



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2025 Spring Business Conference Recap

Over 400 REALTORS®, affiliates, and sponsors from across the state helped ring in the Spring Season at the Spring Business Conference in Columbia, April 29 - May 1. Thank you to everyone who attended this event! We hope you found the Conference impactful and can't wait to see you at the Fall Business Conference in St. Louis, September 23 - 25.

To learn more, visit President Howe's [conference recap blog](#). You can also view and download high-resolution event photos by visiting our [Flickr page](#).



DEADLINE EXTENDED: Apply for the 2025 - 2026 Leadership Academy Class!

We know our association is full of future leaders - and we don't want you to miss out. That's why we've **extended the application deadline for our Leadership Academy to May 30!**

This transformative program includes five dynamic retreats featuring expert-led presentations, interactive group activities, and hands-on project planning. Participants will build essential leadership skills through sessions on team building, goal setting, personal profile analysis, effective communication, ethical decision-making, and more.

It's a powerful opportunity to invest in your growth - professionally, personally, and within your community.

APPLY TODAY

The deadline to apply is May 30, 2025.



Offering \$250,000 to Missourians Impacted by Tornadoes

In collaboration with the National Association of REALTORS® Relief Foundation, the Missouri REALTORS® Relief Foundation is proud to make \$250,000 available to Missourians impacted by the tornadoes that swept across Missouri on May 16, 2025.

The application deadline is July 31, 2025. [Learn more and help us spread the word in your community!](#)

Questions? Contact missourirealtors@morealtor.com



13,000+ Missourians Served During Missouri REALTOR® Volunteer Days

Missouri REALTORS® made a significant community impact during the 2025 REALTOR® Volunteer Days May 10-18, with 550 participating REALTORS® serving over 13,000 Missourians statewide. The nationwide philanthropic initiative saw REALTORS® engaging in diverse community service projects including serving meals at local charities, walking dogs at humane societies, cleaning city streets, and assisting with humanitarian efforts.

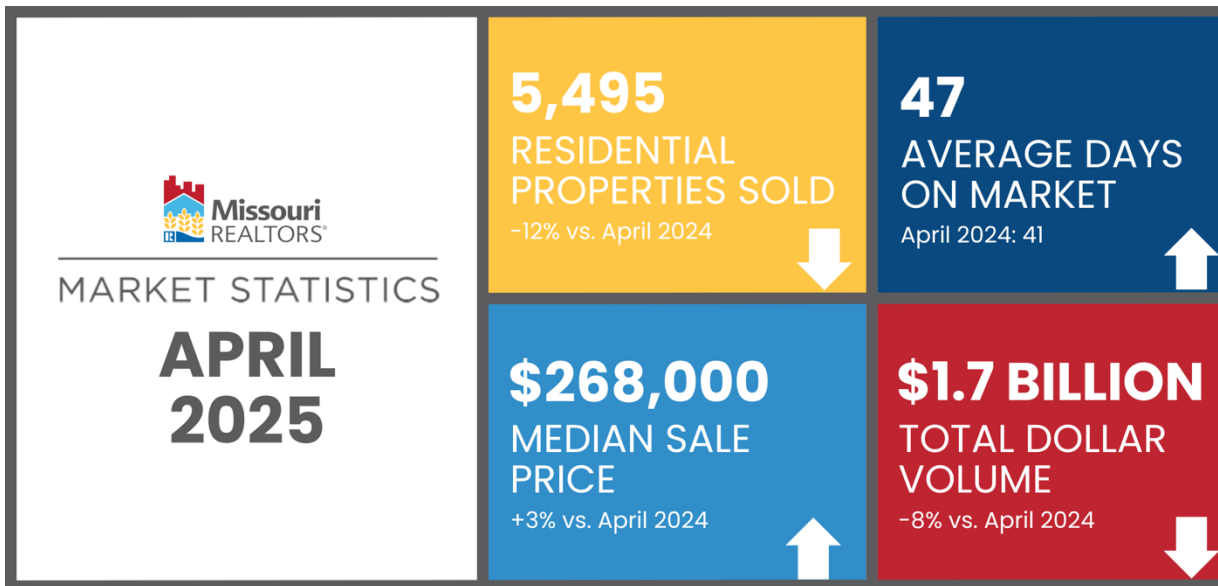
[Read the full press release.](#)



This month, we are shining the Leadership Spotlight on Sally Bush.

