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Form 990



Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Do not enter Social Security numbers on this form as it may be made public By law, the IRS generally cannot redact the information on the form

Information about Form 990 and its instructions is at www.irs.gov/form990

OMB No 1545-0047

2013

Open to Public Inspection

A For the 2013 calendar year, or tax year beginning 01-01-2013 , 2013, and ending 12-31-2013

B Check if applicable ☐ Address change ☐ Name change ☐ Initial return ☐ Terminated ☐ Amended return ☐ Application pending	C Name of organization MISSOURI ASSOCIATION OF REALTORS		D Employer identification number 43-0727889
	Doing Business As		
	Number and street (or P O box if mail is not delivered to street address)	Room/suite	E Telephone number (800) 403-0101
	2601 BERNADETTE PLACE		
	City or town, state or province, country, and ZIP or foreign postal code COLUMBIA, MO 65203		G Gross receipts \$ 3,675,222
F Name and address of principal officer EMILY MILLER 2601 BERNADETTE PLACE COLUMBIA, MO 65203	H(a) Is this a group return for subordinates? ☐ Yes ☒ No H(b) Are all subordinates included? ☐ Yes ☐ No If "No," attach a list (see instructions) H(c) Group exemption number ▶		
I Tax-exempt status ☐ 501(c)(3) ☒ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527			
J Website: ▶ WWW.MISSOURIREALTOR.ORG			
K Form of organization ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶			L Year of formation 1936
			M State of legal domicile MO

Part I

Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities MISSOURI REALTORS UNITE TO ADVOCATE FOR REAL PROPERTY RIGHTS IN MISSOURI, DELIVER COMPREHENSIVE RISK MANAGEMENT PROGRAMS AND SERVICES, CONNECT MEMBERS THROUGH VARIOUS MEDIA AND EVENTS, AND DELIVER ASSOCIATION MANAGEMENT SERVICES		
2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets			
3 Number of voting members of the governing body (Part VI, line 1a)	3	284	
4 Number of independent voting members of the governing body (Part VI, line 1b)	4	284	
5 Total number of individuals employed in calendar year 2013 (Part V, line 2a)	5	25	
6 Total number of volunteers (estimate if necessary)	6	400	
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0	
b Net unrelated business taxable income from Form 990-T, line 34	7b		
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)		0
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	3,542,857	3,608,804
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	42,703	40,805
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	41,207	25,613
		3,626,767	3,675,222
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)		0
	14 Benefits paid to or for members (Part IX, column (A), line 4)		0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	1,427,116	1,400,489
	16a Professional fundraising fees (Part IX, column (A), line 11e)		0
	b Total fundraising expenses (Part IX, column (D), line 25) ▶ <u>0</u>		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	1,511,283	1,479,598
	18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	2,938,399	2,880,087
	19 Revenue less expenses Subtract line 18 from line 12	688,368	795,135
Net Assets or Fund Balances		Beginning of Current Year	End of Year
	20 Total assets (Part X, line 16)	7,878,689	8,590,535
	21 Total liabilities (Part X, line 26)	761,882	562,731
	22 Net assets or fund balances Subtract line 21 from line 20	7,116,807	8,027,804

Part II

Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge

Sign Here	*****		2014-08-06	
	Signature of officer		Date	
Paid Preparer Use Only	EMILY MILLER VICE PRESIDENT, FINANCE		Type or print name and title	
	Prnt/Type preparer's name AMY L WATSON		Preparer's signature	
	Firm's name ▶ GERDING KORTE & CHITWOOD PC CPA'S		Firm's EIN ▶ 43-1260512	
Firm's address ▶ 20 SOUTH FIFTH STREET		Phone no (573) 449-1599		
COLUMBIA, MO 65201				

May the IRS discuss this return with the preparer shown above? (see instructions) ☐ Yes ☐ No

Part IIISTatement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1

Briefly describe the organization’s mission

MISSOURI REALTORS UNITE TO ADVOCATE FOR REAL PROPERTY RIGHTS IN MISSOURI, DELIVER COMPREHENSIVE RISK MANAGEMENT PROGRAMS AND SERVICES, CONNECT MEMBERS THROUGH VARIOUS MEDIA AND EVENTS, AND DELIVER ASSOCIATION MANAGEMENT SERVICES

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

Yes

No

If “Yes,” describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

Yes

No

If “Yes,” describe these changes on Schedule O

4

Describe the organization’s program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a

(Code) (Expenses \$ 745,401 including grants of \$) (Revenue \$)

PUBLIC POLICY MONITOR, RECOMMEND AND SUPPORT OR OPPOSE PROPOSED STATE LEGISLATION AND REGULATORY POLICY AFTER ANALYZING ITS IMPACT ON THE REAL ESTATE INDUSTRY, AND IDENTIFY INDUSTRY EXPERTS TO SUPPORT THE STATE/LOCAL ASSOCIATION'S POSITION, WORK IN COOPERATION WITH THE NATIONAL ASSOCIATION OF REALTORS TO MONITOR LOCAL/FEDERAL LEGISLATION AND REGULATORY POLICY, ANALYZE ITS IMPACT ON THE MISSOURI REAL ESTATE INDUSTRY, AND COORDINATE APPROPRIATE RESPONSES WITH THE NATIONAL ASSOCIATION OF REALTORS TO ACHIEVE LEGISLATIVE POLICY RESPONSIVE TO MISSOURI CONCERNS

