



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2024 *Fall* BUSINESS CONFERENCE SEPTEMBER 24-26 *Branson*

Missouri
REALTORS®



Register for the Fall Business Conference

This year's [Fall Business Conference](#) will take place September 24-26 in Branson. This is a great opportunity to participate in educational offerings, attend association governance meetings, hear from guest speakers, and participate in numerous networking activities!

Online registration closes on Sunday, September 15, 2024 at midnight.

REGISTER



RPAC Deadline for the Fall Business Conference

If you would like to be recognized as a Capitol Club Investor (\$250) at the Fall Business

Conference, all investments must be received by September 19. RPAC-MO will be hosting a Happy Hour for all Capitol Club Investors, and we hope to see you there! If you have questions about your year-to-date investments, check out the [My Investment Look-Up tool](#) or reach out to Missouri REALTORS® RPAC Fundraising and Local Board Relations Manager Mandy Maltbie at mandy@morealtor.com.



Nominate a REALTOR®!

The Missouri REALTORS® Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after REALTOR® Magazine's Good Neighbor Awards. The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

To learn more, view past recipients, and access the nomination form, visit our [Awards and Applications page](#).

The Good Neighbor Award nomination deadline is **September 1, 2024**.



2024 Forms and Revisions Webinar Recording Now Available

A [recording of our recent webinar](#) focused on mid-year form revisions, which went into effect on July 29, 2024, is now available! This informative session covers crucial updates to listing agreements and buyer's agency agreements. It also includes an in-depth discussion of the residential sale contract in addition to NEW form MSC-4025R "Compensation Agreement Rider."



FORMS INSTRUCTION MANUAL UPDATE



Forms Instruction Manual Update

Reintroduced by the Missouri REALTORS® Risk Management team, each section of the Missouri REALTORS® Forms Instruction Manual includes line-by-line instructions on how to complete respective forms. The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

Three new forms, RES-1010, “*Seller’s Exclusive Listing*,” MSC-1080, “*Buyer’s Exclusive Agency*,” and MSC-4025R, “*Compensation Agreement Rider*,” have just been added to the Instruction Manual, totaling eight sections covering eight different forms. Additional updates to the manual will continue to be added as they are completed.



NATIONAL ASSOCIATION OF REALTORS®

**WINDOW
TO THE LAW**
SETTLEMENT FACTS

Understanding New Rules on Offers of Compensation

Beginning August 17, 2024, offers of cooperative compensation are not allowed in an MLS listing. Find out how new rules affect offers of compensation and how offers may be communicated, while being prepared for the practice changes.

Watch "[Window to the Law](#)" to learn more.

REAL FACTS. RIGHT NOW.

@ facts.REALTOR



A Guide to Written Buyer Agreements and New FAQs

As part of NAR's commitment to help REALTORS® navigate the changes required by the recent settlement agreement, NAR has created a new resource for one of the key practice changes required by the settlement and updated the FAQ on facts.realtor with helpful, new information:

Guide on Written Buyer Agreements:

Beginning August 17, 2024, a buyer representative "working with" a buyer will be required to enter into a written agreement with the buyer prior to touring a home, including both in-person and live virtual tours. This resource provides information about what provisions must be included in the written agreement pursuant to the NAR settlement. This guide is available on NAR's centralized website ([here](https://facts.realtor)).

FAQ Updates:

NAR has added new material and made updates to the FAQ on facts.realtor. This information provides further clarity on issues including steering (questions 46-49) and written listing agreements (questions 50-53). The format of the FAQ has also been updated to better display the timing of the latest updates.

Missouri REALTORS®



LEGAL line

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.

Missouri REALTORS® Legal Line is temporarily extending its hours to assist members in navigating changes outlined in NAR's settlement agreement, taking effect Saturday, August 17. You can now reach Legal Line Monday through Friday: 8:00 a.m. – Noon and 1:00 – 5:00 p.m. CST (excluding recognized holidays).

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

RPAC-MO Trustee
APPLY TO SERVE!

Missouri REALTOR®
PARTY ★ ≡

RPAC-MO Trustee Election | Apply TODAY!

Missouri REALTORS®,

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2024: Will Klein, Brent Sager, and Beverly Taki. Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for RPAC-MO Trustees are as follows:

- Must be an RPAC Major Investor and strive to be a President's Circle Member.
- Must produce evidence within the ten years preceding their election, they have been a member of the Board of Directors of Missouri REALTORS® and a member of one of the political or legislative committees/output groups of the association.

To apply, [fill out the nomination form](#) by September 11, 2024. The election will take place electronically, September 14-23, 2024.

**Join the REALTOR®
Party Team!**
APPLY TO SERVE AS AN SPC!

Missouri REALTOR®
PARTY ★ ≡

Become a member of the REALTOR® Party Team | Apply Today!

The General Election is just around the corner! Regardless of the outcome, we want to be sure we continue to build and maintain strong connections in Jefferson City and Washington DC. We are asking any Missouri REALTOR® who has substantive relationships with any candidates for a State House, State Senate, or a Congressional seat to apply to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC) or a Federal Political Coordinator (FPC). The National Association of REALTORS®

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makes the FPC appointments, and 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 FPC or SPC and others will be added as members of their "Team" who works with the Member of Congress or Legislator.

Please use [this form to apply to serve as an FPC](#) and [this form to apply to serve as an SPC](#). Contact [Erin Hervey](#), Missouri REALTORS® Vice President of Government Affairs and Local Board Relations, with questions at erin@morealtor.com.



