situations where there are multiple applicants for a position, one will be chosen as the SPC and others will be added as members of their "Team" who works with the Legislator.

Available positions include:

- Patty Lewis - Kansas City
- Barbara Washington - Kansas City
- Rusty Black - Northwest MO
- David Gregory - St. Louis
- Maggie Nurrenbern - Kansas City – Clay
- Mary Elizabeth Coleman - Jefferson County
- Adam Schnelting - St. Charles
- Jamie Burger - Cape Girardeau/Perryville
- Mike Moon - McDonald/Berry County
- Rick Brattin - Cass/Johnson/Bates County

Please [use this form to apply to serve as an SPC](#).

Questions? Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations Erin Hervey at erin@morealtor.com | 573.445.8400 x1110



Join the MO REALTOR Party in DC

[Registration](#) is now open for [REALTORS® Legislative Meetings](#)! The event is May 31-June 5, including the [REALTORS® Trade Expo](#) which takes place June 2-3, 10 a.m.- 5 p.m.

The REALTORS® Legislative Meetings bring together thousands of members to conduct the business of NAR and unite for a common cause—advancing the real estate industry through impactful policy advocacy.



Missouri REALTOR®
PARTY★

Robert W. Borgmann RPAC Auction

Robert W Borgmann RPAC Auction

Be the totally rad boss and score reserved seating for you and your crew at this year's Robert W. Borgman Auction on Wednesday, April 30th, at the Wyndham Expo Center! Tables seat 10 and are just \$250, which goes toward your annual RPAC pledge.

There's a limited number, so contact Mandy Maltbie at mandy@morealtor.com to snag your table before they're gone.

**Table reservation doesn't include admission. Grab your tickets when you register for the [Missouri REALTORS® Spring Business Conference](#).*



Missouri REALTOR®
PARTY★

Rad Pac Reception

Rad PAC Potential Major Investor Reception

Want to know what it takes to be a Major Investor and why RPAC is so important? Come to a special Pre-Auction reception just for YOU! We've got a stellar speaker, Natalie Davis, who's ready to answer all your questions and share how you can get involved.

Mark your calendars for Wednesday, April 30, 5:00pm at the Wyndham Executive Center, Columbia, MO. [Click here to reserve your seat today!](#)

Questions? Contact Missouri REALTORS® Manager of RPAC Fundraising Mandy Maltbie at mandy@morealtor.com. | 573.445.8400 x1290



Missouri REALTORS® Showcases Area Market at MIPIM

President Bobbi Howe and members of the Missouri REALTORS® staff spent March 10th-March 14th attending the MIPIM Expo in Cannes, France. The five-day conference had hundreds of sessions covering a variety of industry issues, including sustainability, global trends, artificial intelligence, and many other business-critical topics. Hundreds of attendees stopped by the Missouri REALTORS® booth in NAR's USA Pavilion to exchange ideas and contact information.



Stay Ahead with the Latest Capitol Updates!

Keeping up with legislative updates is crucial to maximize opportunities and provide the best guidance for your clients. Each week, Missouri REALTORS® shares key insights into legislative proposals, policy changes, and regulatory developments that could impact your business. Stay informed, stay competitive, and unlock new possibilities.

Don't miss out, stay tuned to our [Legislative Updates](#) to keep up with the latest updates!

RISK MANAGEMENT



New Construction Forms Launch (Effective March 31)

In the latest edition of [Keeping It Legal](#), General Counsel and Vice President of Risk Management Robert Campbell launches the brand-new "New Construction" forms set, effective March 31, 2025.

We have also updated our website to feature a dedicated [New Construction Forms page](#). There, you will find brief explanations and sample versions of each new form, along with a link to the New Construction Forms and Riders Instruction Manual.

For more resources on standard forms, including approved form providers, visit the [Standard Forms page](#). Both this page and the New Construction Forms page include access to our "Master Forms Index," a comprehensive list of all Missouri REALTORS® standard forms, along with additional Instruction Manuals to guide you through completing specific forms.



Legal Line FAQ of the Month - Sophisticated Seller Can Contract with Listing Broker for Presentment of Offers Terms

Question: Can a Seller instruct Listing Broker to set “terms” when it comes to the presentment of offers from potential buyers? For example, could Seller tell Listing Broker not to present offers from a particular buyer, offers under a specific dollar value, or offers that contain certain contingencies?

Answer: While a listing broker has the responsibility to “*presen[t] all written offers to and from the client in a timely manner regardless of whether the property is subject to a contract for sale or lease or a letter of intent to lease,*” §339.730 RSMo, a brokerage service agreement can specify that listing broker should not even send these offers through to seller. Presumably, a “sophisticated” seller can contract with listing broker to indicate or instruct which offers (or the timing of presentation, etc.) should be presented to the seller, or what information they choose to disclose (provided it’s not a disclosure required by statute or an adverse material fact).

