



**Missouri
REALTORS®**

Dedicated to the American Dream

IN THE NEWS



Missouri REALTORS® 2025 Leadership Academy Retreat

The 2025 Leadership Academy class met last week for their first retreat at The Elms in Excelsior Springs!

Throughout the week, the class enjoyed getting to know each other with icebreakers and team-building activities. Special guests included Missouri REALTORS® Leadership Development Output Group Chair Kim Stockstill, 2025 President Bobbi Howe, and CEO Breanna Vanstrom, who helped the class get to know Missouri REALTORS®. Andrea Sheridan led a DISC behavioral assessment exercise with the class. On Thursday, the class learned how to be an impactful leader with Clay Staires. The class will meet for their second retreat in February 2025.



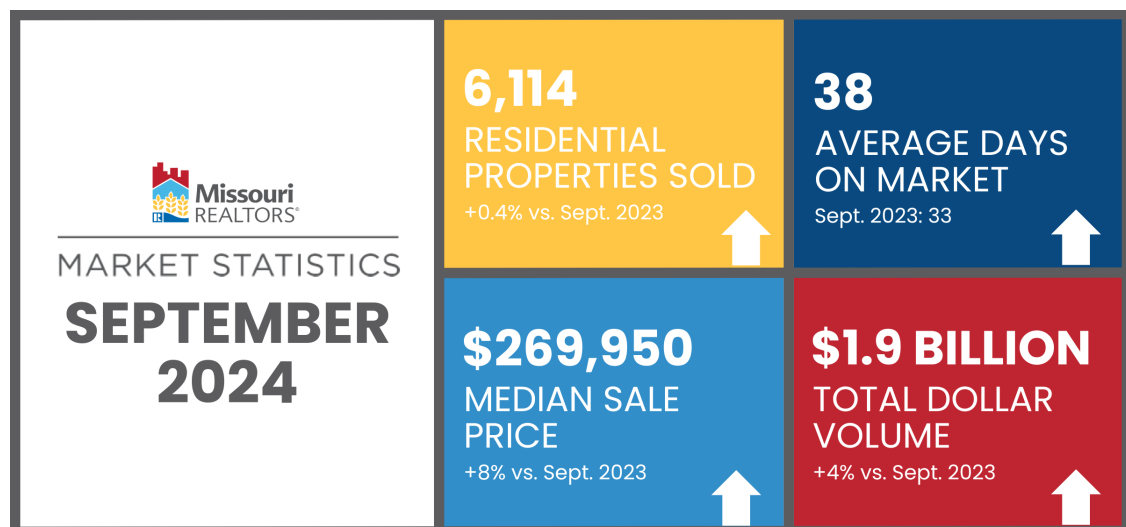
NAR NXT | The REALTOR® Experience

Join fellow members at NAR NXT, November 8-10, 2024, in Boston, MA, to explore what's new and what's NXT, as you exchange ideas and info, experiment with cutting-edge innovations, and get insights from top experts. [Learn more and register!](#)



This month, Missouri REALTORS® is proud to shine our Leadership Spotlight on Jeremy Ritchie, a dedicated real estate professional from the Ozark Gateway Association of REALTORS® (OGAR). Jeremy's dedication to real estate, leadership, and community service makes him a true standout. As he continues to take on new challenges and leadership roles, we are excited to see the positive influence he will undoubtedly have on the future of Missouri REALTORS® and the communities he serves.

To learn more about Jeremy, visit his [Leadership Spotlight blog!](#)



Missouri Market Statistics | September 2024

The Missouri real estate market saw an increase in residential properties sold, median sale price, and total dollar volume. The average days on market, however, also increased.

To view September results, including archived market reports, visit:



Missouri REALTORS® Vote—Up *and* Down the Ballot

Voting up and down the ballot is essential to ensure we're represented at all levels of government, from city councils to state offices. Many of the decisions that most affect our clients, businesses, and communities are made at the local level, where issues like zoning, property taxes, and housing regulations are decided. As champions of the American Dream of homeownership, our collective vote is one of the most powerful tools we have to shape the future of real estate in Missouri.

Check out [our recent blog](#) to learn more about the resources available to help you craft your 2024 voting plan.



Customizable Canva Graphics for Election Day

Show off your voting pride! Missouri REALTORS® encourages you to vote in the November election and share your "I Voted" selfie or a custom graphic on social media to inspire others to do the same. Be sure to tag @MOREALTOR and use #MOREALTORSVOTE.

[Click here](#) to access customizable Canva graphics. Choose your favorite design, personalize it, download your unique voting graphic, and share to your social channels.

EDUCATION



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!](#)



DON'T FORGET!

As required for REALTOR® membership, you must complete your Code of Ethics training by **Dec 31st, 2024!**

Why wait?
Visit nar.realtor/code-of-ethics-training to check your status and view training options today.



Code of Ethics Cycle 7 Requirement: December 31, 2024

All members are required to complete Code of Ethics (COE) training every three years and this cycle's deadline is on December 31, 2024. If you have completed a COE eligible course between January 1, 2022 – December 31, 2024, you will want to share the course completion certificate with your Local Association to ensure that your COE status shows as complete.

If you are still needing to complete the requirement, you can take NAR's **FREE** online option. [Click here to check your COE completion status and to access the free online options.](#)



Missouri
REALTORS®

Apply to Become a Certified GRI Instructor

Become a Certified GRI Instructor

Are you a GRI designee? Do you have an interest and passion for enhancing the skills of other members across the state?

Apply today to become a Missouri REALTORS® Certified GRI Instructor. Check out the [GRI Instructor Application FAQ Packet](#) to learn more about all the requirements and what you will need to have for your application. After you have checked out the packet, [you can submit your application here](#). We will only be accepting applications via the online submission portal.



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

ADVOCACY

**Join the REALTOR®
Party Team!**
APPLY TO SERVE

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® 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

RISK MANAGEMENT

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.

2024 Forms & Revisions Year-End Update

Coming Soon



2024 Forms & Revisions Year-End Update: Coming Soon!

Keep an eye out for important updates to Missouri REALTORS® standard forms effective December 2, 2024. These revisions incorporate recent legal changes, feedback from members and boards, and compliance with the latest NAR settlement.

Thank you to all members who continue to provide valuable input and help us ensure that Missouri REALTORS® forms meet the needs of brokers, clients, and communities across Missouri!

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.

FEATURED AFFILIATE



This month's featured affiliate is Laura McBride with [Continental Title Company](#). Continental Title Company is not your average title company. We provide training for agents of all experiences from title 101 to training on our free fee generator app. On top of all of this we have some of the best employees in the industry who will ensure your transaction is clear to close with a toast and confetti celebration at the end. CTC has it all!

When not attending real estate events you can find Laura exploring all Saint Louis has to offer with her daughter.

Fun Facts about Laura:

- LOVES trying new restaurants, especially Thai!
- Is currently shopping for a new fish

To learn more, contact Laura at lmcbride@ctitle.com or by phone at (636) 667-8915.



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