Meet this Four Corners Board of REALTORS® professional who brings over 25 years of industry experience with exceptional leadership and community dedication. As Vice President of the Four Corners Board of REALTORS® and recipient of both the 2023 Realtor of the Year and 2024 Community Service Award, Sally continues to lead through extensive committee service and legislative advocacy. Her commitment extends beyond real estate through weekly volunteer work at the Area Agency on Aging, active participation in Hope Kitchen meal service, and leadership in developing a local dog park. As an RPAC Major Investor and dedicated volunteer, she exemplifies how REALTORS® make meaningful impacts in their communities.

To learn more about Sally, [visit her Leadership Spotlight blog!](#)



Missouri Market Statistics | April 2025

In April 2025, there was a 12% decrease in residential property sales and an increase to 47 average days on the market compared to last year. The median sale price saw an uptick, reaching \$268,000.

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



National Homeownership Month: How Buying a Home Builds Generational Wealth and Community Stability

Celebrate National Homeownership Month by discovering how property ownership creates lasting financial legacies! Learn how today's real estate investment can transform your family's future for generations to come. *(Feel free to utilize the blog intro and link below for sharing.)*

Homeownership isn't just about having a place to call your own - it's about building a foundation for generational prosperity and community strength. This comprehensive guide reveals how property ownership creates powerful wealth-building opportunities through equity accumulation, tax advantages, and appreciation potential that can be passed down through families. Beyond the financial benefits, discover how homeowners help create stable neighborhoods, stronger schools, and more engaged communities. Whether you're considering your first home purchase or looking to expand your real estate portfolio, these insights will help you understand the profound long-term impact of homeownership on both your financial future and your community's wellbeing.

[Click here](#) to learn how homeownership can become your family's most powerful wealth-building tool.

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 IV focusing on lead generation, marketing, pricing, and business practices, will be held in **Springfield, MO on June 23-24, 2025.**

[View the full schedule, learn more, and register today!](#)

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



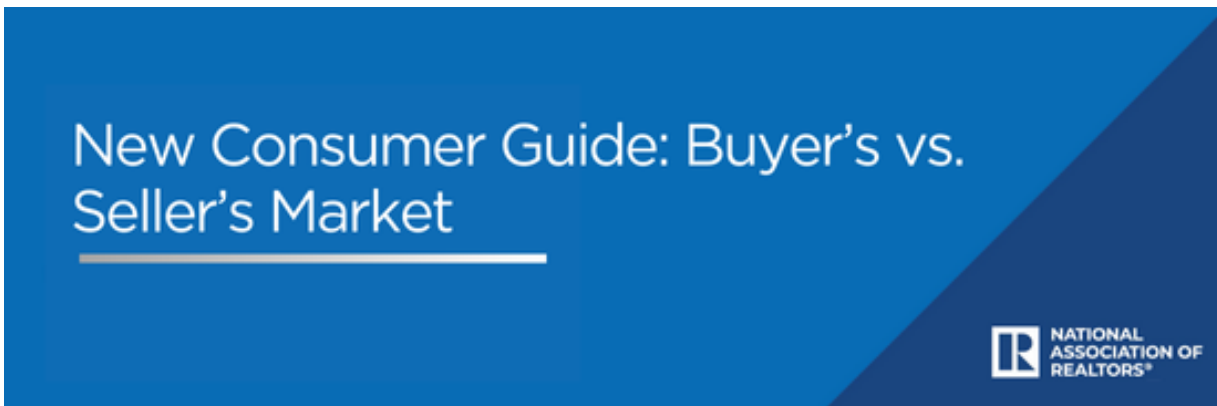
GRI Scholarships

Apply for a GRI Scholarship to help cover the cost! Missouri REALTORS® is awarding a total of six scholarships - three for Module IV and three for Module V. Each scholarship provides \$500 to assist with tuition for one of the modules.

