



Missouri
REALTORS®

Dedicated to the American Dream

IN THE NEWS



[AUGUST 9-10
Lake of the Ozarks]

Diversity SUMMIT

Join us at the beautiful Lake of the Ozarks on August 9 and 10 for our [Diversity Summit!](#) Hear from keynote speaker Walter Johnson, author of *The Broken Heart of America*. We will also offer an [At Home with Diversity \(AHWD\) course](#), taught by Nate Johnson.

This summit will feature additional speakers and panelists, plus many networking opportunities!

**This event is FREE to all members and will be offered in a hybrid format. Register to attend in-person OR virtually!*

REGISTER NOW!



We are deeply saddened to share that Missouri REALTORS® Past President Sharon A. Keating, of Jefferson City, Missouri, passed away peacefully on Saturday, July 17, 2021.

Locally, Sharon was an icon in the real estate landscape, but her successes did not end there. Sharon was a role model and leader at both the state and national levels. Many referred to her as “Queenie.” She had a passion for politics and was a strong advocate for private property rights and ownership.

In 2005, Sharon served as President of the Jefferson City Area Board of REALTORS®, and in 2013, she served as the President of Missouri REALTORS®. In 2014, Sharon served as Presidential Liaison for the National Association of REALTORS® extended leadership team. Most recently, in 2018, the National Association of REALTORS® awarded her the high honor of Federal Political Coordinator Meritorious Service Award recipient for her long work and relationship with elected federal officials. Additionally, Sharon had the honor and privilege to serve on the Missouri Real Estate Commission (MREC) for 20 years and was most honored to serve as MREC Chairman for 14 of those years.

“Many of us truly considered Sharon to be “The Matriarch” of Missouri REALTORS®,” said Missouri REALTORS® 2021 President, Janet Rodriguez Judd. “She touched so many lives in so many different ways. I will always smile when I think of her voicing her opinion in that beautiful, soothing radio voice she had. So many adjectives describe this wonderful person. She will be missed every day.”



Registration to attend NAR's largest annual event for both the aspiring and most successful real estate professionals throughout the country is now open!

Join fellow Missouri REALTORS® in San Diego, CA, November 12-15, for the 2021 REALTORS® Conference & Expo. During this time, we'll come together with REALTORS® from across the country to share and explore key industry highlights, advancements and practical applications across the real estate industry. You can also join education, networking and trade show expo activities virtually.

*Please **save the date** for a special reception honoring NAR's newest Distinguished Service Award Recipient, Past President Larry Keating. This event will take place on Friday, November 12, from 4:30 - 6:00 p.m. Additional details to follow.*

REGISTER NOW!

Resources Now Available to Ease in the Search of Rental Assistance

On July 28, the White House announced the launch of a new [consumer finance rental assistance website](#) on behalf of the Consumer Financial Protection Bureau (CFPB). This website has been designed to help renters and housing providers find rental assistance to cover rent owed as a result of COVID-19.

Further, the National Association of REALTORS® has also launched a [rental assistance resource page](#). This newly developed webpage includes resources such as an NAR FAQ for housing providers, NAR background/talking points related to the eviction moratorium,

federal government resources (including a CFPB toolkit), and resources from other housing industry groups, such as the National Multifamily Housing Coalition which includes tools for communicating with residents about rental assistance.

Please consider sharing the provided resources within your network of friends, clients and colleagues.



In this episode of the Missouri REALTORS® Podcast, Terry Moore, Executive Director of the [Missouri Real Estate Commission](#), recalls Covid-19 protocols and how it affected day-to-day operations at MREC, what REALTORS® can do to ensure a smooth process when submitting documentation to the Commission, including news regarding the future of the Missouri Real Estate Commission.

To learn more, tune in to [Episode Eight: A Look into the Missouri Real Estate Commission](#).



MEMBER SPOTLIGHT

Chris Martin

Columbia Board of REALTORS®

This month, we are shining the Member Spotlight on Chris Martin.