4b

(Code) (Expenses \$ 733,960 including grants of \$) (Revenue \$)

MEMBER/BOARD VALUE RESPONSIBLE FOR FURTHERING THE STATE ASSOCIATION'S MISSION OF CONNECTING MEMBERS THROUGH VARIOUS MEDIA AND EVENTS THROUGH COORDINATING A PROGRAM THAT BRINGS MEMBERS TOGETHER, BOTH IN-PERSON AND ONLINE, FOR PURPOSES OF PROFESSIONAL DEVELOPMENT AND DELIVERING COMPREHENSIVE RISK MANAGEMENT PROGRAMS AND SERVICES BY IDENTIFYING EXISTING AND POTENTIAL AREAS OF LIABILITY FOR MEMBERS, IDENTIFYING AND EVALUATING POTENTIAL RISK MANAGEMENT PRODUCTS AND SERVICES, ENSURING THAT MEMBERS RECEIVE INFORMATION AS TO THE LATEST LAWS AND REGULATIONS GOVERNING THEIR BUSINESSES AND SUCH OTHER INFORMATION THAT WILL HELP THEM MANAGE THEIR RISK, PRODUCING REAL ESTATE TRANSACTION FORMS, OVERSEEING THE STATE ASSOCIATION'S STATEWIDE PROFESSIONAL STANDARDS PROGRAM

4c

(Code) (Expenses \$ 246,315 including grants of \$) (Revenue \$)

COMMUNICATIONS RESPONSIBLE FOR FURTHERING THE STATE ASSOCIATION'S MISSION OF CONNECTING MEMBERS, BOTH IN-PERSON AND ONLINE, FOR PURPOSES OF NETWORKING BY PROVIDING THE MOST EFFICIENT AND EFFECTIVE MEANS OF COMMUNICATIONS ADDITIONALLY, IDENTIFY AND RECOMMEND OPPORTUNITIES FOR THE USE OF PRESS RELEASES AND OTHER PUBLIC DISSEMINATION OF INFORMATION

(Code) (Expenses \$ 1,154,411 including grants of \$) (Revenue \$)

PROVIDE LEGAL, LEGISLATIVE, & EDUCATIONAL SERVICES

4d

Other program services (Describe in Schedule O)

(Expenses \$ 1,154,411 including grants of \$) (Revenue \$)

4e

Total program service expenses

2,880,087

Part IV

Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A		No
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?		No
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I		No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	Yes	
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I		No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II		No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III		No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	Yes	
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V		No
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII		No
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII		No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX		No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X		No
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X		No
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	Yes	
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional		No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		No
14a Did the organization maintain an office, employees, or agents outside of the United States?		No
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV		No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV		No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)		No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II		No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H		No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21		No
22	Did the organization report more than \$5,000 of grants or other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22		No
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If so, complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i>	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		No
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V

Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

☐

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable.		
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.		
1c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	Yes	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return.		
2b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		No
3b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O.		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		No
b	If "Yes," enter the name of the foreign country: _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		No
5b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
5c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	Yes	
6b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	Yes	
7	Organizations that may receive deductible contributions under section 170(c).		
7a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
7b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
7c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
7d	If "Yes," indicate the number of Forms 8282 filed during the year.		
7e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
7f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
7g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
7h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		
9	Sponsoring organizations maintaining donor advised funds.		
9a	Did the organization make any taxable distributions under section 4966?		
9b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter		
10a	Initiation fees and capital contributions included on Part VIII, line 12.		
10b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
11	Section 501(c)(12) organizations. Enter		
11a	Gross income from members or shareholders.		
11b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
12b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
13a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		
13b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		
13c	Enter the amount of reserves on hand.		
14a	Did the organization receive any payments for indoor tanning services during the tax year?		No
14b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.		

Part VI

Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

Section A. Governing Body and Management

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O		
b	Enter the number of voting members included in line 1a, above, who are independent		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2	Yes
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3	No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5	No
6	Did the organization have members or stockholders?	6	Yes
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
a	The governing body?	8a	Yes
b	Each committee with authority to act on behalf of the governing body?	8b	Yes
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9	No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a	No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	No
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes
13	Did the organization have a written whistleblower policy?	13	No
14	Did the organization have a written document retention and destruction policy?	14	Yes
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	15a	Yes
b	Other officers or key employees of the organization	15b	Yes
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions)		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed▶
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. ☐ Own website ☐ Another's website ☒ Upon request ☐ Other (explain in Schedule O)
19	Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶EMILY MILLER 2601 BERNADETTE PL COLUMBIA,MO 65203 (573) 445-8400

Check if Schedule O contains a response or note to any line in this Part VII ☐

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."

- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

Form **990** (2013)

Part VII

1b	Sub-Total			
c	Total from continuation sheets to Part VII, Section A			
d	Total (add lines 1b and 1c)	596,366		77,276

\$100,000 of reportable compensation from the organization ➡ 3

3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3		No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4	Yes	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

\$100,000 of compensation from the organization ➡

Part VIII

Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b				
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f				
	g	Noncash contributions included in lines 1a-1f \$					
	h	Total. Add lines 1a-1f					
Program Service Revenue	2a	DUES	Business Code	2,638,457	2,638,457		
	b	MEMBER ASSESSMENTS		734,280	734,280		
	c	SEMINAR/CONFERENCE REGIST		164,787		164,787	
	d	SPONSORSHIPS		71,280	71,280		
	e						
	f	All other program service revenue					
	g	Total. Add lines 2a-2f		3,608,804			
	Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		40,805		40,805
4		Income from investment of tax-exempt bond proceeds					
5		Royalties					
6a		(i) Real					
		(ii) Personal					
b		Less rental expenses					
c		Rental income or (loss)					
d		Net rental income or (loss)					
7a		(i) Securities					
		(ii) Other					
b		Less cost or other basis and sales expenses					
c		Gain or (loss)					
d		Net gain or (loss)					
8a		Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18					
		a					
		b	Less direct expenses				
c		Net income or (loss) from fundraising events					
9a		Gross income from gaming activities See Part IV, line 19					
		a					
	b	Less direct expenses					
c	Net income or (loss) from gaming activities						
10a	Gross sales of inventory, less returns and allowances						
	a	1,545					
	b	Less cost of goods sold					
	c	Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code					
11a	ASSOCIATION MANAGEMENT SERVIC		18,169			18,169	
	b	MANAGEMENT FEE/COST REIMB	3,996			3,996	
	c	MISCELLANEOUS	1,903			1,903	
	d	All other revenue					
	e	Total. Add lines 11a-11d	24,068				
12	Total revenue. See Instructions		3,675,222	3,445,562		229,660	

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States. See Part IV, line 21.				
2	Grants and other assistance to individuals in the United States. See Part IV, line 22.				
3	Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16.				
4	Benefits paid to or for members.				
5	Compensation of current officers, directors, trustees, and key employees.	314,425	314,425		
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).				
7	Other salaries and wages.	787,113	787,113		
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	48,188	48,188		
9	Other employee benefits.	175,729	175,729		
10	Payroll taxes.	75,034	75,034		
11	Fees for services (non-employees):				
a	Management.				
b	Legal.	20,605	20,605		
c	Accounting.	11,257	11,257		
d	Lobbying.				
e	Professional fundraising services. See Part IV, line 17.				
f	Investment management fees.				
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	142,415	142,415		
12	Advertising and promotion.				
13	Office expenses.	97,333	97,333		
14	Information technology.				
15	Royalties.				
16	Occupancy.	88,620	88,620		
17	Travel.	298,895	298,895		
18	Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19	Conferences, conventions, and meetings.	357,742	357,742		
20	Interest.				
21	Payments to affiliates.				
22	Depreciation, depletion, and amortization.	123,412	123,412		
23	Insurance.	18,140	18,140		
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O).				
a	RESERVE FUNDING	112,500	112,500		
b	DATA PROCESSING	68,038	68,038		
c	DUES AND SUBSCRIPTIONS	57,351	57,351		
d	PRINTING AND ARTWORK	31,110	31,110		
e	All other expenses	52,180	52,180		
25	Total functional expenses. Add lines 1 through 24e.	2,880,087	2,880,087	0	0
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☐ if following SOP 98-2 (ASC 958-720).				

Part X

Balance Sheet
Check if Schedule O contains a response or note to any line in this Part X ☒

				(A)		(B)
				Beginning of year		End of year
Assets	1	Cash—non-interest-bearing		20,946	1	9,886
	2	Savings and temporary cash investments		6,253,429	2	6,969,419
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		36,212	4	76,398
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		63,708	9	64,178
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 2,153,834			
	b	Less: accumulated depreciation	10b 1,308,913	965,643	10c	844,921
	11	Investments—publicly traded securities		464,890	11	605,529
	12	Investments—other securities. See Part IV, line 11			12	
	13	Investments—program-related. See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets. See Part IV, line 11		73,861	15	20,204
	16	Total assets. Add lines 1 through 15 (must equal line 34)		7,878,689	16	8,590,535
Liabilities	17	Accounts payable and accrued expenses		145,760	17	190,438
	18	Grants payable			18	
	19	Deferred revenue		506,420	19	352,089
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		18,635	21	20,204
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L			22	
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties			24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		91,067	25	
	26	Total liabilities. Add lines 17 through 25		761,882	26	562,731
Net Assets or Fund Balances		Organizations that follow SFAS 117 (ASC 958), check here ☒ and complete lines 27 through 29, and lines 33 and 34.				
	27	Unrestricted net assets		7,116,807	27	8,027,804
	28	Temporarily restricted net assets			28	
	29	Permanently restricted net assets			29	
		Organizations that do not follow SFAS 117 (ASC 958), check here ☐ and complete lines 30 through 34.				
	30	Capital stock or trust principal, or current funds			30	
	31	Paid-in or capital surplus, or land, building or equipment fund			31	
	32	Retained earnings, endowment, accumulated income, or other funds			32	
	33	Total net assets or fund balances		7,116,807	33	8,027,804
	34	Total liabilities and net assets/fund balances		7,878,689	34	8,590,535

