



Missouri REALTORS® Brokers,

This month's Broker Connection is packed with legal and legislative updates, including:

- Missouri REALTORS® Online CE | 12-Hour Renewal Package – Only \$95
- NEW! Quarterly Ethics Corner | The Importance of Disclosing Pertinent Facts
- Missouri REALTORS® Head to Capitol Hill

Plus, information about this month's NAR Agent Retention Flyer, Legal Line FAQ of the Month, and more. We also encourage you to visit broker.realtor for additional resources, and stay tuned to the [Brokers Community on The Landing](#) for updates specific to Missouri.

If you have any questions, or are searching for additional resources, please don't hesitate to contact me directly, or anyone on our dedicated Missouri REALTORS® [staff](#) and [volunteer leadership teams](#).

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
breanna@morealtor.com

BROKERAGE MANAGEMENT

Missouri REALTORS® Online CE | 12-Hour Renewal Package – Only \$95

Renewal season is here - and we know your focus is on serving clients. Missouri REALTORS® makes it easy to complete *all* your Missouri license renewal requirements **and** NAR Cycle 8 education with one convenient 12-hour online CE package, developed specifically for Missouri REALTORS®.

This package includes:

- **Missouri REALTORS® Residential Sales Contract** | 3 Elective Hours
- **Missouri REALTORS® Agency Forms** | 3 Elective Hours

- **Code of Ethics** | 3 Elective Hours | NAR Ethics Requirement
- **Fair Housing** | 3 Core Hours | NAR Fair Housing Requirement

Complete everything you need before the **June 30 broker renewal deadline** - on your schedule, online.

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

Missouri Broker Licensure Renewal - Due June 30th

Your broker license renewal deadline is coming up next month. Please be sure you've created your account in the Missouri Real Estate Commission's new licensee system, MOPRO, to complete your renewal on time.

[Find helpful information on creating your account and getting prepared to submit license renewal.](#)

NAR Agent Retention Flyer

Retention doesn't happen by chance. It's built through consistent leadership, strong business support, meaningful recognition, and a culture agents are proud to be part of. To support brokers in this work, the National Association of REALTORS® has released a new Agent Retention Flyer.

This resource offers a practical framework brokers can use to evaluate what's working within their brokerage and identify opportunities to grow. A thoughtful retention strategy helps protect the investment made in recruiting, strengthen productivity, and build a brokerage that agents are proud to call home. Every brokerage is different, and this tool is designed to be adapted, expanded, and refined as teams evolve.

[Explore the resource.](#)

LEGAL UPDATE

NEW! Quarterly Ethics Corner

Each quarter, we will spotlight key ethical topics and Articles from the REALTOR® Code of Ethics, offering practical insight into how they apply to real estate practice. Missouri REALTORS® [Ethics Corner is designed to help members uphold the highest standards of professionalism, fairness, and integrity across Missouri real estate.](#)

Ethics Corner Article 1 | The Importance of Disclosing Pertinent Facts

As REALTORS® navigate the challenging world of real estate, many factors come into play when dealing with real estate transactions. From the ever-changing market to handling clients with all kinds of needs, it is important to keep in mind what issues you could face that could jeopardize your clients.

One of the most cited Articles of the Code is Article 2, the Disclosure Article. I have administered many hearings and complaints that have cited Article 2 are steadily increasing. Reasons as to why certain pertinent information about a property or transaction has been withheld range from, "*My client told me not to*

mention it and I do what my client tells me.” to, “If it’s not on the Seller’s Disclosure, it’s not my responsibility to tell them, it’s the Sellers”.

Article 2 states that REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law.

To those who question the importance of disclosure, here are a few reasons why you should:

- **Ensures informed decision-making** - buyers rely on accurate information when buying and selling property such as property value, current condition, past incidents and environmental hazards.
- **Builds trust**- full and honest disclosure creates trust with your client and your fellow professionals while assuring their decisions are based on facts, not assumptions.
- **Reduces legal and financial risk** – failure to disclose pertinent information can lead to breach of contract, lawsuits and penalties.
- **Financial Protection** - protects the seller from disputes and costly litigation
- **Maintains Professional Standards** – REALTORS® have a duty to avoid concealing pertinent facts, even if the seller does not mention it, and not doing so could result in an ethics complaint being filed.

To quote our Preamble: The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal!

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

Legal Line FAQ of the Month | Legal and Ethical Implications Involving Interfering with an Exclusive Agency Agreement

Question: Is it illegal or a breach of professional ethics for a REALTOR® to interfere with another REALTOR®’s exclusive agency agreement?

Answer: Missouri law at §339.151 RSMo (which applies to all real estate licensees) provides (at subpart 2) that: “It shall be a violation of this section to... (2) Interfere with a written representation relationship of another licensee or attempt to induce a customer or client to break a written representation agreement with another licensee for the purpose of replacing such agreement with a new representation agreement in order to obtain a commission or other valuable consideration. Interfering with the written representation agreement of another licensee includes, but is not limited to...(b) Counseling a customer or client of another real estate licensee on how to terminate or amend an existing relationship agreement in order to obtain a commission or other valuable consideration”.

Applicable to all REALTORS®, SOP 16-9 of the NAR Code of Ethics (the “Code”) provides that a REALTOR® has an “affirmative obligation to make reasonable efforts to determine whether a prospect is subject to a current, valid exclusive agreement to provide the same type of real estate service” before entering into a new one”. Moreover, Article 16 of the Code provides that “REALTORS® shall not engage in any practice or take any action inconsistent with exclusive representation or exclusive brokerage relationship agreements

that other REALTORS® have with clients.” Finally, Standard of Practice (“SOP”) 16-6 of the Code provides (in part) that “When REALTORS® are contacted by the client of another REALTOR® regarding the creation of an exclusive relationship to provide the same type of service, and REALTORS® have not directly or indirectly initiated such discussions, they may discuss the terms upon which they might enter into a future agreement or, alternatively, may enter into an agreement which becomes effective upon expiration of any existing exclusive agreement.” (Amended 1/98).

If another broker became involved with clients who have an existing exclusive brokerage agreement with Agent’s broker, then the other broker could potentially face MREC scrutiny, an ethics complaint, or even civil claims for tortious interference with contractual relations. Private counsel would be needed for further guidance, specific advice, and strategy.

ADVOCACY UPDATE

Missouri REALTORS® Head to Capitol Hill

The [2026 REALTORS® Legislative Meetings](#) are just around the corner - June 13–18 in Washington, D.C. - and Missouri REALTORS® will be there! From the RPAC Hall of Fame ceremony to committee meetings and Hill Visits, there are plenty of opportunities to get involved. Plus, don’t miss the Missouri Lunch on Capitol Hill - open to all attendees.

If you’re planning to attend, be sure to RSVP for the Missouri Lunch by June 10 and confirm your conference registration. For additional information regarding Hill Visits or the Missouri Lunch, contact Erin Hervey, Vice President of Government Affairs and Local Board Relations at erin@morealtor.com | 573.445.8400 x1110

[View the schedule and event details.](#)

Missouri REALTORS® Taking the Fight to the Ballot Box

Missouri REALTORS® are mobilizing on two fronts this election season. Your association is actively opposing House Joint Resolution 173-174, a constitutional amendment that would undermine REALTOR® -backed taxpayer protections for housing affordability. At the same time, the "Protect MOjority Rule" campaign has launched against Amendment 4, a proposal that would effectively eliminate the citizens' initiative petition process Missourians have long used to enact constitutional protections directly.

Both campaigns are urging a NO vote. [Read the full update - including details on how REALTORS® are leading these efforts.](#)

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