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IN THE NEWS



2026 Spring Business Conference Recap

Thank you to everyone who joined us April 28-30 in Columbia for this year's Spring Business Conference! It was a great opportunity to connect with fellow REALTORS®, gain valuable insights, and recharge alongside colleagues from across the state.

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



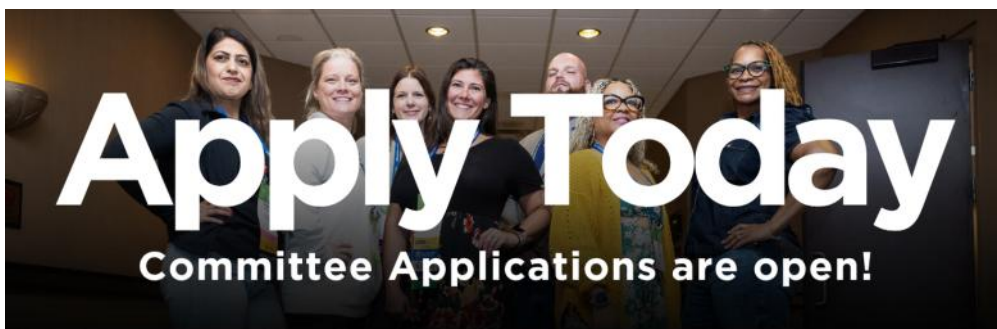
Last Call | Apply for the 2026-2027 Leadership Academy Class!

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 HERE](#)

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



2027 Missouri REALTORS® Committee Application

Missouri REALTORS® is proud to be a mission-driven organization powered by dedicated volunteer leaders like you. Together, we continue to adapt and thrive in an ever-evolving real estate industry.

We offer a variety of opportunities to get involved - no matter your experience, skills, or availability. Whether you're interested in chairing a committee, contributing to meaningful forum discussions, or advocating for property rights in your community, there's a place for you to make an impact.

Serving provides the opportunity to strengthen your leadership and business skills, expand your professional network, and build lasting industry relationships - all while helping move REALTOR® advocacy forward.

[APPLY HERE](#)

The deadline to apply for all 2027 leadership positions is **June 24, 2026**.



NAR Housing Mismatch Report

A new report from the National Association of REALTORS® and Realtor.com® finds that while housing inventory is improving, a mismatch remains between available homes and what buyers can afford. Much of today's inventory is concentrated at higher price points, leaving middle- and lower-income buyers with limited options and slowing the market's recovery, despite modest gains in supply and affordability.

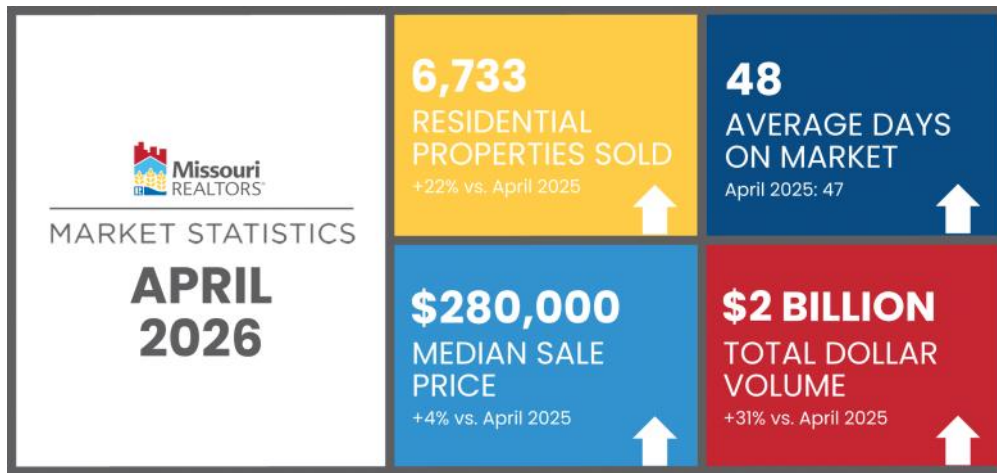
[Read the full report.](#)



This month, we are shining the Leadership Spotlight on Kayla Johnson.

