



Missouri REALTORS® Brokers,

In this month's *Broker Connection*, you'll find legal resources related to a Missouri REALTORS® forms update, the National Fair Housing Alliance's 2024 Fair Housing Trends Report, and tools to help promote REALTOR® Safety Month this September.

We also encourage you to visit broker.realtor, and stay tuned to the [Brokers Community](#) on THE LANDING for additional resources and information. Our dedicated Missouri REALTORS® [staff](#) and [Leadership Team](#) are here to support you every step of the way.

Sincerely,

Breanna Vanstrom, MBA, RCE, CAE
CEO, Missouri REALTORS®
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LEGAL UPDATE

Extended Hours | Legal Line

Missouri REALTORS® [Legal Line](#) has temporarily extended its hours to support changes outlined in NAR's settlement agreement.

EXTENDED HOURS (Began August 19):

Monday – Friday: 8:00 a.m. – Noon and 1:00 – 5:00 p.m.

Forms Update

Missouri REALTORS® carefully monitors changes in the law and considers feedback from members, local boards, and other REALTOR® Associations across the country to guide forms revisions and updates, or to create new forms, when necessary. This process ensures that Missouri REALTORS® standard forms are legally compliant and relevant to current market conditions, and now, compliant with the recent NAR settlement (visit facts.realtor for details).

More than ever, it's important that Missouri REALTORS® provide standard forms that minimize conflicts to promote smooth and efficient transactions for brokers across the state and provide the options and flexibility our members need to do business pursuant to their own company's policies and practices.

As such, we will continue to make any necessary revisions based on any new information or requirements that may arise; however, at this time, we have opted to keep clauses related to cooperative compensation in our standard forms, based on input from outside anti-trust counsel and a review of Missouri license law and the settlement.

While this could change should new guidance from NAR or others be issued, the rationale for keeping those options in our forms is straightforward; while cooperative compensation is now prohibited from being communicated through or facilitated by a multiple listing service, the practice continues to be allowed under the settlement and by Missouri license law.

While some brokerages have made the policy decision to move away from cooperative compensation altogether, some have not, and others are still considering their options. We want to ensure that Missouri REALTORS® standard forms meet the needs of a variety of business models and brokerage policies, with the expectation that brokers are educating their agents about how best to use these forms options in accordance with such policies, the settlement, as well as the preferences of their clients.

We want to thank everyone who has provided feedback and comments, and we encourage you to continue doing so. We'll continue to be on the lookout for any potential changes that are required, and keep you informed on any issues that may arise. Please contact Missouri REALTORS® General Counsel and Vice President of Risk Management Robert Campbell, at robert@morealtor.com with any questions.

Mid-Year Forms and Revisions Update

A recording of Missouri REALTORS® recent webinar focused on mid-year form revisions, which went into effect on July 29, 2024, is now available. This informative session covers crucial updates to listing agreements and buyer's agency agreements. It also includes an in-depth discussion of the residential sale contract in addition to NEW form MSC-4025R "Compensation Agreement Rider."

To access the recording, please click the provided link: [Mid-Year Forms Revisions Recording](#)

Missouri REALTORS® website has also been updated to include a new [Standard Forms and Revisions Mid-Year Update](#) page. Visit the [Standard Forms page](#) for a complete list of all Missouri REALTORS® forms, including a "clean" & "redlined" copy of each new and revised form.

Direct licensing is also available for Missouri REALTORS® forms for brokers to use in their in-house management systems. We have created an [introductory video](#) (or refresher) highlighting a few of the services we provide.

For questions related to Missouri REALTORS® Standard Forms, contact [Legal Line](#) at (573) 447-5278.

Please continue to check facts.realtor for frequent updates to key practice changes required by the settlement, including updated FAQs.

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.

Use of Standard Forms by REALTORS®

As a reminder, 2020 CSR 2250-8.140(1), the rule that codifies the ruling in the 1952 MO Supreme Court case *Hulse v. Criger*, provides as follows in connection with the use of “standard forms” in Missouri by real estate licensees:

“When acting as a broker in a transaction, a broker may use current standardized forms including, but not limited to, contracts, agency disclosures, property management agreements, listing agreements, warranty deeds, quit claim deeds, trust deeds, notes, security instruments and leases, prepared or approved by the broker’s counsel or by the counsel for a trade association of which the broker is a member or associate member, or by a Missouri state or local bar association and may complete them by filling in blank spaces to show the parties, property description and terms necessary to close the transaction the broker has procured” (emphasis added).

Therefore, unless the form is prepared or approved by counsel for the licensee’s brokerage, trade association (*i.e.* Missouri REALTORS®), or a local or state bar association in MO; the licensee should not use the form. Doing so may subject the licensee to a claim for the unauthorized practice of law (and potentially license law issues). **If a licensee does find a form online or through another source that it wants to use, (s)he should have that form reviewed by competent legal counsel to ensure it complies with all applicable laws (including state license law).**

Understanding New Rules on Offers of Compensation

Beginning August 17, 2024, offers of cooperative compensation will not be allowed in an MLS listing. Find out how new rules affect offers of compensation and how offers may be communicated while being prepared for the practice changes.

