Latest news and happenings!

IN THE NEWS

Help Shape Your Benefits!

Missouri REALTORS® is evaluating options for member access to medical insurance and retirement plans. This brief survey (5-7 minutes) lets us understand your interest and the basic details carriers and retirement providers need to scope viable options we may be able to provide in the future. Your responses are confidential and will be reported in aggregate only. Thank you in advance for your input!

START THE SURVEY

NAR NXT | The REALTOR® Experience

Join fellow members at NAR NXT, November 14-16, 2025, in Houston, TX, 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, we are shining the Leadership Spotlight on Brandon Glascock.

Meet this Columbia Board of REALTORS® professional whose leadership and service span both the real estate industry and his local community. As the 2026 President Elect of CBOR, a Missouri GRI Instructor, and a graduate of both the CBOR and Missouri REALTORS® Leadership Academies, Brandon exemplifies dedication to professional growth and strategic leadership. His commitment extends beyond real estate through his long-standing service on the Southern Boone Economic Development Council and Fire Protection District Board, as well as active involvement in organizations like the Ashland Optimist Club and Scouts BSA. With a strong foundation in finance and a passion for education, Brandon continues to make meaningful impacts across every level of service.

To learn more about Brandon, visit his Leadership Spotlight blog!

Missouri Market Statistics | September 2025

In September 2025, there was a 7% increase in residential property sales and an increase to 44 average days on market, up from 38 days last year. The median sale price saw a increase, reaching $279,900.

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

Giving Thanks for Home: How To Find Your Perfect Space This Season

This month's blog is designed for Missouri REALTORS® to share with clients and social audiences as they reflect on what "home" truly means. Use this resource to help buyers and sellers navigate the fall market with confidence. From defining lifestyle priorities to understanding the value of working with a trusted REALTOR®, this blog offers timely insights and practical guidance for those seeking their perfect space this season.

As the season of gratitude unfolds, this guide explores how thoughtful planning, professional support, and clear priorities can help consumers find a home that fits their needs - without rushing the process. Learn how fall presents unique opportunities in the housing market, and discover actionable tips for touring homes, budgeting wisely, and leveraging local resources. Whether buying or selling, this blog helps readers approach their journey with clarity and purpose.

Read the full blog.

EDUCATION

Apply for a GRI Scholarship!

We're excited to share that - at the request of the Professional Development Output Group and with approval from the Risk Management Mission Committee - funds have been allocated 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 Blake Willoughby, Director of Education at

blake@morealtor.com | 573.445.8400 x1180

2026 GRI Schedule Now Available!

Missouri REALTORS® is committed to offering each GRI Module and the Capstone course annually. Modules are hosted at our business conference location and in two additional regions in partnership with local associations. The Capstone course remains available in Columbia.

View the 2026 GRI schedule.

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.

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

ADVOCACY

Capitol Update: Subject HB 2062 Struck Down - What REALTORS® Need to Know

Missouri REALTORS® are regrouping after a Cole County judge struck down HB 2062, citing a Hammerschmidt violation of the state's single-subject rule. The ruling nullifies key provisions from the 2024 regular session - including our Land Banks legislation.

Despite this setback, REALTORS® remain steadfast in their advocacy, working with Government Affairs staff and lobbyists to reintroduce policy that empowers communities to establish Land Banks.

To learn more, visit the latest Missouri REALTOR® Party Capitol Update.

We Want to Hear from You!

Missouri REALTORS® is conducting a confidential member survey in November to better understand how your business is doing - and we'd love your input!

As a thank-you, five members who complete the survey will be randomly selected to receive a $100 gift card.

The survey will be conducted by American Strategies, an independent research firm (http://www.amstrat.com). Be sure to answer your phone or check your inbox starting in November.

Your feedback matters - thank you for helping us serve you better!

Questions? Contact Erin Hervey Vice President, Government Affairs & Local Board Relations at erin@morealtor.com | 573.445.8400 x1110

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.