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	3,675,222
2	Total expenses (must equal Part IX, column (A), line 25)	2	2,880,087
3	Revenue less expenses Subtract line 2 from line 1	3	795,135
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	7,116,807
5	Net unrealized gains (losses) on investments	5	115,862
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	8,027,804

Part XII Financial Statements and Reporting

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		No
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	Yes	
2c	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		No
3b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527
▶ **Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**
▶ **See separate instructions. ▶ Information about Schedule C (Form 990 or 990-EZ) and its instructions is at *www.irs.gov/form990*.**

OMB No 1545-0047

2013

Open to Public Inspection

If the organization answered "Yes" to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered "Yes" to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes" to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, Part V, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization MISSOURI ASSOCIATION OF REALTORS	Employer identification number 43-0727889
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization's direct and indirect political campaign activities in Part IV	
2	Political expenditures	▶ \$
3	Volunteer hours	

Part I-B Complete if the organization is exempt under section 501(c)(3).

1	Enter the amount of any excise tax incurred by the organization under section 4955	▶ \$
2	Enter the amount of any excise tax incurred by organization managers under section 4955	▶ \$
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	☐ Yes ☐ No
4a	Was a correction made?	☐ Yes ☐ No
b	If "Yes," describe in Part IV	

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1	Enter the amount directly expended by the filing organization for section 527 exempt function activities	▶ \$
2	Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities	▶ \$
3	Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b	▶ \$
4	Did the filing organization file Form 1120-POL for this year?	☐ Yes ☐ No
5	Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV	

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-

Part II-A

Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A
- Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)
- B
- Check ☐ if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)															
c Total lobbying expenditures (add lines 1a and 1b)															
d Other exempt purpose expenditures															
e Total exempt purpose expenditures (add lines 1c and 1d)															
f Lobbying nontaxable amount Enter the amount from the following table in both columns															
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g Grassroots nontaxable amount (enter 25% of line 1f)															
h Subtract line 1g from line 1a If zero or less, enter -0-															
i Subtract line 1f from line 1c If zero or less, enter -0-															
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		☐ Yes ☐ No													

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2010	(b) 2011	(c) 2012	(d) 2013	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B

Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.		(a)		(b)	
		Yes	No	Amount	
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of				
a	Volunteers?				
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?				
c	Media advertisements?				
d	Mailings to members, legislators, or the public?				
e	Publications, or published or broadcast statements?				
f	Grants to other organizations for lobbying purposes?				
g	Direct contact with legislators, their staffs, government officials, or a legislative body?				
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?				
i	Other activities?				
j	Total. Add lines 1c through 1i.				
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?				
b	If "Yes," enter the amount of any tax incurred under section 4912.				
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912.				
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?				

Part III-A

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

			Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1		No
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2		No
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?	3		No

Part III-B

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	1	3,372,737
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	409,255
b	Carryover from last year	2b	
c	Total	2c	409,255
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	1,011,821
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures (see instructions)	5	-602,566

Part IV

Supplemental Information

Provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, line 2, and Part II-B, line 1. Also, complete this part for any additional information.

Return Reference	Explanation

[illegible]

SCHEDULE D
(Form 990)

Supplemental Financial Statements

OMB No 1545-0047

2013

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b

► Attach to Form 990. ► See separate instructions. ► Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization MISSOURI ASSOCIATION OF REALTORS	Employer identification number 43-0727889
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Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ Yes ☐ No	

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or education) ☐ Preservation of an historically important land area

☐ Protection of natural habitat ☐ Preservation of a certified historic structure

☐ Preservation of open space

2

Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ►

4

Number of states where property subject to conservation easement is located ►

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year ►

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ► \$

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1

► \$

(ii) Assets included in Form 990, Part X

► \$

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

a

Revenues included in Form 990, Part VIII, line 1

► \$

b

Assets included in Form 990, Part X

► \$

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets *(continued)*

- 3 Using the organization’s acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply)
- a ☐ Public exhibition

b ☐ Scholarly research

c ☐ Preservation for future generations

d ☐ Loan or exchange programs

e ☐ Other
- 4 Provide a description of the organization’s collections and explain how they further the organization’s exempt purpose in Part XIII
- 5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization’s collection?

☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes ☒ No
- b If "Yes," explain the arrangement in Part XIII and complete the following table
- c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

	Amount
1c	
1d	
1e	
1f	
- 2a Did the organization include an amount on Form 990, Part X, line 21?

