



**Missouri**  
**REALTORS®**

Dedicated to the American Dream

## IN THE NEWS



### **Keeping it Legal: 2024 Year-End Forms Revisions (Effective December 2)**

In the latest edition of [Keeping It Legal](#), Associate General Counsel Henry Eruchalu joins me for a high-level discussion regarding pending standard forms revisions that will become effective on December 2, 2024.

We have also updated our website to include a new [2024 Year-End Forms & Revisions page](#). You will find a short explanation (and a "clean" and "redlined" copy) of each revised form.

For additional standard forms resources, including approved form providers, visit the [Standard Forms page](#) of our website. Both webpages include a link to our "Master Forms Index," which is a complete list and brief explanation of all Missouri REALTORS® standard forms made available for your use, and updated Instruction Manuals, which provide line-by-line instructions on completing some of the forms.

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### **NAR NXT | The REALTOR® Experience**

NAR NXT, The REALTOR® Experience recently concluded in Boston, MA., and as always, Missouri REALTORS® have much to be proud of!

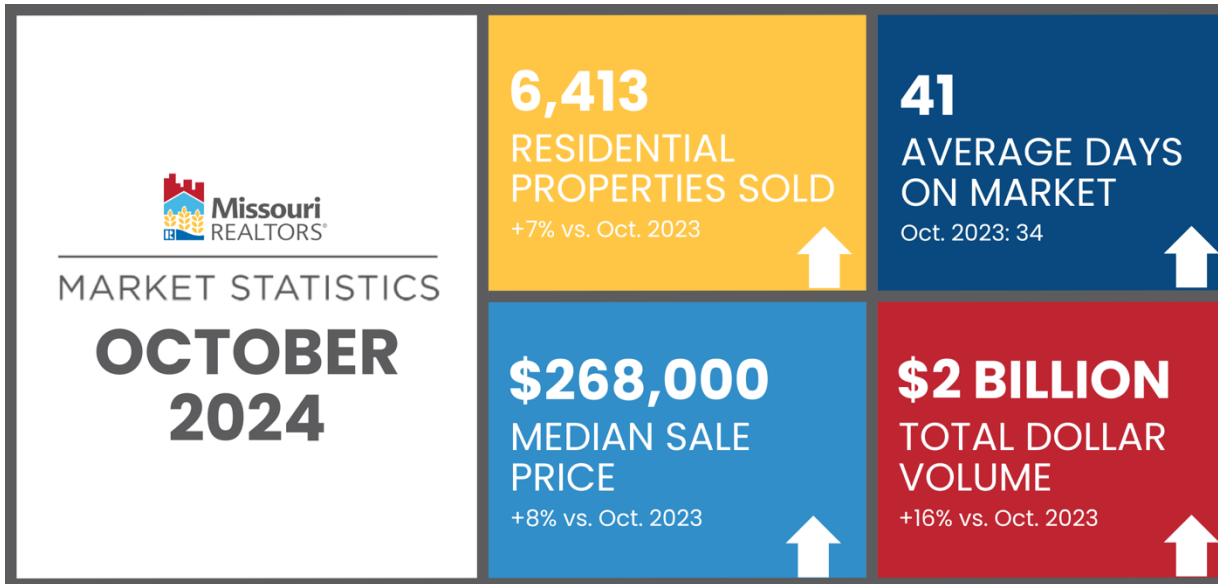
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This month, Missouri REALTORS® is proud to shine our Leadership Spotlight on Liz Bruch, an accomplished real estate professional and leader from St. Louis. With MRP, AHWD, ABR, and e-PRO certifications, Liz is committed to her professional excellence. Her dedication to her clients and community truly sets her apart and makes her a fantastic example of leadership.

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

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### Missouri Market Statistics | October 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 October results, including archived market reports, visit: [www.missourirealtor.org/market-statistics](http://www.missourirealtor.org/market-statistics)



### Holiday Marketing Ideas

The holiday season is a time of warmth, connection, and giving—and an excellent opportunity for REALTORS® to strengthen relationships with current clients and attract new leads. With the right strategies, you can showcase your expertise, spread a little holiday cheer, and set yourself up for a successful new year.

Check out [our recent blog](#) for some creative and festive marketing ideas to try out this holiday season.