Missouri REALTORS® Attend Leadership Summit

Missouri REALTORS® leadership gathered in Chicago August 26-27 for the National Association of REALTORS® Leadership Summit. This event consisted of educational, motivational, and inspirational events for incoming 2025 leaders. We were proud to see many Missouri REALTORS® on stage and featured throughout the event!

To watch a replay of event live streams, access NAR's 2025 Leadership Resource Guide, and read about 2025 initiatives, [visit the Leadership Summit event page](#).



Discover a personalized learning experience.

ABR Designation | Get Started Today!

REALTOR® designations can help you build your network, sharpen your skills, increase your knowledge, and increase your income. To assist, the Accredited Buyer's Representative (ABR) class is being offered for **FREE** to members in live virtual and online formats. [Get started today!](#)

Licensure Renewal Deadline Approaching!

Please note important dates below regarding license renewal.

- Broker licenses expired on June 30, 2024
- Salesperson licenses expire on September 30, 2024

To renew your license, you must complete 12 Continuing Education (CE) hours through classes approved by the Missouri Real Estate Commission (MREC). Of the 12 hours, three (3) hours must be the required core. This cycle's required core class is "Fair Housing".

Members can complete all their CE requirements online through our online education partner, [The CE Shop](#).



MREF Trustee Application Now Live

Do you have a passion for supporting consumer education for future and current clients? Consider applying to serve as a [Missouri REALTORS® Educational Foundation](#) (MREF) trustee. MREF Trustees meet during business conferences and throughout the year to help guide consumer education programs. Trustees serve a 2-year term and can serve an unlimited number of terms. **Applications are due Friday, August 30.**

To inquire about the duties of a trustee and the election process, contact Missouri REALTORS® Director of Education Blake Willoughby at blake@morealtor.com.

APPLY TODAY



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.

Purchase or renew your custom REALTOR® plate to be entered to win one of three \$250 gift cards and a \$250 donation to the high school of your choice!

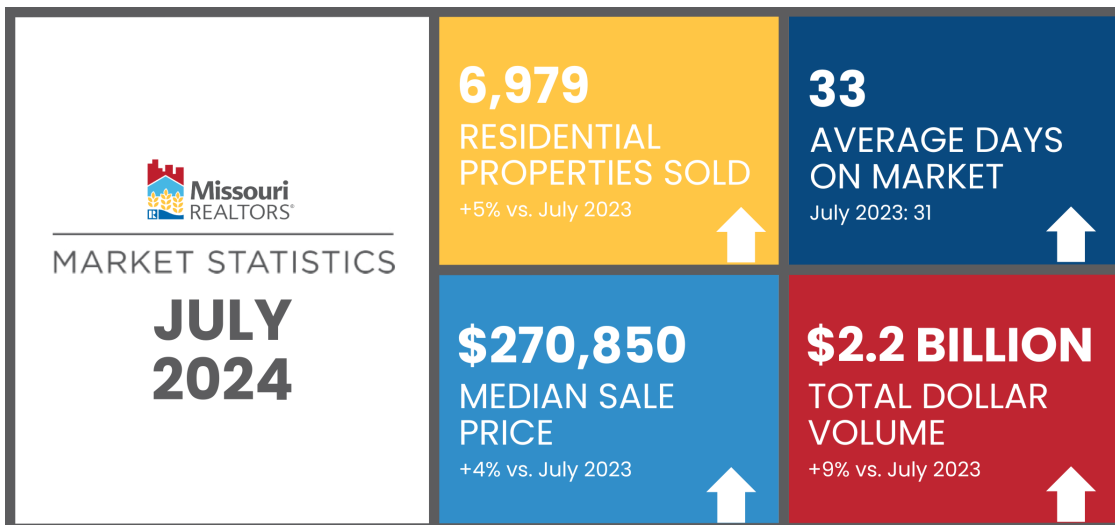
LEARN MORE



Association Executives Gather at AE Workshop

Local board/association executives and staff from across the state recently gathered for the annual AE Workshop. Keynote speaker Nancy Schnoebele led engaging sessions around emotional intelligence and personal branding. The group also heard updates from the Missouri Real Estate Commission and Missouri REALTORS® Risk Management department.

A special thank you to The CE Shop and David Ward for sponsoring this year's workshop reception!



Missouri Market Statistics | July 2024

In July, residential property sales experienced a five percent increase compared to the same period last year. The median sale price recorded a four percent increase compared to the same period in 2023, coming in at \$270,850.

For detailed information, including archived market reports, visit:

www.missourirealtor.org/market-statistics

Leadership Spotlight

Matt Becker

St. Charles REALTORS®



This month, we are excited to shine our Leadership Spotlight on Matt Becker, whose blend of professional expertise and community service makes him a standout member within the real estate industry.

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



The Importance of Self-Defense Training for REALTORS®

REALTOR® Safety Month Reminder

The Importance of Self-Defense Training for REALTORS®

September is REALTOR® Safety Month. REALTORS® often find themselves meeting new clients, visiting unfamiliar neighborhoods, and spending long hours on the road. While these aspects of the job are oftentimes fun and exciting, they also present unique safety challenges. As a REALTOR®, your safety is paramount, and one of the most empowering ways to protect yourself is through self-defense training.

[Learn more about self-defense training](#) and its personal and professional impact.



This month's featured affiliate is Lori Caldwell with Community Mortgage. Whether you're buying, selling, refinancing, or building your dream home, Community Mortgage has you covered.

Community Mortgage provides personalized service to their clients including first-time homebuyers, military veterans, homeowners looking to refinance and investors searching for new properties. Their team has closed thousands of home loans, and they strive to make the process of buying a home as stress-free and simple as possible.

To learn more, contact Lori at lori@communitymortgagekc.com or by phone at (816) 595-0668.



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