



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2024 Fall Business Conference Recap

Nearly 500 REALTORS®, affiliates, and sponsors from across the state attended the Fall Business Conference in Branson, September 24-26. As always, we want to thank everyone who attended this event. We hope you found it very informative and can't wait to see you at the Winter Business Conference in Kansas City, January 21-22, 2025.

To learn more, visit President Derek Schriewer's [conference recap blog](#). You can also view and download high-resolution event photos by visiting our [Flickr page](#). Download the photos, [drop them into our customizable Canva templates](#), and share to your social media! Don't forget to tag @morealtors and use #MOREALTORS.

MISSOURI REALTORS®
UNITE FOR RRF

TEXT MR4RRF TO 71777 TO DONATE
TO DISASTER RELIEF EFFORTS.



Missouri REALTORS® Unite for RRF

At last week's Fall Business Conference, Missouri REALTORS® launched a campaign supporting the REALTORS® Relief Foundation (RRF). This campaign was developed to support our statewide goal and raise \$5,000 by October 8, 2024.

In the wake of the devastation caused by Hurricane Helene, we encourage you to contribute to the REALTORS® Relief Foundation [using this link](#). Contributions may be made in honor of your Local Board/Association. We will recognize the Local Board/Association that raises the most funds through October 8. You may also text MR4RRF to 71777 to donate!



2026 TREASURER

Antwann Rhodes

Pulaski County Board of REALTORS®

Missouri REALTORS® Elect Antwann Rhodes as 2026 Treasurer

We would like to congratulate Antwann Rhodes of the Pulaski County Board of REALTORS® for being elected as Missouri REALTORS® 2026 Treasurer during our recent Fall Business Conference. As 2026 Treasurer, Antwann will join our Leadership Team as 2025 Treasurer-Elect.



Announcing 2025 Leadership!



Announcing Missouri REALTORS® 2025 Leadership!

We are excited to announce 2025 Leadership for Missouri REALTORS®, including committee leadership and output group chairs and vice chairs!

Focused on providing essential resources to advance the role of REALTORS® in real estate transactions and safeguarding Missouri real property rights, these members are

committed to ensuring your association is the go-to for essential business resources while defending the American Dream of homeownership.

Congratulations to all members who have been selected to serve in a leadership role next year! [View the full list of 2025 O2 Leadership](#) and [get involved by joining an Output Group today](#).



REALTOR® OF THE YEAR

Cindy Fox
St. Charles REALTORS®

Fox named REALTOR® of the Year

Congratulations to Cindy Fox of St. Charles REALTORS® for being named Missouri REALTORS® 2024 REALTOR® of the Year! Cindy received this award during our recent Fall Business Conference for her exemplary “REALTOR® Spirit” due to her faithfulness to the principles of organized real estate, local association laws and regulations, and the NAR’s Code of Ethics.

To learn more about Cindy, [visit our press release](#).



REALTOR® SALESPERSON OF THE YEAR

Denise Pittman
Jefferson City Area Board of REALTORS®

Pittman Named 2024 REALTOR® Salesperson of the Year

We would also like to congratulate Denise Pittman of the Jefferson City Area Board of REALTORS® for being named Missouri REALTORS® 2024 REALTOR® Salesperson of the Year! Denise received this award during our recent Fall Business Conference for exemplifying a commitment to ethics and cooperation, including advanced education, community service, sales volume, and much more!

To learn more about Denise, [visit our press release](#).

You can also [visit our Awards and Applications page](#) to view past recipients, including additional awards presented during the Fall Business Conference.



Congratulations to the 2024 Leadership Academy!

We would like to congratulate the 2024 Leadership Academy class on their recent graduation! Through this 11-month 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.

Graduates were recognized during our Fall Business Conference in Branson. We can't wait to see what's next for these amazing leaders!

