



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



2025 Fall Business Conference Recap

Over 450 REALTORS®, affiliates, and sponsors from across the state attended the Fall Business Conference in St. Louis, September 23-25. As always, we want to thank everyone who attended this event. We hope you found it valuable and can't wait to see you at the Winter Business Conference in Springfield, January 27-29, 2026.

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

Announcing 2026 Leadership!



Announcing Missouri REALTORS® 2026 Leadership!

We are excited to announce 2026 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 2026 Leadership](#) and [get involved by joining an Output Group today](#).



2027 TREASURER

Matthew Becker

St. Charles REALTORS®

Missouri REALTORS® Elect Matthew Becker as 2027 Treasurer

We would like to congratulate Matthew Becker of St. Charles REALTORS® for being elected as Missouri REALTORS® 2027 Treasurer during our recent Fall Business Conference. As 2027 Treasurer, Matthew will join our Leadership Team as 2026 Treasurer-Elect.

[Read the full press release.](#)



REALTOR® OF THE YEAR

John Mayfield

Mineral Area Board of REALTORS®

John Mayfield Named 2025 REALTOR® of the Year

Congratulations to John Mayfield of Mineral Area Board of REALTORS® for being named Missouri REALTORS® 2025 REALTOR® of the Year! John received this award during our recent Fall Business Conference for his exemplary "REALTOR® Spirit" due to his faithfulness to the principles of organized real estate, volunteer work, and the NAR's Code of Ethics.

[Read the full press release.](#)



REALTOR® SALESPERSON OF THE YEAR

Todd Henson

Three Rivers Board of REALTORS®

Todd Henson Named 2025 REALTOR® Salesperson of the Year

We would also like to congratulate Todd Henson of Three Rivers Board of REALTORS® for being named Missouri REALTORS® 2025 REALTOR® Salesperson of the Year! Todd 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 more!

[Read the full press release.](#)



Congratulations to the 2025 Leadership Academy!

We would like to congratulate the 2025 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 St. Louis. We can't wait to see what's next for these amazing leaders!

Leadership Spotlight

Dean Eshelman

Southern Gateway Association of REALTORS®



This month, we are shining the Leadership Spotlight on Dean Eshelman.

Meet this Missouri REALTOR® whose career spans over two decades of service, leadership,

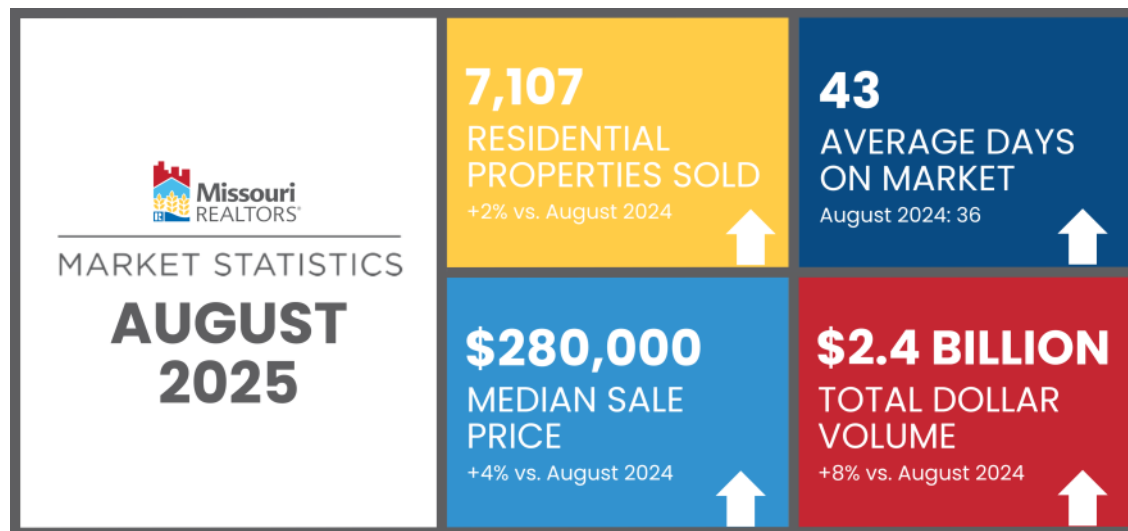
and community impact. As Past President of the REALTOR® Land Institute – Missouri Chapter and a longtime advocate for Habitat for Humanity, Dean brings deep expertise in residential, commercial, and land real estate, along with a legacy of fairness rooted in his “Home of the Square Deal” philosophy.