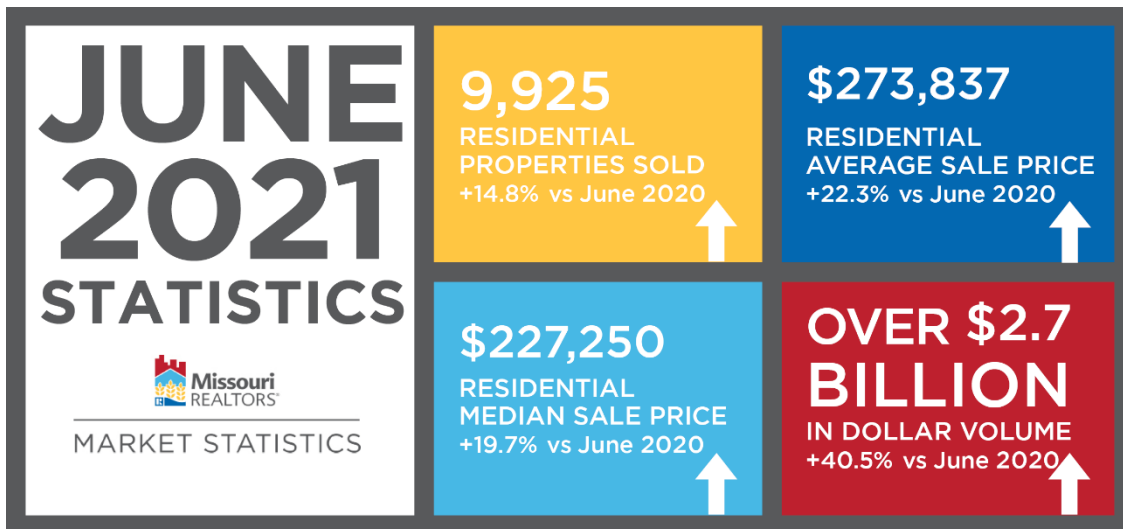
Chris, with Reece & Nichols and Columbia Board of REALTORS®, has made a tremendous impact as a Missouri REALTOR®. His work across the industry will have an important and long-lasting effect on fellow REALTORS® and community members.

We celebrate Chris for his leadership in the industry and his commitment to his community, to education and to ending immobility.

[Check out Chris's member spotlight blog](#) for more details!



The 2021 [Leadership Academy](#) class met for their fourth retreat, July 21-23, in Columbia. The theme of the retreat was *Ethics in Leadership*. The class heard from guest speakers John Mayfield, Bruce Aydt and Robert Campbell. Their social activity was a group painting class. The class had a great week and enjoyed their time together!



Statewide market statistics for June of 2021 are in, and Missouri's housing market is on fire. We have experienced an increase across the board—in residential properties sold, residential sale price and total dollar volume in the state of Missouri. Although, at this point, national trends do indicate that things may simmer down sometime soon.

To review statewide market statistics, watch the most recent edition of [Missouri REALTORS® Market Statistics](#).



The National Association of REALTORS® and the Women's Council of REALTORS® are happy to announce that the Greater Springfield Board of REALTORS® was selected as one of 10 recipients for the Supporting Women of Real Estate Grant!

This \$2,500 grant is a strategic partnership with local and state REALTOR® associations to organize one-day conferences with a focus on women in real estate. The theme for GSBOR was '*Celebrating Women in Real Estate.*'



Sellers Shield™ is the Gold Standard for Disclosure Forms

Our free, interactive disclosure tools were designed by legal experts to prevent lawsuits and limit agent liability. Missouri REALTORS® can rest easy knowing their home sellers are receiving the best support available with their disclosure forms.

We Have Your Back:

- Limit your liability by distancing yourself from the disclosure form answers
- Quickly send state-approved forms
- 100% complete and legible forms returned

AND, We Have Your Sellers' Back:

- We provide examples & definitions to confusing questions/terms
- Ensure disclosure forms are complete, legible, and more accurate
- Protecting from buyer disputes with Home Sale Legal Protection™

Our free, state-approved forms reduce the risk of home sale lawsuits. Give yourself and your home seller peace of mind. Invite your sellers to disclose today with the best and safest disclosure form tool available!

To get started, [access your free account](#). For additional questions or support, contact customersuccess@sellersshield.com



There are dozens of ways that Tech Helpline (a **FREE** member resource) can provide tech support. Call (866) 610-8911 to learn more!

Here's a list of [10 things you can call Tech Helpline about](#) that you didn't know you could.



Back to School—Now, It's Your Move!

It's just about time for the kids to (finally!) go back to school this fall, but this time around Missouri REALTORS® are the ones tasked with homework.

