



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



Mid-Year Forms and Revisions Update

Effective **July 29, 2024**, changes to the Standard Forms library will go into effect. Please watch the latest edition of [Keeping it Legal](#) to learn about these updates.

Missouri REALTORS® website has also been updated to include a new [Standard Forms and Revisions Mid-Year Update](#) page. Visit the [Standard Forms page](#) for a complete list of all Missouri REALTORS® forms, including a "clean" & "redlined" copy of each new and revised form. Stay tuned for upcoming revisions to the 2024 Forms Instructional Manual, which will include these revisions.

Direct licensing is also available for Missouri REALTORS® forms for brokers to use in their in-house management systems. We have created an [introductory video](#) (or refresher) highlighting a few of the services we provide.

For questions related to Missouri REALTORS® Standard Forms, contact [Legal Line](#) at (573) 447-5278.

STANDARD FORMS & REVISIONS WEBINAR

Tuesday, July 30 @ 3:00 p.m.



Register Today! | Standard Forms and Revisions Webinar

Join Missouri REALTORS® General Counsel, Robert Campbell, on **Tuesday, July 30 at 3:00 p.m.** as he hosts a webinar focused on mid-year forms revisions specific to listing agreements and buyer's agency agreements. The residential sale contract will also be discussed in addition to form MSC-4025R (new), "Compensation Agreement Rider," and existing form MSC-4020, "Cooperation Agreement between Brokers."

A recording will be available in August. We encourage you to join the webinar in real-time to take full advantage of the Q&A function and engage with provided content.

REGISTER

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 will not be 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](#)).

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®



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.

RPAC-MO Trustee
APPLY TO SERVE!

Missouri REALTOR®
PARTY ★ ≡

RPAC-MO Trustee Election | Apply TODAY!

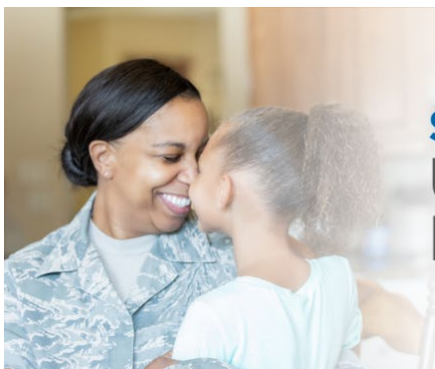
Missouri REALTORS®,

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 provided nomination form](#) by September 11, 2024. The election will take place electronically, September 14-23, 2024.



SHARE YOUR U.S. Veterans' Homeownership Story

Share Your Experience!

Veterans earned their VA Home Loan Guaranty, which provides them with an affordable mortgage program that requires no money down. As it stands, the program could prevent Veterans from using professional representation when buying a home unless current policies are updated. The VA has indicated they plan to temporarily address this, but a permanent solution is needed. Veterans should not be denied access to representation simply because they use a benefit, which they earned, by defending our nation.

[Please use the provided form](#) to tell NAR how you have guided a veteran through the homebuying process.



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 expire 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](#).



Missouri REALTORS®
EDUCATIONAL
FOUNDATION



MREF Trustee Application Now Live

Do you believe in 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!

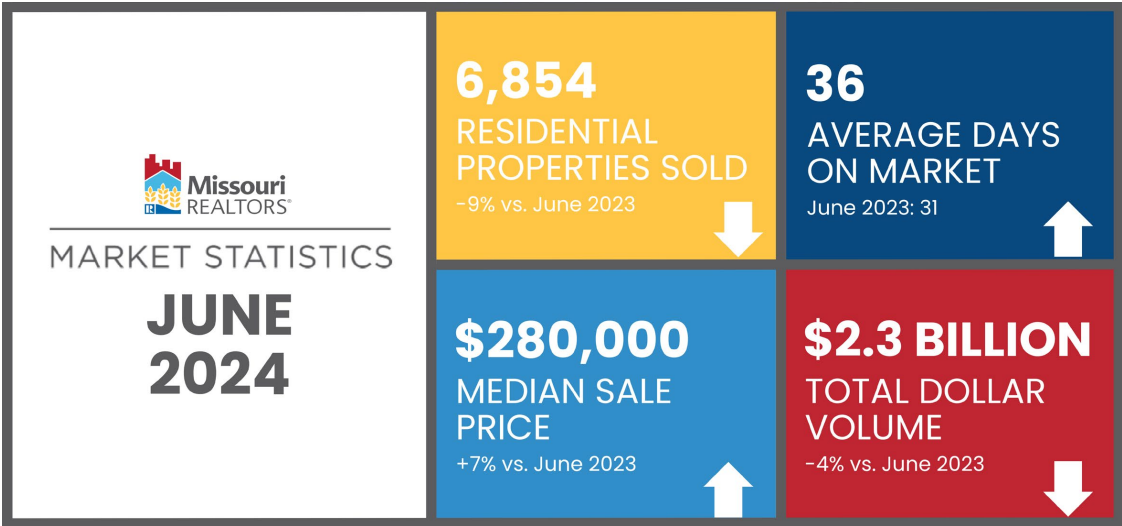
LEARN MORE



Leadership Academy Meets for July Retreat

The [Leadership Academy](#) class recently met for their fourth retreat in Camdenton. The theme of the retreat was ethics and professionalism.

The class kicked off the retreat by talking about technology and leadership with Missouri REALTORS® Past President, John Mayfield. The class participated in a full day of ethics training, operational leadership discussion, and meeting management exercises with Hank Lerner, General Counsel for the Pennsylvania Association of REALTORS®. The class had a great week and enjoyed their time together!



In June, residential property sales experienced a nine percent decrease compared to the same period last year and a six percent decrease compared to May 2024. The median sale price recorded a seven percent increase compared to the same period in 2023, coming in at \$280,000.

For detailed information, including second-quarter results and archived market reports, visit:

www.missourirealtor.org/market-statistics

Leadership Spotlight

Tami Smith

Greater Springfield Board of REALTORS®



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

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



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**.



Protecting the American Dream in the Primary Election

As a Missouri REALTOR[®], the upcoming primary election on Tuesday, August 6 presents an opportunity for you to make your voice heard. Primary elections hold significant implications at not only the local level but also at the state level and our industry at large. Voting in the primary election isn't just about selecting candidates, it's about safeguarding the American Dream of homeownership.

[Learn why your vote matters](#) and what you can do to be an informed voter.



This month's featured affiliate is David Ward with [The CE Shop](#). Whether you're looking for real estate or mortgage education, The CE Shop has you covered.

Great professionals never stop learning, and The CE Shop is devoted to innovating and evolving as you do. With convenient online courses written by industry experts, you can rest assured that what you learn will help you succeed.

To learn more, contact David at david.ward@theceshop.com or by phone at (731) 307-0353.



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