

NMCAR Director's Report
2018 Capitol Conference
January Business Conference
Jan 17 - 19, 2018

Capitol Conference -

A new record of 400 Realtors descended on the Missouri State Capitol with three main issues/Bills of discussion –

Limit Realtors' Liability for information about properties that is supplied by others, Protect and limit the level of reduction of Historic & Low Income Tax Credits which, again, are on the chopping block.

Support the bill to establish a "First Time Homebuyers Savings Account" which would allow potential buyers to realize a tax deduction for contributions to a savings account dedicated to buying their first home.

Clyde Hopper & I visited with Rep. Bill Reiboldt then joined our friends from Joplin to visit with Sen. Ron Richard.

The meetings were very informative. Both representatives were very supportive of the above bills. As of this writing, there has already been positive movement on the Historic & Low Income Tax Credits & the First Time Homebuyers Savings Account legislation.

Missouri Realtors have an office 2 blocks directly east of the Capitol. The office is to assist with lobbying efforts. It is Gorgeous! A large, open gathering area with 2 offices and a meeting room. If you get a chance, stop by! It is literally just east of the Capitol. I can't guarantee that it will be open as we don't have paid staff all day. But you (and our lawmakers) can't miss it. Very convenient to host meetings and promote Realtor & Private Property issues.

Business Conference –

Risk Management Forum - An excellent meeting. I offered that many Agents do not realize or take the time to check the box for Agent representation on both sides of the transaction when writing an Offer. Many in attendance recognized the need for more education in this area. Terry Moore, the Executive Director of the MREC, spoke about the most common violations cited during MREC Audits. Attached is his list of the 10 most common violations for dissemination to the Board Membership, if desired.

Commercial Forms – This committee held changes to the "Letter of Intent to Purchase Commercial Property" until changes were completed to the Residential Sale Contract in case some of their proposed changes conflict. It was determined that there are no conflicts. The group determined to delve more deeply into updating the Property Management Agreement and the Lease as more Commercial Realtors are interested in utilizing these forms. They will also update DSC-8010, the "Seller's Disclosure Statement for Commercial/Industrial Property" to look more like the Residential Sellers Disclosure form.

Residential Forms – Not much actually transpired.

Staff is gathering rates & proposals from printing professionals to consider reformatting the Residential Sale Contract and all other forms to flow better and be easier to read.

There was also a review of MR's policy regarding presenting and, possibly, adding Local Board Riders to MR's Forms library. No decisions.

There are two task forces, one working with the Kansas City Regional Association of Realtors (KCRAR) to modify their New Construction forms set to be used statewide, and one to continue working with St. Louis to get their support for adopting the MR Forms.

The Committee is considering a process that would allow Realtor Members a 60 day "Member Public Comment" for all proposed forms changes. If adopted, this would most likely be the months of July & August.

The only comment discussed regarding the changes made to the Residential Sale Contract dealt with removing the Seller's name from page one. There was discussion pro & con.

Risk Management Mission Committee - I chair this committee.

This committee is the clearing house for all motions passed by Risk Management Output groups. The only motion presented was to move the Bylaws & Policy Committee from under Risk Management Mission Committee and have them report directly to the Executive Committee. This motion passed unanimously.

We heard reports from all of the Committees reported on above. In addition, we heard a report from the Professional Standards section which handles ethics Grievances, Citations, Hearings, Arbitrations, & Mediation. The number of complaints is pretty average with most complaints coming from Realtors against Realtors, opposed to consumer complaints.

Directors' Meeting – Highlights

Approved \$75,000 to get high profile national speakers to open the Business Conference in April to attract more Members,

Approved \$50,000 to create "Missouri Realtors Give Back" Program to identify charities for donations as part of the 50th Anniversary of the Fair Housing Act,

Support a Bill removing an owner's liability for delinquent and unpaid water utilities by a tenant on leased properties,

Approved \$25,000 for Missouri Realtors to be a sponsor at the 72nd Annual Meeting of the Southern Legislative Conference (15 states) being hosted this year in Missouri and presided over by Chair, Senator Ron Richard.

Approved \$12,000 to tailor MR's monthly home sales reports to include local statistics that Local Boards/Associations can promote to their local media,

Elected Janet Judd to be Treasurer Elect for 2019,

Elected LaNora Kay and Ryan Gattemeier as our Regional Directors to NAR.

Next Business Conference is April 25 – 27 at the Ameristar hotel in St. Charles.

Respectfully Submitted,

Stephen Kenny

NMCAR Director