☒ Yes ☐ No
- b If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

☒

Part V Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

- | | (a)Current year | (b)Prior year | b (c)Two years back | (d)Three years back | (e)Four years back |
|--|-----------------|---------------|---------------------|---------------------|--------------------|
| 1a Beginning of year balance | | | | | |
| b Contributions | | | | | |
| c Net investment earnings, gains, and losses | | | | | |
| d Grants or scholarships | | | | | |
| e Other expenditures for facilities and programs | | | | | |
| f Administrative expenses | | | | | |
| g End of year balance | | | | | |
- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as
- a Board designated or quasi-endowment ▶

b Permanent endowment ▶

c Temporarily restricted endowment ▶
- The percentages in lines 2a, 2b, and 2c should equal 100%
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by
- (i) unrelated organizations

(ii) related organizations

	Yes	No
3a(i)		
3a(ii)		
3b		
- b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?
- 4 Describe in Part XIII the intended uses of the organization's endowment funds

Part VI Land, Buildings, and Equipment. Complete if the organization answered 'Yes' to Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		256,698		256,698
b Buildings		1,399,529	904,719	494,810
c Leasehold improvements				
d Equipment		375,283	289,646	85,637
e Other		122,324	114,548	7,776
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).) ▶				844,921

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements	1	3,791,084
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	115,862
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII)	2d	
e	Add lines 2a through 2d	2e	115,862
3	Subtract line 2e from line 1	3	3,675,222
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	
c	Add lines 4a and 4b	4c	
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)	5	3,675,222

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements	1	2,880,087
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII)	2d	
e	Add lines 2a through 2d	2e	
3	Subtract line 2e from line 1	3	2,880,087
4	Amounts included on Form 990, Part IX, line 25, but not on line 1 :		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII)	4b	
c	Add lines 4a and 4b	4c	
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)	5	2,880,087

Part XIII Supplemental Information

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Return Reference	Explanation
SCHEDULE D, PAGE 2, PART IV, LINE 2B	MISSOURI ASSOCIATION OF REALTORS PERFORMS THE ACCOUNTING DUTIES FOR MHIA AND ALSO SERVES AS THEIR ADMINISTRATIVE SUPPORT FOR COORDINATING, PLANNING, AND ATTENDING THEIR MEETINGS

[illegible]

Schedule J
(Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 23.
▶ Attach to Form 990. ▶ See separate instructions.

▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization
MISSOURI ASSOCIATION OF REALTORS

Employer identification number
43-0727889

Part I

Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. ☐ First-class or charter travel ☐ Housing allowance or residence for personal use ☒ Travel for companions ☐ Payments for business use of personal residence ☐ Tax idemnification and gross-up payments ☒ Health or social club dues or initiation fees ☐ Discretionary spending account ☐ Personal services (e g , maid, chauffeur, chef)		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain	1b	Yes
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a?	2	Yes
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. ☐ Compensation committee ☒ Written employment contract ☐ Independent compensation consultant ☐ Compensation survey or study ☐ Form 990 of other organizations ☒ Approval by the board or compensation committee		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization:		
a	Receive a severance payment or change-of-control payment?	4a	No
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	No
c	Participate in, or receive payment from, an equity-based compensation arrangement?	4c	No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.		
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.		
5	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:		
a	The organization?	5a	
b	Any related organization?	5b	
	If "Yes," to line 5a or 5b, describe in Part III.		
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:		
a	The organization?	6a	
b	Any related organization?	6b	
	If "Yes," to line 6a or 6b, describe in Part III.		
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III.	7	
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.	8	
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9	

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1)RUSSELL G COFANO	(i) (ii)	220,460	20,000		14,305	17,245	272,010	
(2)SAMUEL LICKLIDER CHIEF LOBBYIST	(i) (ii)	152,038	2,850		8,716	12,719	176,323	

Part III **Supplemental Information**

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

Return Reference	Explanation
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SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization MISSOURI ASSOCIATION OF REALTORS	Employer identification number 43-0727889
--	--

