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2026 Fall Business Conference Recap!

Thank you to everyone who joined us September 22-24 in St. Louis for this year's Fall Business Conference! It was a great opportunity to connect with fellow REALTORS®, gain valuable insights, and recharge alongside colleagues from across the state.

To revisit highlights from the conference, including keynote speakers, event highlights, and photos from the week, check out President Brian R. Jared's highlights blog.



Announcing Missouri REALTORS® 2027 Leadership!

We are excited to announce the 2027 Missouri REALTORS® leadership and

committee appointments, including our committee chairs, vice chairs, and committee members who will serve under our new governance structure beginning January 1, 2027.

These dedicated volunteers represent the best of our profession and have stepped forward to help shape the future of Missouri REALTORS®.

Congratulations to all members who have been selected to serve in a leadership role next year! View the full list of 2027 Leadership.



Missouri REALTORS® Elect Tammy Sherrell-Shortt as 2028 Treasurer

We would like to congratulate Tammy Sherrell-Shortt of Springfield for being elected as Missouri REALTORS® 2028 Treasurer during our recent Fall Business Conference. As 2028 Treasurer, Tammy will join our Leadership Team as 2027 Treasurer-Elect.

Read the full press release.



Mark Stallmann Named 2026 REALTOR® of the Year

Congratulations to Mark Stallmann of St. Louis REALTORS® for being named Missouri REALTORS® 2026 REALTOR® of the Year!

Mark received this award during our recent Fall Business Conference for his exemplary “REALTOR® Spirit” due to his commitment to real estate principles, compliance with laws and the Code of Ethics, and promotion of best practices among peers.

Read the full press release.



Brandon Glascock Named 2026 REALTOR® Salesperson of the Year

Congratulations to Brandon Glascock of Mid-Missouri Board of REALTORS® for being named Missouri REALTORS® 2026 REALTOR® Salesperson of the Year!

Brandon received this award during our recent Fall Business Conference for exemplifying a commitment to REALTOR® ethics and cooperation, activity in the local, state, and National Association of REALTORS®, advanced education and professional designations, community service, and sales volume.

Read the full press release.



Congratulations to the 2026 Leadership Academy!

We would like to congratulate the 2026 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!



Customizable Canva Graphics Available

Promoting your REALTOR® involvement has never been easier! Use the customizable Canva graphics linked below to create personalized social media posts highlighting your REALTOR® activity. Simply open the template in Canva, add your headshot and information, then download and share across your social channels to showcase your engagement and involvement in the REALTOR® community.

Access the graphics.



This month, we are shining the Leadership Spotlight on Cristy Holloway.

Cristy, the Missouri REALTORS® Association Executive (AE) Chair and AE for the Ozark Trail Board of REALTORS®, is passionate about supporting and mentoring fellow association executives, particularly those who are new to the role. Throughout her service as Missouri AE Chair, she has emphasized collaboration, knowledge-sharing, and fostering connections among AEs across the state. She credits her fellow association executives, Missouri REALTORS® leadership, and members for helping her grow professionally and remains committed to paying that support forward by helping others succeed.

To learn more about Cristy, visit her Leadership Spotlight blog.



Missouri Market Statistics | August 2026

Missouri's housing market remained active in August 2026, with 6,720 closed sales and an average of 42 days on market. The median sale price was $299,900, contributing to a total sales volume of $2.4 billion statewide.

To view the complete August results, along with archived market data, visit: missourirealtor.org/news-events/missouri-market-statistics



Fall Home Maintenance Checklist for Missouri Homeowners

As the weather cools and winter approaches, fall is the perfect time for homeowners to complete important seasonal maintenance tasks. This month's blog, *Fall Home Maintenance Checklist for Missouri Homeowners*, highlights simple steps homeowners can take to help protect their investment, improve energy efficiency, and avoid costly repairs during the colder months.