Kayla, a St. Louis REALTORS® member, is known for her strong commitment to leadership, advocacy, and education at the local, state, and national levels. She has served as Secretary and a member of the Executive Committee for St. Louis REALTORS®, as well as Chair of the Young Professionals Network (YPN) Advisory Board. At the state level, she serves as a Missouri REALTORS® State Director and is a past Chair of the Diversity & Inclusion Committee. Nationally, Kayla remains actively involved with the National Association of REALTORS®, serving on the Diversity Committee and previously contributing to the Housing Opportunities Committee and YPN Advisory Board, as well as speaking at NAR NXT conferences.

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



Missouri Market Statistics | April 2026

In April 2026, there was a 22% increase in residential properties sold and an increase to 48 average days on market, up from 47 days last year. The median sale price also saw an increase, reaching \$280,000.

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



National Homeownership Month: A Simple Guide to the Homebuying Process

June is National Homeownership Month, a time to recognize the value of owning a home and the opportunities it can create for individuals and families. This month's blog, *National Homeownership Month: A Simple Guide to the Homebuying Process*, highlights why homeownership matters and what buyers should keep in mind as they begin exploring their options. From building equity over time to creating a place to call your own, the blog offers clear, consumer-friendly insights that can help make the process feel more approachable. (Feel free to use this intro and the link below in your own communications.)

While every homebuying journey looks different, understanding the basics and working with a trusted REALTOR[®] can make a meaningful difference along the way. National Homeownership Month is a great opportunity to start the conversation, explore available resources, and take a closer look at what homeownership could mean for you.

[Read the full blog.](#)



NAR Consumer Guide: How Solar Impacts a Real Estate Transaction

The appeal of solar panels, with the promise of lower electricity bills and a smaller carbon footprint, is obvious. If you're considering buying a home with a solar installation, however, be aware of factors such as who owns the system; the age and condition of the panels; and local utility and regulatory policies that might influence solar performance and savings in the area.

[Read the full guide.](#)

EDUCATION

Missouri REALTORS® Online Continuing Education

powered by 

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

Renewal year is here and we know you are busy supporting your clients. Engage with Missouri REALTORS® developed online continuing education to complete ALL your requirements for Missouri licensure and both NAR Cycle 8 learning requirements with our 12-hour Missouri CE package on:

- Missouri REALTORS® Residential Sales Contract | 3 Elective Hours
- Missouri REALTORS® Agency Forms | | 3 Elective Hours
- Code of Ethics | 3 Elective Hours | NAR Ethics
- Fair Housing | 3 Fair Housing Required Core Hours | NAR Fair Housing

An individual class can be purchased for \$30.

[Complete all your requirements before broker renewal deadline on June 30 and salesperson renewal deadline on September 30.](#)

Missouri Licensure Renewal

Create Your MOPRO Account Before Renewing

Missouri Licensure Renewal – Create Your MOPRO Account Before Renewing

License renewal deadlines are coming fast! Be sure that you created your account with the Missouri Real Estate Commission's new licensee system, MOPRO.

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



GRI Module V Courses

Location:
Kansas City Regional Association of REALTORS®
Leawood Office
(11150 Overbrook Rd, Leawood, KS 66211)

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 502: Investors & Investment Properties
with *Shawna Neuner*
Tuesday, June 9
1:00 PM - 5:00 PM



GRI 501: New Construction
with *Andrea Sheridan*
Wednesday, June 10
8:00 AM - 12:00 PM



GRI 503: Real Estate in a Digital World
with *Andrea Sheridan*
Wednesday, June 10
1:00 PM - 5:00 PM

GRI Module V | Register Today!

