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IN THE NEWS



Thankful for You - A Message from Missouri REALTORS®

As we gather with family and friends this Thanksgiving, Missouri REALTORS® reflects on the gratitude we share for your dedication and trust. Your commitment to professionalism and service strengthens our industry and the communities we serve. From all of us at Missouri REALTORS®, we wish you a season filled with warmth, joy, and meaningful connections.

Happy Thanksgiving!



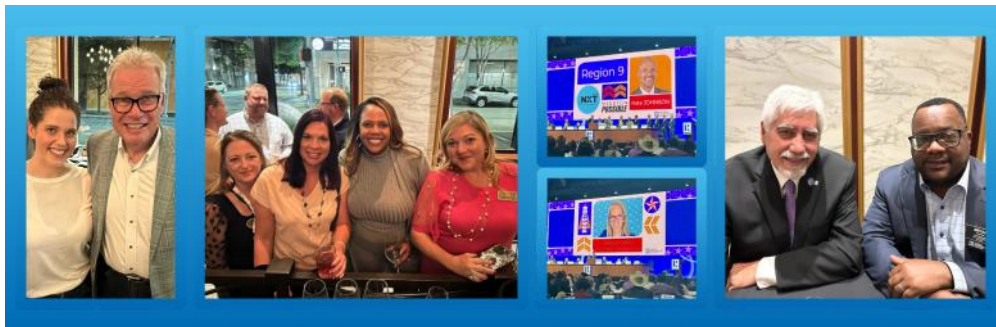
2025 Forms & Revisions Year-End Update: Effective 12/01/2025

Our [2025 Year-End Forms & Revisions page](#) is now live! There you'll find a short explanation of each revised form, along with both "clean" and "redlined" copies.

For additional standard forms resources - including approved form providers - [visit our Standard Forms page](#). Both pages include a link to the Master Forms Index, which provides a complete list and brief explanation of all Missouri REALTORS® standard forms, plus updated Instruction Manuals with line-by-line instructions for completing commonly used forms.

To learn more, [watch the latest edition of Keeping It Legal](#), where Robert Campbell and Henry Eruchalu discusses the upcoming standard forms revisions.

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



NAR NXT Highlights: Celebrating Missouri REALTORS® in Houston

What an incredible week at NAR NXT! Missouri REALTORS® proudly represented our region, connecting with colleagues and showcasing the strength of our REALTOR® community.

The Missouri/Kansas Reception was a night to remember - filled with networking, camaraderie, and moments that truly captured our shared spirit.

We were thrilled to celebrate John Mayfield, honored as Missouri REALTOR® of the Year during the General Session.

More exciting leadership news - Nate Johnson has been installed as NAR's 2026 Region 9 Vice President, while Bobbi Howe will serve as the 2026 Vice President of Association Affairs. Their dedication and vision will help drive our mission forward.

Thank you to everyone who joined us in Houston and made these moments unforgettable!



This month, we are shining the Leadership Spotlight on Janine Hollingsworth.

Janine, a Designated Broker at RE/MAX Jefferson City, exemplifies leadership through decades of dedication to real estate and community service. After 25 years as Administrative Manager, she stepped into her current role in 2024 and continues to champion excellence and growth. A proud participant in the Missouri REALTORS® Leadership Academy, Janine has earned multiple industry awards and designations, including ABR and AHWD. Beyond her professional achievements, she gives back through RE/MAX fundraisers for Children's Miracle Network and volunteering with her church's outreach programs.

To learn more about Janine, [visit her Leadership Spotlight blog](#).



Missouri Market Statistics | October 2025

In October 2025, there was a 1% increase in residential property sales and an increase to 46 average days on market, up from 41 days last year. The median sale price saw a increase, reaching \$283,975.