990 Schedule O, Supplemental Information

Return Reference	Explanation
FORM 990 - ORGANIZATION'S MISSION	
FORM 990, PAGE 2, PART III, LINE 4D	PROVIDE LEGAL, LEGISLATIVE, & EDUCATIONAL SERVICES
FORM 990, PART VI	BECAUSE OF THE NATURE OF THE REAL ESTATE INDUSTRY , MANY OF OUR BOARD MEMBERS MAY BE RELATED THROUGH AFFILIATION WITH COMMON BROKERAGES AND SOME MAY HAVE FAMILY RELATIONSHIPS THE PREVALENCE OF THESE RELATIONSHIPS IS LIKELY TO BE NUMEROUS
FORM 990, PAGE 6, PART VI, LINE 2	SEE ABOVE FOR MORE INFORMATION
FORM 990, PAGE 6, PART VI, LINE 6	MEMBERS OF THE ASSOCIATION HAVE THE RIGHT TO ELECT GOVERNING BOARD MEMBERS, OR DELEGATES, WHICH REPRESENTS PARTICIPATION IN THE ASSOCIATION'S GOVERNANCE
FORM 990, PAGE 6, PART VI, LINE 7A	MEMBERS OF THE ORGANIZATION MAY ELECT ONE OR MORE MEMBERS OF THE GOVERNING BODY OR THEIR DELEGATES
FORM 990, PAGE 6, PART VI, LINE 11B	MANAGEMENT REVIEWS THE 990 PRIOR TO FILING
FORM 990, PAGE 6, PART VI, LINE 12C	MAR OBTAINS A SIGNED FORM EACH YEAR FROM DIRECTORS AND MAINTAINS THE FORMS ON FILE
FORM 990, PAGE 6, PART VI, LINE 15A	ANNUALLY, THE LEADERSHIP TEAM CONDUCTS AN EVALUATION CALLED A PERFORMANCE REVIEW AND ADJUSTS THE LEVEL OF COMPENSATION ACCORDINGLY CONSIDERATION IS GIVEN TO EXPERIENCE WITHIN THE INDUSTRY , COMPARABLE COMPENSATION OF PEERS, LEADERSHIP QUALITIES AND ACCOMPLISHMENT OF GOALS
FORM 990, PAGE 6, PART VI, LINE 15B	AN ANNUAL PERFORMANCE REVIEW IS PERFORMED BY THE EXECUTIVE VICE PRESIDENT/CEO TO DETERMINE IF ANY ADJUSTMENTS IN COMPENSATION ARE NECESSARY CONSIDERATION IS GIVEN TO EXECUTION OF PERFORMANCE STANDARDS, EXPERIENCE IN CHOSEN FIELD, YEARS OF SERVICE TO THE ORGANIZATION AND COMPARABLE COMPENSATION OF PEERS
FORM 990, PAGE 6, PART VI, LINE 19	GOVERNING DOCUMENTS AND CONFLICT OF INTEREST POLICY IS LOCATED ON THE ORGANIZATION'S WEBSITE

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.

▶ Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2013

Open to Public Inspection

Name of the organization
MISSOURI ASSOCIATION OF REALTORS

Employer identification number
43-0727889

Part I Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33.					
(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.							
(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
(1) CENTER FOR EDU & PRIVATE ENTERPRISE 2601 BERNADETTE PLACE COLUMBIA, MO 65203 43-6036211	EDUCATION	MO	3	7	N/A		No
(2) MISSOURIANS FOR FAIR TAXATION 2601 BERNADETTE PLACE COLUMBIA, MO 65203 27-5301017	EDUCATION	MO	4		N/A		No
(3) MISSOURI REALTORS RELIEF FOUNDATION 2601 BERNADETTE PLACE COLUMBIA, MO 65203 27-1481491	RELIEF	MO	3	7	N/A		No
(4) REALTORS POLITICAL ACTION COMMITTEE 2601 BERNADETTE PLACE COLUMBIA, MO 65203 43-1506517	PAC	MO	527		N/A		No

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 50135Y

Schedule R (Form 990) 2013

Part III

Identification of Related Organizations Taxable as a Partnership

Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income(related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV

Identification of Related Organizations Taxable as a Corporation or Trust

Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end- of-year assets	(h) Percentage ownership	(i) Section 512 (b)(13) controlled entity?	
								Yes	No

Part V

Transactions With Related Organizations

Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity

b Gift, grant, or capital contribution to related organization(s)

c Gift, grant, or capital contribution from related organization(s)

d Loans or loan guarantees to or for related organization(s)

e Loans or loan guarantees by related organization(s)

f Dividends from related organization(s)

g Sale of assets to related organization(s)

h Purchase of assets from related organization(s)

i Exchange of assets with related organization(s)

j Lease of facilities, equipment, or other assets to related organization(s)

k Lease of facilities, equipment, or other assets from related organization(s)

l Performance of services or membership or fundraising solicitations for related organization(s)

m Performance of services or membership or fundraising solicitations by related organization(s)

n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

o Sharing of paid employees with related organization(s)

p Reimbursement paid to related organization(s) for expenses

q Reimbursement paid by related organization(s) for expenses

r Other transfer of cash or property to related organization(s)

s Other transfer of cash or property from related organization(s)

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

1s

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) MISSOURIANS FOR FAIR TAXATION	B	112,500	

Schedule R (Form 990) 2013

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII

Supplemental Information

Provide additional information for responses to questions on Schedule R (see instructions)

Return Reference	Explanation
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TY 2013 GeneralDependencySmall**Name:** MISSOURI ASSOCIATION OF REALTORS**EIN:** 43-0727889**Business Name or Person Name:****Taxpayer Identification Number:****Form, Line or Instruction****Reference:****Regulations Reference:****Description:** GENERAL FOOTNOTE**Attachment Information:** BECAUSE OF THE LARGE NUMBER OF BOARD MEMBERS, THE ORGANIZATION'S FORM 990 CANNOT BE E-FILED.