Don't miss this opportunity to invest in your professional growth and work toward earning your GRI Designation.

The deadline to apply is May 30, 2025. [Learn more about the program and apply today!](#)

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



New Consumer Guide: Buyer's vs. Seller's Market

NAR has released its [latest consumer guide](#) explaining the dynamics of buyer's and seller's markets. This comprehensive resource helps consumers understand market conditions that favor either buyers or sellers, key economic indicators to watch, and strategic approaches for navigating each market type. Learning to recognize these market patterns is crucial for both homebuyers and sellers to time their transactions effectively, negotiate strategically, and make informed decisions that maximize their financial outcomes.

[View all consumer guides.](#)



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

**Ever Think Of
Running For Office?**

CANDIDATE TRAINING ACADEMY

[2025]



WEDNESDAY | JULY 9 | 9:00 AM - 2:00 PM

Candidate Training Academy

Ever thought about running for office? Join us for Candidate Training Academy at our Missouri REALTORS® Headquarters in Columbia, MO on July 9 from 9:00am to 2:00pm. The candidate training is a one-day event for REALTORS® and affiliates, associates, local

businesspeople, and friends – anyone interested in running for local office who supports private property rights and home ownership.

The Candidate Training Academy covers seven strengths and skills for successful campaigns, including:

- How to concisely articulate reasons for running
- How to plan and budget for a race
- What research is helpful for a campaign and how to get it done
- The need to leverage social media
- How to raise money and what rules are in place governing what you can collect and how you can collect it
- How to ensure you have sufficient time and opportunity to make contact with voters
- How to get out the vote on election day

SIGN UP



RPAC President's Circle

We're excited to announce that Round 3 of President's Circle has launched including two Representatives from Region IX. These REALTOR® allies are leading the charge in Congress advocating for real estate, protecting our industry and promoting the American Dream of homeownership! The deadline to complete your President's Circle investments for 2025 is September 30.

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



U.S. House of Representatives pass Tax Reform Bill

U.S. House of Representatives Pass Tax Reform Bill

The U.S. House of Representatives passed a long-anticipated tax reform package, the One Big Beautiful Bill Act, early Thursday morning that included several major victories for members of National Association of REALTORS®.

NAR's advocacy team successfully secured its top five tax priorities in the draft bill, including an enhanced small business tax deduction, a strengthened state and local tax (SALT) deduction, and protections for the mortgage interest deduction (MID). The bill also makes the current lower individual tax rates permanent and increases the child tax credit, moves that could help increase homeownership access for more American families.

For more information [click here](#).

Capitol Update



Multiple REALTOR® Priority Bills Head to Governor's Desk

Missouri REALTORS® achieved significant legislative victories this session, with several priority bills now awaiting Governor Mike Kehoe's signature after the Senate concluded work two days ahead of schedule. Key wins include:

- House Bill 596 requiring signed contracts with buyer's agents
- House Bill 595 preventing local governments from mandating Section 8 voucher acceptance

- House Bill 594 allowing Missourians to deduct capital gains taxes from state returns

Meanwhile, several REALTOR®-opposed measures failed to advance, including efforts to repeal the ban on sales taxes for services. With multiple priority bills positioned for the governor's consideration and most new laws taking effect August 28th if signed, this session represents substantial progress for Missouri REALTORS® legislative agenda.

[Read the full legislative update here.](#)

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.

NAR's new Consumer Guide covers how to find land for sale, explains construction loans, and weighs the pros and cons of building a custom home. [Read the full guide.](#)



Ethics Case Study Contest

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. Plus, have a chance to win cash prizes!

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 #4 today!](#)

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

Missouri REALTORS®



LEGALline

573-447-5278

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.

FEATURED AFFILIATE



This month's featured affiliate is Katie Otto of [USA Mortgage](#). Driven by a passion for always improving the mortgage process, USA Mortgage will find the right types of loans, with rates that work for you. You can be sure they have a real stake in providing you with the best experience possible.

To learn more, contact Katie Otto, Vice President of REALTOR® Relations, by phone at (314) 628-2224 or by email at kotto@usa-mortgage.com.



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