To view October results, including archived market reports, visit: missouriirealtor.org/news-events/missouri-market-statistics



4 Holiday Hosting Tips for New Homeowners

Wondering how to make your first holiday season in a new home stress-free and memorable? This month's blog shares four practical tips to help you prepare for festive gatherings without feeling overwhelmed. From moving and winterizing your property to creating cozy décor, these ideas will help you host with confidence and ease. *(Feel free to use the blog intro and link below for sharing in your own communications.)*

The holidays are the perfect time to celebrate your new space. Whether it's checking your home's comfort, prepping your kitchen, or adding safe, stylish decorations, these tips offer a thoughtful way to make your home shine this season. This guide can help you feel prepared and proud as you welcome family and friends.

[Read the full blog.](#)

EDUCATION



Apply for a GRI Scholarship!

We're excited to offer a limited number of \$500 GRI Scholarships for one of the 2026 GRI modules.

If you're ready to elevate your real estate career, GRI courses and earning the designation are powerful ways to deepen your expertise and stand out in the industry. Missouri REALTORS® is proud to support your journey with these scholarships.

The deadline to apply is November 30, 2025. [Learn more about the program and apply today!](#)

Questions? Contact Dr. Blake Willoughby, Director of Education at blake@morealtor.com | [573.445.8400 x1180](tel:573.445.8400)



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).

[LEARN MORE](#)

Missouri REALTORS®

Online Continuing Education

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NEW Missouri REALTORS® Online CE!

Missouri REALTORS® has been renovating our exclusive in-person CE courses into online CE for you to access on your own time and happy to announce our first two new online CE offerings! For \$30 a course or \$60 for both, you can complete your NAR Cycle 8 requirements and obtain 6 hours of Missouri CE credit with 3 of those hours being the MREC Fair Housing Core requirement. *More online CE courses on forms will become available in 2026.*

[Access the courses here.](#)

ADVOCACY



Join us in Jefferson City for REALTOR® Days!

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, local leadership academies, and governmental affairs committees to come together and communicate with elected officials. Legislators hear directly from you, their constituents, about issues important to the real estate industry and how legislation will impact their district.

[Register now!](#)

Questions? Contact Erin Hervey, Vice President of Government Affairs and Local Board Relations at erin@morealtor.com | [573.445.8400](tel:573.445.8400) x1110

RISK MANAGEMENT



Legal Line FAQ of the Month: Can a licensee's commission be paid to licensee's LLC?

Answer: Section 339.150.4 RSMo. authorizes brokers to pay compensation directly to a business entity. The statute provides the following:
"Notwithstanding provisions of this chapter to the contrary, a broker may pay compensation directly to a business entity owned by a licensee that has been formed for the purpose of receiving compensation earned by such licensee. A business entity that receives compensation from a broker as provided for in this subsection shall not be required to be licensed under this chapter and shall be owned: (1) Solely by the licensee; (2) By the licensee together with the licensee's spouse, but only if the spouse and licensee are both licensed and associated with the same broker, or the spouse is not also licensed; or (3) By the licensee and one or more other licensees, but only if all such owners are licensees which are associated with the same broker."

Per the Missouri Real Estate Commission [MREC], the organizing documents filed with the Secretary of State must contain language stating that one of the purposes of the business entity is to receive compensation earned by the licensee. If the business entity has already been created without such language, an amendment would be needed to comply with the statutory requirements.



Last Call! Ethics Case Study Contest #10

This contest aims to raise awareness about the importance of the Code of Ethics. By exploring real-world applications of the Code, you'll gain valuable insights that can help strengthen your business.

Each month, we'll release a new case study for you to explore. All members are encouraged to participate by completing the fields within the study. Winners will be selected each month to receive a gift card, and at the end of the contest, we'll award a grand prize to the member(s) who complete the most case studies.

Don't miss out - case study #10 closes at midnight on Sunday, November

30. [Click here to participate!](#)

Questions? Contact Tracey Yost, Director of Forms and Professional Standards at tracey@morealtor.com | 573.445.8400 x1280

FEATURED AFFILIATE



This month's featured affiliate is Pam Locky 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](tel:913.336.4557)

This message was sent by Missouri REALTORS®. To change your preferences or opt out, [click here](#)

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