Leadership Spotlight

Debbie Weber

St. Louis REALTORS®



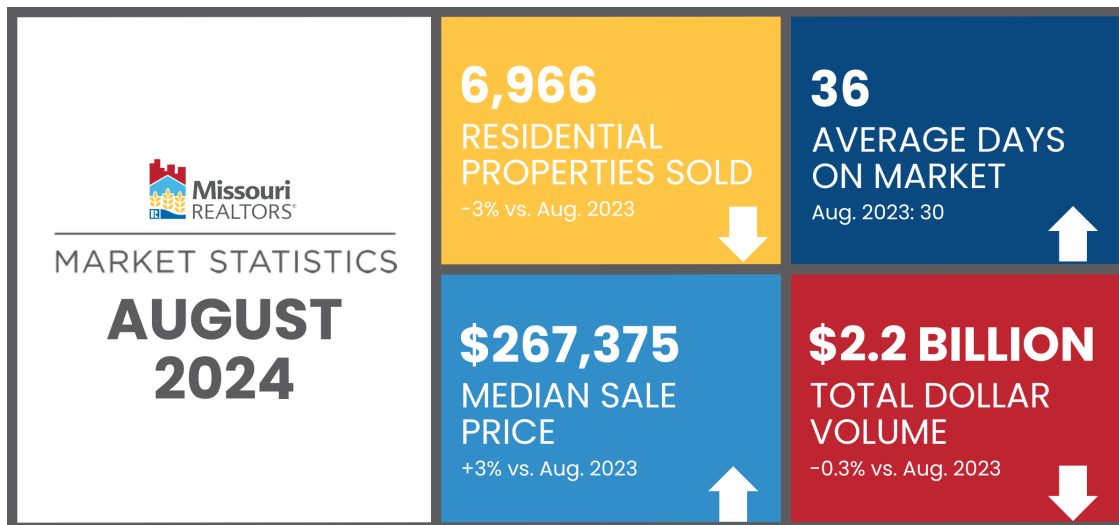
This month, we are excited to highlight Debbie Weber, a Missouri REALTOR® with Keller Williams Realty STL, whose commitment to real estate and community service is truly inspiring. With over 13 years as a member of Missouri REALTORS®, Debbie has consistently demonstrated her dedication to elevating the real estate industry and giving back to others.

To learn more about Debbie, visit her [Leadership Spotlight blog](#)!



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!](#)



Missouri Market Statistics | August 2024

The Missouri real estate market saw an increased median sales price in August. However, low inventory levels resulted in a decrease in total dollar volume.

To view August results, including archived market reports, visit:
www.missourirealtor.org/market-statistics



Spooky Staging Tips

October is the perfect month to get creative with your open houses — and what better way to do that than by embracing the Halloween spirit? A Halloween-themed open house can attract potential buyers and create a really memorable experience for interested families. Plus, it's a fun way to showcase your staging skills!

Check out [our recent blog](#) post for some spooky staging tips to make your Halloween open house a success.

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!](#)

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](#).



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

RPAC TRUSTEES



Will Klein
St. Charles



Brent Sager
Tri-Lakes



Andrea Sheridan
Kansas City

Join us as we congratulate the following REALTOR® Party Champions for being elected as RPAC-MO Trustees during our recent Fall Business Conference!

As an RPAC-MO Trustee, these individuals are tasked with ensuring your RPAC investment remains an investment in your business and is your best defense against poorly designed small business, residential, and commercial real estate legislation.

**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® 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®

 **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.



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.

FEATURED AFFILIATE



This month’s featured affiliate is Pam Lockey with [The Personal Marketing Co.](#) The Personal Marketing Co. gives you back the time to do what you do best — Real Estate. And what you want to do more of — Life. They’re the real estate marketing company that has it all covered with an amazing suite of products at unbeatable prices, backed by a customer service team committed to your success. So, take a break. And a breath. The Personal Marketing Company is at your service.

Three fun things about Pam:

- She has been with TPMCO for 31 years
- She loves spending time with her four grandkids
- When she’s not on a Teams call, with a wall of sports memorabilia behind her, you can find her at the beach – Cabo is her favorite!

To learn more, contact Pam at PamL@tpmco.com or by phone at (913) 336-4557.



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