Legal Line FAQ of the Month: What happens to Earnest Money when it is in dispute? Even if it is not disputed, can it be released without a signed mutual release?

Effective July 1, 2003, Missouri law provides that "whenever the ownership of any escrow monies received by a broker pursuant to this section is in dispute by the parties to a real estate sales transaction, the broker shall report and deliver the monies to the state treasurer within three hundred sixty-five days of the date of the initial projected closing date in compliance with sections 447.500 to 447.595 [the "Uniform Disposition of Unclaimed Property Act" or "UDUPA"]. The parties to a real estate sales transaction may agree in writing that the funds are not in dispute and shall notify the broker who is holding the funds." §339.105.4 RSMo. A signed mutual release makes it clear that neither party disputes the proper disposition of earnest money. Without it, it is difficult, if not impossible, to rule out that a party may have some sort of claim (that the other party is in default of the contract for some reason or another). The absence of a fully signed mutual release does not truly dictate whether or not a contract was in fact properly terminated (or if there are other claims). The answers to these questions are legal conclusions, based on the applicable facts. Stated another way, while the presence of a mutual release signed by both parties provides certainty (because it would serve to confirm that neither party has any potential remaining claim against the other), as a pure legal matter, its absence is not determinative of the true facts or underlying respective rights of the parties. Accordingly, it is not an absolute legal "necessity" or precondition to one's ability to "move on" (it just makes it potentially more risky to do so). The real question in such situations is whether or not the buyer timely and properly exercised the applicable contingency rights (or otherwise breached the contract somehow). In this regard, there may be independent grounds to assert a contrary claim or right (e.g., perhaps Seller believes that Buyer damaged Seller's property during the course of inspections). These, of course, are determinations that can only be made upon a full understanding of all the actual facts and circumstances involved and actions taken (in any given situation). It should be noted that the following MREC regulation (20 CSR 2250-8.130(2), last amended in 1994) still remains on the books. "In the event a dispute arises concerning the return or forfeiture of any monies or other valuables held by a broker in escrow, the broker shall continue to retain the money or valuables in escrow until a written release is obtained from all parties consenting to its disposition or until a civil action is filed to determine its disposition at which time payment may be made into the court. However, in the absence of a pending civil action or written release and upon passage of sixty (60) days from the date of the dispute, a broker may disburse escrow monies or valuables to either party to the transaction based upon a good faith decision by the broker that the opposite party has failed to perform as agreed, but this disbursement shall only be made after the broker has given fifteen (15) days' written notice by certified mail to all parties concerned at their last known address setting forth the broker's proposed action. The MREC will not take disciplinary action against a broker who in good faith disburses escrow monies or other valuables pursuant to this rule; however, nothing in this rule relieves a broker of any civil action which the damaged party may file in a court of law nor does this rule require a broker to remove money or other valuables from the broker's escrow account when disposition is disputed by the parties."

Still, the terms of the statute and contract are fairly straight forward and mandatory. Therefore, they presumably trump and render unavailable the "good faith decision" option provided by the terms of the above cited MREC regulation. Accordingly, the most safe and conservative approach for a broker holding earnest money to take is to follow their mandate. Indeed, they effectively allow brokers to "get out of the middle" of such disputes and pass disputed earnest money along to the State Treasurer. The forms to be utilized for this purpose can be found at the State Treasurer's website, http://www.treasurer.mo.gov/RemitUnclaimedProperty.aspx. The State Treasurer's office will not seek to make a determination of entitlement on its own. In fact, it is generally not at all proactive (except in a rare case perhaps) and will not even attempt to notify the parties who may have an interest in the disputed funds. Rather, its sole role will be to hold the funds unless and until the dispute over them is resolved (e.g., by being presented with either a mutual release signed by both parties or a court order). In any event, ultimately, it will be up to the parties to agree (or not) to execute a mutual release. Likewise, if a mutually acceptable resolution cannot be reached, it also remains up to the parties to affirmatively pursue enforcement of their contractual rights (including recovery of earnest money). Generally, the sooner this process is started, the sooner it will likely get resolved.