Advance your expertise with the Missouri REALTORS® Graduate REALTOR® Institute (GRI) program. Complete GRI Module V to earn CE credit, make progress toward your GRI designation, and gain practical tools you can put to work right away.

Join us at the Kansas City Regional Association of REALTORS® Leawood office for focused, hands-on learning covering investors and investment properties, new construction, and real estate in a digital world - key topics designed to strengthen your business in today's market.

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



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](#)

ADVOCACY



Capitol Update: May 19, 2026 | 2026 Legislative Session Closes with Key REALTOR® Victories

The Missouri Legislature adjourned after a record-setting session, and Missouri REALTORS® came away with some significant wins - including passage of wholesaling disclosure protections and land bank legislation, thanks in part to members who answered the Call for Action. The income tax repeal measure, which Missouri REALTORS® strongly opposes, remains a key issue as it heads to voters.

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



Two Amendments, One Opposition Mission: Vote NO!

We have received confirmation that the August 4 statewide ballot will include

both Amendment 4, threatening the citizen initiative process we have successfully used for advocacy, and Amendment 5, which allows lawmakers to ignore constitutional taxpayer protections the people approved under sponsorship of Missouri REALTORS®.

Your association is mobilizing now, and over the next two and one-half months, to defeat both of these bad proposals, which together pose critical threats to our top priorities of housing affordability and advocacy for our association.

Check out our [latest REALTOR® Party blog](#) to learn more.

RISK MANAGEMENT



Ethics Case Study Contest: Round 1 Winners

The round 1 winners of the [Ethics Case Study Contest](#), each receiving a \$50 Visa gift card, are:

- **Beatrice Covington** – St. Louis REALTORS®
- **Christina Springer** – West Central Association of REALTORS®
- **Rebecca Chandler** – Tri Lakes Board of REALTORS®

Congratulations to our winners! Stay tuned as the next round of winners will be announced at the Fall Business Conference. In the meantime, keep playing and thank you for your participation!



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 REALTORS® 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.



Last Call! Ethics Case Study Contest #4

Hosted by the Missouri REALTORS[®] Risk Management Department, this contest helps brokers strengthen their brokerage’s ethical foundation, enhance reputation, and reduce liability exposure through a deeper understanding of the REALTOR[®] Code of Ethics.

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, and at the end of the contest, we’ll award a grand prize to the member(s) who complete the most case studies.

Case Study #4

A REALTOR[®] who specialized in buyer representation advertised on her website that she had “sold” numerous properties by listing over 100 addresses where she had secured buyers while working at her former brokerage. After transferring to a new firm, she continued displaying this list, while clearly

identifying her new brokerage affiliation. Her former broker filed an ethics complaint, alleging that this advertising violated Article 12 and Standard of Practice 12-7, which states that only the listing broker or cooperating broker may claim to have “sold” a property. The broker argued that the advertisement could mislead consumers into believing the REALTOR® or her new firm had been responsible for those sales. The REALTOR® defended her actions, stating that the information remained factually accurate because she had indeed represented the buyers, and her firm affiliation change did not alter that truth.

Don't miss out - case study #4 closes at midnight on Sunday, May 31. [Click here to participate!](#)

Questions? Contact Tracey Yost, Director of Forms and Professional Standards at tracey@morealtor.com | [573.445.8400 x1280](tel:573.445.8400)

FEATURED AFFILIATE



This month's featured affiliate is Mark Stepp with [Workflow Secrets](#). Workflow Secrets is an AI-native real estate software company with the mission to redefine productivity, enabling real estate professionals to achieve their unique visions of success without compromising on what matters most - family, friends, hobbies, and their business future.

Mark is an Eagle Scout who is passionate about time travel. He also owns a 'Canon Exact Shot' which was the first digital camera to help real estate agents. To learn more about Workflow Secrets, contact Mark by email at Mark@workflowsecrets.info.

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

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