Introducing [It's Your Move](#), a FREE online real estate consumer education course

designed to educate students on consumer credit and homeownership as they transition from high school to the next steps of their life. [Check out our recent blog post](#) to learn more about this exciting opportunity and how you can get involved in implementing this program into high schools classrooms in your area.

REALTOR® SAFETY TIP

Learn more at missourirealtor.org/safety

Inform your client...

Prior to a showing, DO NOT leave personal information such as mail or bills in plain view. Additionally, always lock down your computer and put away expensive, easy-to-pocket items.

Find additional safety tips and resources to implement in your safety strategy by visiting missourirealtor.org/safety.

AWARDS



The Missouri REALTORS® Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. This program was modeled after REALTOR® Magazine's Good Neighbor Awards.

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

The Good Neighbor Award nomination deadline is September 1, 2021.

APPLY TODAY

ADVOCACY

Three-year terms of the following RPAC-MO Trustees will expire on December 31, 2021: Jeff Kester, Will Klein and Angela Korbin. Qualified RPAC-MO contributors are strongly urged to submit a nomination form for a position.

Qualifications for Trustees are as follows:

- They must be an RPAC Major Investor and strive to be a President's Circle Member.
- They shall produce evidence that within the ten years preceding their election they have been a member of the Board of Directors of the Missouri REALTORS® and a

member of one of the political or legislative committees/output groups of the Association.

Nomination forms must be submitted by September 16, 2021.

APPLY TODAY



We are Hitting the Road this Summer!

This summer, the Missouri REALTOR Party® has shifted focus to educate members on the value of RPAC and its importance through the [REALTOR® Party Roadshow](#), ultimately leading to growing the RPAC MO 100 Club, and Local Board/Association participation. We will also be hosting "Casual Dress for RPAC Success!"

To schedule a visit or learn more, please contact Erin Hervey, Vice President of REALTOR® Party and Local Board Relations, at (573) 445-8400 ext. 1110 or erin@morealtor.com.

PROFESSIONAL DEVELOPMENT

Mark your calendar! Missouri REALTORS® Professional Development Output Group will host "Stay Calm & Close the Transaction." This webinar will be led by REALTOR® Sean Moore and will take place **Thursday, August 5 from 11:00 - 11:45 a.m.**

Topics include:

- Managing Expectations

- Managing a Timeline
- Automating Communication

For additional information, contact Kim Moriarity, Director of Education and Professional Standards, at kim@morealtor.com.

REGISTER NOW!



Tips
Ideas
Practices



Missouri REALTORS® Video Share Library originated from the idea that the best mentors and instructors in real estate are oftentimes fellow practicing REALTORS®. Through Missouri REALTORS® [Video Vault](#), you can find and share tips, ideas and practices to improve the business and practice of real estate across Missouri.

Learn more about Video Vault by clicking the [PLAY] button above.

RISK MANAGEMENT

COVID ADVISORY

As current news headlines attest, the Coronavirus pandemic ("COVID-19") continues to have an unprecedented impact on our daily lives. To serve as a reminder, and address issues in connection with your real estate transactions, the Missouri REALTORS® Residential Forms and Risk Management Mission Committees developed and approved the following forms for your use this past year:

- [LISTING CONTRACT COVID-19 RIDER/AMENDMENT \(MSC-1031\)](#)
- [SALE CONTRACT COVID-19 RIDER/AMENDMENT \(COVID-2001R\)](#)
- [COVID-19 RELEASE & HOLD HARMLESS AGREEMENT \(COVID-2002\)](#)
- [COVID-19 SHOWING FLYER](#)

Provided forms, including additional resources which serve as a COVID guide for REALTORS®, are available on our dedicated website: <https://www.missourirealtor.org/resources/coronavirus>.

As always, it is up to each broker and property owner to decide if/when it is appropriate to seek a release of liability and/or otherwise use the provided forms for COVID (or any other infectious disease).

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.

FEATURED AFFILIATE



This month's featured affiliate is [America's Preferred Home Warranty](#). As a privately held company dedicated to providing customers with high-quality products, competitive pricing and unsurpassed service, America's Preferred Home Warranty continues to help thousands of homeowners nationwide protect their biggest investment.

To learn more, contact Brad Gehring – the world's biggest fishing fanatic who enjoys mission work in Haiti, Jamaica and Mexico, and spending time with his family in Florida and the Smokey Mountains – by phone at (314) 399-7858, or by email at bgehring@aphw.com.



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