That being said, a listing broker also possesses the duties of loyalty and fidelity to seller, which generally means that a client’s instructions and demands must be accommodated. As long as the listing broker has a written directive from the seller instructing broker not to submit certain offers, the listing broker is probably obligated to abide by the seller’s wishes. However, listing broker may want to make it clear that seller may be missing out on potential opportunities by limiting the presentation of certain offers. Furthermore, even though the seller’s written directions with respect to the handling of certain offers controls, the listing broker may still want to consider letting seller know when an offer has come in as well as the deadline for responding to the same to see if the seller wants to review it. In any case, the listing broker should take notes in the client file of these instances (in addition to the written instructions in the brokerage service agreement) for proof in the event such actions came under scrutiny.

Questions? Contact Missouri REALTORS® General Counsel and Vice President of Risk Management Robert Campbell at robert@morealtor.com | 573.445.8400 x1220

Code of Ethics Case Study Contest

Case Study #2

Ethics Case Study Contest

The Risk Management Committee is excited to announce an exciting new Case Study Contest open to all members, with plenty of chances to win cash prizes!

Hosted by the Missouri REALTORS® Risk Management department, this contest aims to raise awareness about the importance of the Code of Ethics. By exploring real-world applications of the Code, you'll gain valuable insights that can help strengthen your business.

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 to receive a \$50 gift card, and in January, we'll award a grand prize to the member(s) who complete the most case studies.**

Don't miss out — [click here to learn more and participate in Case Study #2 today!](#)

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



Go Beyond the Case Studies & Earn CE with *Level Up Ethical Power!*

Enjoying the case study contest; why not go deeper!? During the **Spring Business Conference on Tuesday, April 29th 9:00 AM – 12:00 PM** join Missouri REALTORS® Director of Forms & Professional Standards, Tracey Yost, in *Level Up Ethical Power!* This course will help agents and brokers level up their ethical power by ensuring they understand the NAR Code of Ethics and the professional standards process. Students will engage with group discussion and case studies to enhance their skills.

Registration costs \$30; by completing the class students will have met their NAR Cycle 8 Code of Ethics requirement and earn 3 Elective Hours of Missouri CE. [Click here to learn more and select the class when you register for the 2025 Spring Business Conference.](#)

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



LEGAL Line is a "members only" service benefit that allows Missouri REALTORS®, both brokers and agents, direct access to an experienced real estate attorney who can provide information on a variety of real estate law topics.

Do you have a legal question that hasn't been covered in the [LEGAL Line Library?](#) Visit [About LEGAL Line](#) to learn more.

Important Changes to Licensure Requirements

Important Changes To Licensure Requirements

In the new MOPRO system, licensees and applicants will be required to submit proof of or demonstrate continued lawful presence in the United States.

Federal law 8 U.S.C.A §1621, requires individuals be "lawfully present" to hold a license to practice. "Lawfully present" people are U.S. citizens or foreign residents holding specific VISA status or other legal authority to work in the United States. Acceptable documents demonstrating lawful presence are listed below.

Proof of lawful presence also helps us protect you against the fraudulent use of your personal information in the licensing system.

Proof of lawful presence will be required for all new applications and reinstatements (from a lapsed, inactive, or expired status) after January 14, 2025.

U.S. Citizenship:

- (1) A REAL ID driver's license
- (2) A birth certificate showing birth in one of the 50 states or territories of the United States
- (3) A signed United States passport; current or expired.

Foreign Citizen Proof of Lawful Presence:

- (1) F1 Student Visa
- (2) H1B Visa
- (3) U.S. Permanent Resident Card
- (4) U.S. Permanent Resident Card Expired - Extension Granted
- (5) VISA with stamped date of U.S. entry

Click here to [learn more](#).

Questions? Contact Missouri REALTORS® General Counsel and Vice President of Risk Management Robert Campbell at robert@morealtor.com | 573.445.8400 x1220

FEATURED AFFILIATE



First American Title™



This month's featured affiliate is Cristie Johns with First American Title. Whether you're a homebuyer or seller, a real estate agent, mortgage broker or lender, commercial property professional, builder, developer, title agency, or legal professional, First American Title is your trusted guide for seamless closing transactions.

To learn more, contact Cristie Johns, KC/MO State Sales Manager, by email at cjohns@firstam.com

Copyright © 2025 [Missouri REALTORS®](#). All rights reserved.