Name	Local Board
Ahrens, Deborah	ST LOUIS ASSOCIATION OF REALTORS®
Alaniz, Randy	ST LOUIS ASSOCIATION OF REALTORS®
Aldrich, William	MIDWEST MISSOURI BOARD OF REALTORS®
Allen, Donald	OZARK GATEWAY ASSOCIATION OF REALTORS®
Alvin Jr, Donald	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Anderson, Lawanda	OZARK TRAIL BOARD OF REALTORS®
Andrews, Douglas	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Ann's Melissa	OZARK GATEWAY ASSOCIATION OF REALTORS®
Apple, Lany	NORTHWEST MISSOURI BOARD OF REALTORS®
Asbury, James	TRI LAKES BOARD OF REALTORS®
Asher, Shan	SOUTHWEST MISSOURI BOARD OF REALTORS® INC
Ashford, Robert	CENTRAL MISSOURI BOARD OF REALTORS® INC
Aydt, Bruce	ST LOUIS ASSOCIATION OF REALTORS®
Banks, Steven	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Baras, Carole	ST LOUIS ASSOCIATION OF REALTORS®
Bax, Robert	ST LOUIS ASSOCIATION OF REALTORS®
Bayer, Thomas	ST LOUIS ASSOCIATION OF REALTORS®
Beeler, Kathy	BAGNELL DAM ASSOCIATION OF REALTORS®
Berryhill, Ronda	FIVE COUNTY BOARD OF REALTORS® INC
Berner, Richard	ST LOUIS ASSOCIATION OF REALTORS®
Boeger, Jerry	CENTRAL MISSOURI BOARD OF REALTORS® INC
Boeh, Andrea	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Bogema, Evelyn	BAGNELL DAM ASSOCIATION OF REALTORS®
Boggenman, Angela	ST LOUIS ASSOCIATION OF REALTORS®
Bolin, James	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Brady, Alfred	COLUMBIA BOARD OF REALTORS®
Braswell, Scott	JLIT-ERSON COUNTY BOARD OF REALTORS® INC
Braungardt, Catherine	EAST CENTRAL BOARD OF REALTORS®
Braznell, Elizabeth	ST LOUIS ASSOCIATION OF REALTORS®
Breitenstein, Laura	ST LOUIS ASSOCIATION OF REALTORS®
Brewer, Beverly	NORTHEAST CENTRAL ASSOCIATION OF REALTORS®
Broekman, Sonny	ST LOUIS ASSOCIATION OF REALTORS®
Brown, Gail	ST LOUIS ASSOCIATION OF REALTORS®
Brown, J	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Bucher, Robert	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Callmeyer, Bob	ST LOUIS ASSOCIATION OF REALTORS®
Cameron, Darrin	ST LOUIS ASSOCIATION OF REALTORS®
Cameron, Kimberly	ST LOUIS ASSOCIATION OF REALTORS®
Campbell, Stephanie	PULASKI COUNTY BOARD OF REALTORS®
Carter, Michael	ST LOUIS ASSOCIATION OF REALTORS®
Cash, Joann	FIVE COUNTY BOARD OF REALTORS® INC
Cashion, Frances	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Chappell, Joy	CARTHAGE BOARD OF REALTORS® INC
Che'Jappa, Raja	ST LOUIS ASSOCIATION OF REALTORS®
Clark, Kathryn	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Clem, Stacey	GREATER SPRINGFIELD BOARD OF REALTORS® INC

Clements, Walter
Cobb, Joann
Cole, Janetta
Cole, Larry
Combs, Cary
Connell, Nancy
Conley, Edwina
Cooper, Mark
Coots, Laura
Cull, Marcia
Curtin, Dennis
Curtis, Robert
Davis, Charles
Davis, Victoria
Dawson, Christopher
DeLozier, Vance
Demay, Letty
Deneve, Scott
Derks, Gerald
Dingley, Mary Kay
Disabato, Ted
Dizmang, Paul
Doering, David
Duncan, Wanda
Duvall, Sharon
Dye, James
Ebenroth, Michael
Eddy, Charles
Edington, Lucas
Edwards, Mary
Elcock, Helene-Marie
Elcock, James
Elder, Audrey
Elgin, Lawanda
Ellingsworth, Jack
Espinoza, Paul
Esrey, Robert
Farrell, Justin
Farrell, Sherry
Farris, Rickie
Felix, Belinda
Ferguson, Carolyn
Fennell, Caroleen
Findley, Marla
Finnigan, Ward
Hook, David
Fox-O'Connor, Annette

KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
TRI-LAKES BOARD OF REALTORS®
LIBRANON BOARD OF REALTORS®
MINERAL AREA BOARD OF REALTORS® INC
JEFFERSON COUNTY BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
OZARKS BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
RANDOLPH COUNTY BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
MIDWEST MISSOURI BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
FRANKLIN COUNTY BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
JEFFERSON CITY AREA BOARD OF REALTORS®
CAPL GIRARDEAU COUNTY BOARD OF REALTORS®
TRI-LAKES BOARD OF REALTORS®
HEART OF MISSOURI BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
North Central Board of REALTORS®
THREE RIVERS BOARD OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
BAGNELL DAM ASSOCIATION OF REALTORS®
BAGNELL DAM ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
OZARK GATEWAY ASSOCIATION OF REALTORS®
SOUTH CENTRAL BOARD OF REALTORS® INC
NORTHWEST MISSOURI BOARD OF REALTORS®
RANDOLPH COUNTY BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
BAGNELL DAM ASSOCIATION OF REALTORS®