To be safe, as always, it is not the role for a broker or agent to try and play "attorney". A broker or agent should not attempt to draft demand letters or explain legal rights and options in this regard. Rather, it is a basic duty of any licensee to advise a client that they should seek legal counsel to provide any real explanation of their legal rights, duties and options as well as for any special or customized demand notices, election of remedies, or 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).

Last Call! Ethics Case Study Contest #9

Hosted by the Missouri REALTORS® Risk Management department, 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. Plus, have a chance to win cash prizes!

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 in January, we'll award a grand prize to the member(s) who complete the most case studies.**

Don't miss out - case study #9 closes at midnight on Friday, October 31.
Click here to participate!

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

License Law Update | Buyer Agency Agreements

As of August 28th, all real estate licensees in Missouri are required to get a buyer's agency agreement signed before providing brokerage services to a buyer. This change aligns with the NAR settlement from last year and creates consistency for all real estate licensees and consumers by matching the existing statutory requirement for a seller's agent. However, as with any law change, there are questions, and of particular note is how the change affects ministerial acts and certain current brokerage practices.

The formal definition of Ministerial Acts is found in §339.710.19 RMSo., but can be summed up as " *acts that require a real estate license to perform, but do not rise to the level of needing a written brokerage services agreement*." The list of acts defined in statute is non-exhaustive (*meaning, not all examples are listed*) and includes things like responding to telephone inquiries from customers regarding the price and location of a property and price and availability of brokerage services; however, the recent concern is whether signing a buyer up for alerts via a "portal" would be considered a ministerial act or would it require a written agency agreement under the August 28 law change?

As the statutory list is non-exhaustive, it can be inferred the legislature meant to account for changes in business practices and technology that would occur after the passing of the statute 20+ years ago. Therefore, the fact that “electronic” portals and communications are not listed should not be an issue when considering whether something is a ministerial act currently. The real question is whether the signing up for a portal and alerts rises to a level of “representation” of a buyer. After consulting with the MREC, we’ve determined this practice likely does not rise to the level of representation requiring a written agency agreement and instead falls under advertising or solicitation of potential clients. This practice is similar to a licensee preparing a CMA or BPO to present at a listing presentation when attempting to secure a seller-client.

Like the CMA/BPO during the listing presentation, the practice of signing a buyer up for portal alerts on potential properties is meant to provide a “value proposition” for the licensee seeking to potentially convert that potential buyer to a client. However, much like in the CMA/BPO scenario where a potential seller may hear several listing presentations from different licensees before ultimately signing an agency agreement or not, a potential buyer may sign up for portal alerts with multiple different licensees before deciding whether to buy or not. It is important to note that just because this practice would generally be a ministerial act, it does not prevent a licensee from signing a written agency agreement with a potential buyer if the licensee intends to be the sole and exclusive representative for the buyer.

As with any “general rule” there may be exceptions depending on the case and circumstances, and licensees are encouraged to contact legal counsel for specific questions about individual situations.

Questions? Contact LEGAL LINE - a Missouri REALTORS® member benefit!

FEATURED AFFILIATE

This month’s featured affiliate is Karen Willenberg with 1st Choice Real Estate School. 1st Choice Real Estate School delivers professionally developed, quality-tested courses in a secure, user-friendly online environment, backed by experienced instructors and a dedicated support team to guide you from licensing to continuing education.

Outside of work, Karen helps her daughter’s macaron business, takes biannual cruises, and is studying Interior Design while building her home. To learn more about 1st Choice Real Estate School, contact Karen at karen@1stChoiceSchool.com or by phone at 636-243-8300 x3.

missourirealtors@morealtor.com | 573-445-8400 | missourirealtor.org

2801 Woodard Drive, Suite 101 | Columbia, MO 65202