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



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!](#)



Missouri Market Statistics | August 2025

In August 2025, there was a 2% increase in residential property sales and an increase to 43 average days on market, up from 36 days last year. The median sale price saw a increase, reaching \$280,000.

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



4 Fall Maintenance Tips for a Warmer, Happier Home

Curious how a few seasonal habits can make your home more comfortable and resilient this fall? This month's blog highlights four practical ways homeowners can prepare for colder weather - without making big changes or investments. From sealing drafts to prepping outdoor spaces, these tips are designed to help you feel more confident heading into winter. (Feel free to utilize the blog intro and link below for sharing.)

Fall is a natural time to check in on your home's condition and comfort. Whether it's clearing gutters, inspecting your heating system, or protecting outdoor plumbing, these maintenance ideas offer a thoughtful way to care for your space. This guide can help support smart, seasonal upkeep and to help you feel more at home - no matter the weather.

[Read the full blog.](#)

EDUCATION





GRADUATE
REALTOR
INSTITUTE

**Missouri
REALTORS**

**Apply to Become a
Certified GRI Instructor**

Become a Certified GRI Instructor - Deadline: Friday, October 31, 2025

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.](#)

Missouri REALTORS® Online Continuing Education

powered by 

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

RPAC TRUSTEES



Matthew Becker
St. Charles



Brian Jared
Greater Springfield



Denise Pittman
Jefferson City Area



Shawna Neuner
Columbia

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

- Matthew Becker, St. Charles REALTORS®
- Brian Jared, Greater Springfield Board of REALTORS®
- Denise Pittman, Jefferson City Area Board of REALTORS®
- Shawna Neuner, Columbia Board of REALTORS®

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.

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.



Completion of RES-2000 "*Brokerage Relationship*" (Buyer Represented/Seller Unrepresented)

Question:

Broker needs to know how to fill out licensee checkboxes in the "*Brokerage Relationship*" (§25) on the Missouri REALTORS® ("MR") form RES-2000 "*Residential Sale Contract*" in connection with the following situation: **Broker is a Buyer's Limited Agent and Seller is unrepresented with an Authorization to Show ("FSBO").**

Answer:

In this situation, Broker is a Buyer's Limited Agent and should mark that the "***Licensee assisting the Buyer is a: Buyer's Limited Agent (acting on behalf of Buyer)***." Because Seller is unrepresented by a licensee (as an Authorization to Show does not create representation), Buyer's Agent should also mark that the "***Licensee assisting the Seller is a: Buyer's Limited Agent: (acting on behalf of Buyer)***." Furthermore, in this case, Broker should complete both sides of the blank lines for Buyer Broker's Firm and Seller Broker's Firm information because the licensee is assisting both Buyer (as Buyer's Limited agent) and Seller (as Buyer's Limited agent).

For more information on completing this and other Sections of RES-2000 please see the [Missouri REALTORS® Forms Instruction Manual](#).

FEATURED AFFILIATE

Affiliate spotlight

Amy Zeder



This month's featured affiliate is Amy Zeder with Old Republic Title. For over 100 years, Old Republic Title has helped Americans protect their property rights while providing peace of mind for one of the biggest investments homeowners will make. They work closely with title agents, real estate professionals, lenders, and industry experts to secure safe and efficient real estate transactions. Old Republic Title provides comprehensive title and escrow products and services for individuals, businesses, and government.

In Amy's life outside of work, she enjoys being at the beach and candle making. To learn more about Old Republic Title, contact Amy at azeder@OldRepublicTitle.com or by phone at [\(314\) 692-8565](tel:3146928565).



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