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## 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!](#)

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**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](https://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.](#)



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

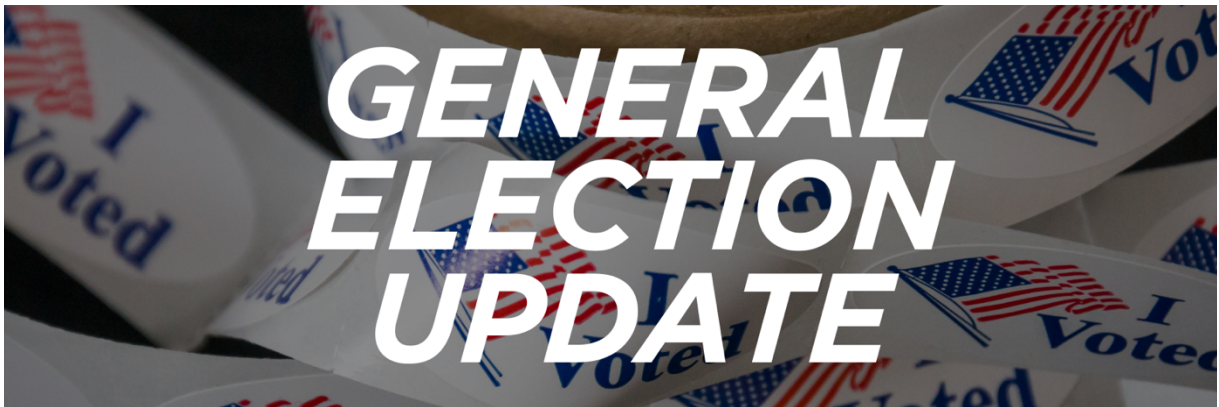
Show your Missouri REALTOR® pride and have a captive audience with a REALTOR® license plate! All plates are personalized license plates and may contain one to six characters (or one to five characters and a dash or space). REALTOR® plates are available for registered Missouri vehicles only.

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](#)

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## ADVOCACY



2024 General Election Update

The November 2024 general election has come to a close! We're excited to share some outstanding results. Thanks to the strategic investments made by the REALTOR® Political Action Committee (RPAC) and the hard work and dedication of our members, #REALTORChampion candidates achieved significant victories across the ballot. Together, we've secured a future with strong advocates in office who share our commitment to private property rights, economic growth, and the vitality of Missouri's real estate industry.

To learn more about the success stories and key highlights from the 2024 general election, check out [our recent blog from the Missouri REALTOR® Party](#).

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

Missouri REALTOR®  
**PARTY** ★ ≡

#### **State Political Coordinator | Apply Today!**

The General Election has come to a close! With so many new faces coming to the state capitol, it's vital that we continue to build and maintain strong connections in Jefferson City. We are asking any Missouri REALTOR® who has substantive relationships with any soon-to-be State Representative or State Senator to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC). 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 SPC and others will be added as members of their "Team" who works with the Legislator.

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

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### Advocacy Scoop: Live from NAR NXT

This [post-election episode of the Advocacy Scoop](#) was recorded live at the NAR NXT conference two days after the election. With votes still being tallied, Shannon and Patrick unpack the election results and initial reactions. They zoom in on races from around the country and discuss what each outcome means for NAR and REALTORS® in 2025 and beyond.

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## 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.

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# Professional Standards Training

Thursday, Dec. 5 from 9:00 – 4:00 PM

## Professional Standards Training Opportunity

Led by New Jersey REALTOR® and NAR instructor Diane Disbrow, Missouri REALTORS® is pleased to offer Professional Standards Training on Thursday, December 5, 2024, from 9:00 a.m. – 4:00 p.m. at the Courtyard Columbia-Modern near the Columbia Regional Airport.

Limited seating is available on a first-come, first-served basis. [Click here to register.](#)

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## FORMS INSTRUCTION MANUAL UPDATE



## Forms Instruction Manual Update

Reintroduced by the Missouri REALTORS® Risk Management team earlier this year, each section of the Missouri REALTORS® Forms Instruction Manual includes line-by-line instructions on how to complete certain MR forms, including the NEW “Compensation Agreement Rider” (MSC-4025R). The manual is [provided in an electronic format](#) and can be downloaded and used electronically or printed.

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FEATURED AFFILIATE



This month's featured affiliate is Katie Otto of [USA Mortgage](#). Driven by a passion for always improving the mortgage process, USA Mortgage will find the right types of loans, with rates that work for you. You can be sure they have a real stake in providing you with the best experience possible.

To learn more, contact Katie Otto, Vice President of REALTOR® Relations, by phone at (314) 628-2224 or by email at [kotto@usa-mortgage.com](mailto:kotto@usa-mortgage.com).

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