



**Missouri**  
**REALTORS®**

Dedicated to the American Dream

## IN THE NEWS

# **REALTOR®** **VOLUNTEER DAYS** **JUNE 1-9**

### **2024 REALTOR® Volunteer Days**

Mark your calendar for the 2024 REALTOR® Volunteer Days and be a part of a collective force for good!

To support NAR's REALTOR® Volunteer Days, Missouri REALTORS® is encouraging Local Board/Association offices and groups of members to participate in REALTOR® Volunteer Days, June 1-9. We also encourage you to utilize our [REALTOR® Volunteer Days Marketing Toolkit](#), which includes customizable graphics to help promote your event!

According to the Community Aid and Real Estate (CARE) Report by the National Association of REALTORS®, monthly volunteering and annual monetary donations have increased amongst REALTORS®. We encourage you to take a moment to [view key insights](#) from this report.

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## Risk Management Resources For You

Missouri REALTORS® is dedicated to providing top-notch risk management resources to enhance your real estate practice. Our offerings include the LEGAL Line, the LEGAL Line Library, the Keeping it Legal video series, an extensive forms library, and several standard forms resources. These resources feature detailed forms revisions, the Master Forms Index, and a refreshed, in-depth Forms Instruction Manual.

Watch our [instructional video](#) to learn how to utilize these valuable tools effectively.

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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.

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

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## Legal Line FAQ of the Month

**Question:** Can a real estate licensee use/complete a template form found online?

**Answer:** No. 20 CSR 2250-8.140(1) provides as follows in connection with this issue:

***“When acting as a broker in a transaction, a broker may use current standardized forms including, but not limited to, contracts, agency disclosures, property management agreements, listing agreements, warranty deeds, quit claim deeds, trust deeds, notes, security instruments and leases, prepared or approved by the broker’s counsel or by the counsel for a trade association of which the broker is a member or associate member, or by a Missouri state or local bar association and may complete them by filling in blank spaces to show the parties, property description and terms necessary to close the transaction the broker has procured” (emphasis added).***

Therefore, unless the template form is prepared or approved by counsel for the brokerage, a trade association (i.e. Missouri REALTORS®), or the local or state bar association; the licensee should not use the form. Doing so may subject the licensee to a claim for the

unauthorized practice of law (and potentially license law issues). If a licensee does find a form online or through another source that it wants to use, (s)he should have that form reviewed by his/her broker and competent legal counsel to ensure its compliance with all applicable laws (including state license law).

Finally, it's important to remember that a licensee has a duty to advise a client that they should seek legal counsel to provide further explanation of their legal rights, duties and options as well as for any other material matter about which the licensee knows, but the specifics of which are beyond their level of expertise (See, e.g., [§339.730.1\(3\)\(d\) RSMo](#) and [Article 11 of the NAR Code of Ethics and Standards of Practice](#)).

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## NAR Settlement and Missouri REALTORS® Forms Update

Ahead of the REALTORS® Legislative Meetings in Washington, D.C., NAR announced key details of the required practice changes under the proposed Settlement Agreement. These practice changes have resulted in revisions being made to the MLS Policy handbook. Due to the timing of the preliminary approval process, the revised policies will go into effect on **August 17, 2024**.

With this announcement of an implementation date, Missouri REALTORS® plans to release revisions to some of its forms (including the Sale Contract and Brokerage Service Agreements) on **July 29, 2024**, ahead of the August deadline for policy implementation.

Please note that Missouri REALTORS® forms were already revised ahead of the NAR settlement to comply with other corporate defendants' settlement terms. Therefore, only minor revisions will be made to comply with the terms of NAR's settlement. However, the Committee is opting to make further revisions to increase the clarity of the forms and provide additional choices for both our members and consumers who use the forms. WMissouri REALTORS® will also release instructional material in conjunction with the forms to help with training.

Over the coming weeks, Missouri REALTORS® will continue to discuss these changes and provide relevant information to you. Please continue to check [facts.realtor](#) for frequent updates and additional materials, and we encourage you to [submit any forms revisions requests/comments here](#) for review by the Committee.

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## 2024 REALTORS® Legislative Meetings

The 2024 REALTORS® Legislative Meetings recently concluded in Washington, DC. To

learn more about NAR's federal legislative priorities, visit [flyin.realtor](https://flyin.realtor). You can also [view a full list of action items](#) discussed during the May 9, 2024, Board of Directors' meeting.

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### Introducing the Advocacy Scoop Podcast!

Welcome to the [Advocacy Scoop](#), the only podcast that takes you inside the advocacy work of the National Association of REALTORS® (NAR).

NAR has turned one of their most popular conference sessions into a new, monthly podcast hosted by Chief Advocacy Officer Shannon McGahn and Director of Advocacy Communications Patrick Newton. Now you can stay up to date on what's happening in Washington, D.C., and around the country, while you're on the go!

The Advocacy Scoop is dedicated to peeling back the curtain on the advocacy operation of the world's largest trade association. The real estate sector makes up nearly 20% of the entire U.S. economy, and NAR's advocacy work is critical for housing affordability and protecting private property rights. Listeners will walk away with a better understanding of how NAR's advocacy operation works, its many successes, and how the advocacy team is faring on some of NAR's biggest legislative fights. Shannon and Patrick will also share insights on the 2024 Election, as well as stories you won't hear anywhere else.

The first three episodes are now available. [Click here](#) to listen and subscribe.

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### NAR Advocates for Veterans' Access to Professional Representation

The National Association of REALTORS® continues to advocate for a Department of Veterans Affairs rule change to [allow veteran buyers to compensate their professional representative directly](#). Leading up to the REALTORS® Legislative Meetings (RLM), NAR Advocacy staff met with approximately 20 members of Congress, including the chairs and ranking members of the Veterans' Committees in both chambers, and briefed committee senior staff. The team also met with several industry partners and veterans service organizations to build support around the issue.