Watch "[Window to the Law](#)" to learn more.

A Guide to Written Buyer Agreements and New FAQs

As part of NAR's commitment to help REALTORS® navigate the changes required by the recent settlement agreement, NAR has created a new resource for one of the key practice changes required by the settlement and updated the FAQ on facts.realtor with helpful, new information:

Guide on Written Buyer Agreements:

Beginning August 17, 2024, a buyer representative "working with" a buyer will be required to enter into a written agreement with the buyer prior to touring a home, including both in-person and live virtual tours. This resource provides information about what provisions must be included in the written agreement pursuant to the NAR settlement. This guide is available on NAR's centralized website ([here](#)).

FAQ Updates:

NAR has added new material and made updates to the FAQ on facts.realtor. This information provides further clarity on issues including steering (questions 46-49) and written listing agreements (questions 50-53). The format of the FAQ has also been updated to better display the timing of the latest updates.

ADVOCACY UPDATE

National Fair Housing Alliance's 2024 Fair Housing Trends Report

The National Fair Housing Alliance's 2024 Fair Housing Trends report is now available. In 2023, 34,150 complaints were filed, including 122 from Missouri. Private nonprofit fair housing organizations processed 75.5% of cases, and disability discrimination made up over half of all complaints. Harassment cases rose by 66%, and there were 824 complaints based on color reported last year%. [Read the full report for more details.](#)

RPAC Deadline for the Fall Business Conference

If you would like to be recognized as a Capitol Club Investor (\$250) at the [Fall Business Conference](#), all investments must be received by September 19. RPAC-MO will be hosting a Happy Hour for all Capitol Club Investors, and we hope to see you there! If you have questions about your year-to-date investments, check out the [My Investment Look-Up tool](#) or reach out to Missouri REALTORS® RPAC Fundraising and Local Board Relations Manager Mandy Maltbie at mandy@morealtor.com.

Fall 4 RPAC Online Auction:

Need to finish your RPAC Pledge? We will be having a state online RPAC auction 9/20 - 9/25. Items will be available to view [online](#) and at the Fall Business Conference. Text Fall4RPAC to 76278 or [click here](#) to participate. Both the individual and their local board will get credit for items purchased through this auction.

2025 President's Circle Conference Registration

Registration for the 2025 President's Circle Conference is now open to President's Circle members who have completed their investments by July 31, 2024. The conference registration schedule and the corresponding President's Circle (PC) investment deadlines are below. All 2024 RPAC PC Investors & Platinum R Investors are invited to attend.

\$2,000 PC Investment Deadline	PC Conference Registration Launch Date
Wednesday, July 31, 2024	Thursday, August 8, 2024
Saturday, August 31, 2024	Thursday, September 5, 2024
Monday, September 30, 2024	Tuesday, October 8, 2024

More information on the President's Circle Conference can be found [here](#). If you have questions about your year-to-date investments, check out the [My Investment Look-Up tool](#) or reach out to Missouri REALTORS® RPAC Fundraising and Local Board Relations Manager Mandy Maltbie at mandy@morealtor.com.

Become a Member of the REALTOR® Party Team | Apply Today!

The General Election is just around the corner! Regardless of the outcome, we want to be sure we continue to build and maintain strong connections in Jefferson City and Washington DC. We are asking any Missouri REALTOR® who has substantive relationships with any candidates for a State House, State Senate, or a Congressional seat to apply to serve as their key REALTOR® contact - known as a State Political Coordinator (SPC) or a Federal Political Coordinator (FPC). The National Association of REALTORS® makes the FPC appointments, and 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 FPC or SPC and others will be added as members of their "Team" who works with the Member of Congress or Legislator.

Please use [this form to apply to serve as an FPC](#) and [this form to apply to serve as an SPC](#). Applications must be submitted by the close of business on October 29, 2024. Contact Missouri REALTORS® Vice President of Government Affairs and Local Board Relations [Erin Hervey](#) with questions at erin@morealtor.com.

Do You Own A Multi-Unit Housing Property?

The Missouri Department of Health and Senior Services' (DHSS) Tobacco Prevention and Control Program is conducting a statewide smoke-free housing survey for owners and/or managers of multi-unit housing properties in Missouri.

This survey will help DHSS understand current smoke-free housing policies in Missouri and property owners' perspectives on those policies.

BEGIN SURVEY

BROKERAGE MANAGEMENT

NAR's REALTOR® Safety Month Presentations

In honor of REALTOR® Safety Month, download NAR's comprehensive [REALTOR® Safety training presentations](#) and use them as part of your office training program. It's a simple and effective way to ensure your agents are equipped with the knowledge they need to stay safe.

Here are four steps brokers can take today:

1. **Use [NAR's REALTOR® Safety Presentations](#)** for office training.
2. **Create a company policy** requiring new and potential clients to show identification before property showings.
3. **Develop an [Office Safety Action Plan](#)** and review it regularly with agents and staff.
4. **Share NAR safety data** and resources in sales meetings to foster ongoing safety conversations. Sharable content includes: The [Member Safety Report](#), [safety flyers](#), [videos](#), and more.

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