(Feel free to use this intro and the link below in your own communications.) From cleaning gutters and inspecting roofs to servicing heating systems and sealing drafts, these preventative maintenance tips can help homeowners prepare their properties for the season ahead. The blog also covers important safety checks and outdoor maintenance tasks that can help keep homes comfortable, efficient, and protected throughout the winter.

Read the blog.

EDUCATION



Become a Certified GRI Instructor - Deadline: Friday, October 30, 2026

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!

View the GRI Instructor Application FAQ Packet to learn more about the requirements and what you'll need for your application.



2027 GRI Scholarships | Apply Today - Due Friday, December 4, 2026

Scholarships to Missouri REALTORS® Graduate REALTOR® Institute (GRI) classes are designed to help members work towards obtaining their GRI Designation and enhance their business skills.

Three (3) $500 GRI Scholarships will be given for each GRI Module offered in 2027; except, GRI 600: Capstone.

APPLY TODAY

**Availability of funds are subject to change at any time.*

ADVOCACY



RPAC Gives Back Challenge Kicks Off September 22

The RPAC Gives Back Challenge returns September 22 through November 2, combining friendly competition with meaningful community impact. Through this annual online challenge, local boards and associations compete on a statewide leaderboard while supporting charitable giving efforts in their communities.

Donate today!



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

- Angie Mullings, Greater Springfield Board of REALTORS®
- Jessica Hubbard, Ozark Gateway Association of REALTORS®
- Jordan Salisbury, Bagnell Dam Association REALTORS®
- Tammie Tucker, Greater Springfield Board of REALTORS®
- Terry Gannon, St. Louis 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



Legal Line FAQ of the Month | “On or Before” Language

Question: Is it permissible to use the term "on or before" prior to date when stating the closing date on a contract?

Answer: While parties may technically include the words “on or before”, it is not truly “meaningful,” necessary, or appropriate (and therefore is not considered to be “best practice”). By way of further explanation, it should be noted that even if/when these words are added, the “outside” date for Closing will remain to be the actual last date required for performance by the parties (i.e., the deadline to close). In other words, the terms actually originally agreed upon by the parties in writing will remain to be the only terms that are binding upon them (unless and until a contract is formally amended). The words “on or before” essentially establish that there was in fact no such truly binding agreement at the time the contract was entered into to close earlier than the last date specified (and therefore, is essentially “meaningless”). While the parties may (of course) always later agree to change their minds, in order to have any real expectation of (and legally enforceable right to require) timely performance, all changed terms of a contract truly agreed to by the parties must be in writing. The proper way to do this (“best practice”) is to draft a separate contract amendment that is signed by both parties. This is also consistent (if not directly on point) with 20 CSR 2250-8.100 (which provides that “any change to a contract shall be initialed by all buyers and sellers”).

With that said, if the parties in fact simply voluntarily proceed to close at point in time earlier than they are required to, it would not be legally required for them to (for instance) sign a contract amendment at the closing table in order to make the transaction “legal.” Their respective signatures to the deed, closing statements and any other closing documents would serve to acknowledge that they agreed to close at such time.

A party is generally only obligated to perform the duties written and provided for

in the contract. If the parties orally agree to move up the closing date, but fail to put that amendment in writing, arguably neither party is legally bound to be there. If, for instance, the Buyer failed to show up at that earlier closing date, Seller probably would have no recourse, since the closing date memorialized in the contract has not yet passed. While there may be some (very limited) room for a possible exception in this regard (based on VERY strong evidence of justifiable reliance), such would be a very rare case. For specific advice in this situation, please consult with private counsel.

FEATURED AFFILIATE



This month's featured affiliate is Asher Weinberg with America's Preferred Home Warranty. America's Preferred Home Warranty (APHW) protects essential home systems and appliances, provides homeowners the choice on who performs repairs, delivers top-rated support and claims service 24/7/365, and educates customers about home warranties and maintenance.

Asher is a previous college football player and travel enthusiast. To learn more about APHW, contact Asher by email at aweinberg@aphw.com or by phone at 314.304.2980.

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