At RLM, thousands of NAR members again [took the issue to Capitol Hill](#), advocating with their members of Congress on the importance of ensuring veterans can compete in the market and maintain access to professional representation.

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Discover a personalized learning experience.

### ABR Designation and Workshops | 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!](#)

You can also stand out in today's competitive marketplace with the secrets to shaping wealth. With workshops focused on behavioral psychology, you can pave your path to financial success with expert guidance from clinical psychologist Dr. Joy Lere.

Early bird pricing ends May 31, 2024. For a limited time, NAR is also offering a bundled package which includes all three workshops. This offer expires on June 6, 2024. [Learn more and save!](#)

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### 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".



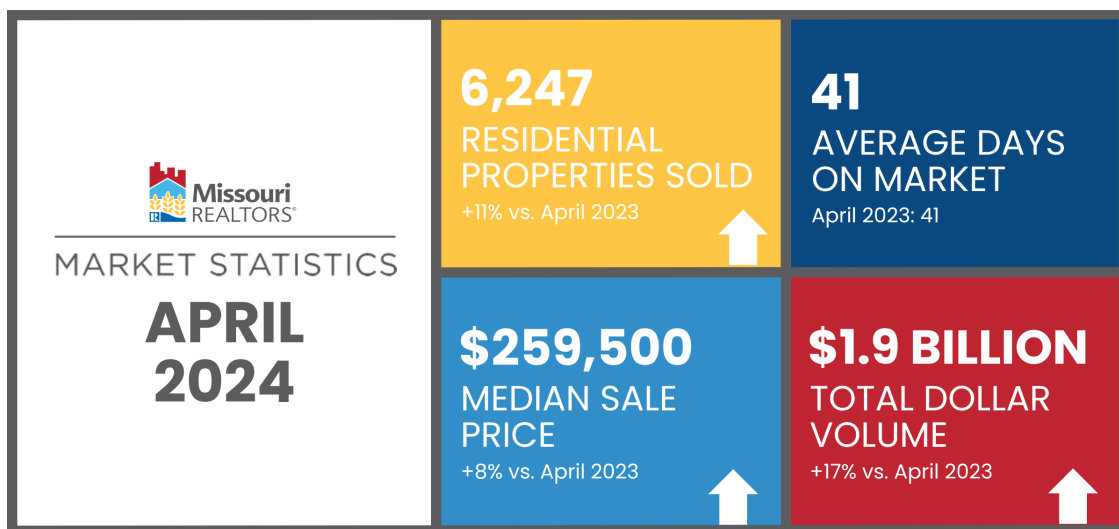


## Show Your Pride with a REALTOR® License Plate!

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**



### Missouri Market Statistics | April 2024

In April, residential property sales experienced an 11 percent increase compared to the same period last year and a 10 percent increase compared to March 2024. The median sale price also recorded an eight percent increase compared to the same period in 2023, coming in at \$259,500.

For detailed information, including archived market reports and quarterly results, visit: [www.missourirealtor.org/market-statistics](http://www.missourirealtor.org/market-statistics)

# Leadership Spotlight

## Christina Merrell

Mark Twain Association of REALTORS®



This month, we are shining the Leadership Spotlight on Christina Merrell.

Christina, a member of the Mark Twain Association of REALTORS®, exemplifies dedication and leadership in the real estate industry. Her professional achievements, including her volunteer work and leadership roles at both the local and state levels, demonstrate her commitment to the future of the real estate industry.

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



**ANNUAL AWARDS AND APPLICATIONS ARE LIVE.  
NOMINATE A MISSOURI REALTOR® TODAY!**

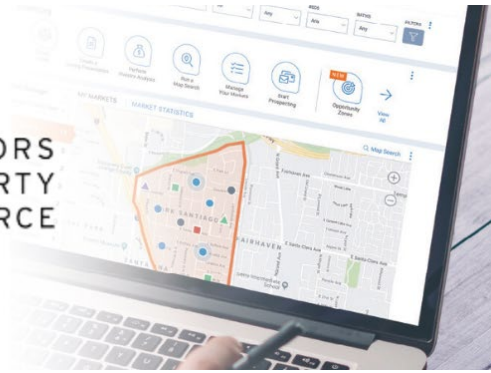


### **Annual Awards and Applications | Application Deadline: June 1, 2024**

The deadline to apply for the Richard A. Mendenhall Award, Elizabeth J. Mendenhall E3 Award, R. Layne Morrill Award, Bruce Aydt Code of Ethics Leadership Award, and Brady Stevens Award is June 1, 2024.

To learn more about Missouri REALTORS® awards, view past recipients, and access nomination forms, visit our [Awards and Applications page](#).

**APPLY TODAY**



### Featured Member Benefit | REALTORS® Property Resource

REALTORS® Property Resource (RPR) is the nation's largest property database, exclusively for REALTORS®. RPR puts data, tools, and reports at your fingertips so you can respond to questions and requests instantly, and position yourself as an essential part of every transaction.

[Learn more about this member benefit!](#)



This month's featured affiliate is Kory Soo Epperson of [Supra](#). Offering you more power to stay on top of the market, manage schedules, track client feedback, and connect your teams, Supra is here to simplify the logistics of real estate so you can focus on the relationships.

To learn more, contact Kory Soo Epperson at [kory.epperson@carrier.com](mailto:kory.epperson@carrier.com) or (503) 779-4629.

Here are a few fun facts you should know about Kory! She loves making personal connections and making new friends; she has visited 46 of the 50 states, with plans to have visited all 50 states by year-end; she has a passion for women's equality and women leaders and hopes to lead and leave the door open for those behind her.





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