Fox, Cindy	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Friedman, Eric	ST LOUIS ASSOCIATION OF REALTORS®
Gamble, James	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Gattermeir, John	BAGNELL DAM ASSOCIATION OF REALTORS®
Gerken, Duane	TRI-LAKES BOARD OF REALTORS®
Gerken, Kay	TRI-LAKES BOARD OF REALTORS®
Glauser, Louis	COLUMBIA BOARD OF REALTORS®
Grassmuck, Sandra	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Gray, Aundre	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Green, M Leann	OZARK TRAIL BOARD OF REALTORS®
Green, Robert	OZARK TRAIL BOARD OF REALTORS®
Green, Sandy	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Grunder, Janell	FRANCON BOARD OF REALTORS®
Grimes, Heath	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Haltzman, Ann	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Hamilton, Tiffany	ST LOUIS ASSOCIATION OF REALTORS®
Hammerschmidt, Janis	ST LOUIS ASSOCIATION OF REALTORS®
Hancock, Sandy	ST LOUIS ASSOCIATION OF REALTORS®
Hansen, Timothy	NEWTON MC DONALD COUNTIES BOARD OF REALTORS® INC
Hare, Shelley	WEST CENTRAL ASSOCIATION OF REALTORS®
Harris, Carol	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Hatridge, Anna	MINERAL AREA BOARD OF REALTORS® INC
Henderson, Vicki	THREE RIVERS BOARD OF REALTORS® INC
Herd, Claudia	PULASKI COUNTY BOARD OF REALTORS®
Herrin, Barbara	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Hibler, Rick	North Central Board of REALTORS®
Hill, Kenneth	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Holtzman, Stormy	CARTHAGE BOARD OF REALTORS® INC
Hopper, Clyde	NEWTON MC DONALD COUNTIES BOARD OF REALTORS® INC
Howe, Bobbi	ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
Hubbert, Stephen	OZARKS BOARD OF REALTORS®
Hubble, Kenneth	COLUMBIA BOARD OF REALTORS®
Hunt, Sharon	RANDOLPH COUNTY BOARD OF REALTORS®
Hutcherson, Vicki	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Hyde, Jennifer	COLUMBIA BOARD OF REALTORS®
Icenhower, Brian	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Jared, Brian	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Joerling, Donna	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Johnson, John	SIKESTON BOARD OF REALTORS® INC
Johnson, Myrna	SIKESTON BOARD OF REALTORS® INC
Johnson, Nate	ST LOUIS ASSOCIATION OF REALTORS®
Johnston, Stephen	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Jones, Tina	WEST PLAINS BOARD OF REALTORS®
Judd, Janet	ST LOUIS ASSOCIATION OF REALTORS®
Kan, Heath	WEST CENTRAL ASSOCIATION OF REALTORS®
Kastrer, Rhanna	ST LOUIS ASSOCIATION OF REALTORS®
Kay, Patricia	TRI-LAKES BOARD OF REALTORS®

Koathley, Barbara
Keating, Larry
Keating, Sharon
Kempf, Jessica
Kenopp, Nancy
Kennedy, Thomas
Kenny, Stephen
Koster, Jeffrey
King, Charise
Knight, Elizabeth
KNodell, Kurt
Kraiky, Fred
La Ferla, Marilyn
Lay, Doug
Leeper, Alice
Legan, Sorja
LoNOx, Sharron
Levinson, Marc
Levy, Kenneth
Litton, Tina
Lord, James
Lovett, Cecil
Lovett, Colleen R J
Lunceford, Glenna
Lylo, Mary Kay
Macpherson, Donald
Maczuk, Rachelle
Majors, Jon
Malloy, Mary
Maidoyan, Jeff
Martora, Charles
Massman, Tara
Mattus, Mary
May, Jerre
McFall, Jeanne
McFerron, Elizabeth
Mcgarrah, David
McGrew, Michael
Mcneaney, Michele
Mcrae, Russell
McWilliams, Gna
Medlin, Sharon
Meeks, Connie
Meier, Rebecca
Mendenhall, Elizabeth
Mendenhall, Richard
Meyer, Thomas L

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ST LOUIS ASSOCIATION OF REALTORS®
NEWTON MC DONALD COUNCILS BOARD OF REALTORS® INC
GREATER SPRINGFIELD BOARD OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
MARK TWAIN BOARD OF REALTORS®
THREE RIVERS BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
LAKE OZARK BOARD OF REALTORS®
TRI-LAKES BOARD OF REALTORS®
COLUMBIA BOARD OF REALTORS®
NORTHEAST CENTRAL ASSOCIATION OF REALTORS®
SOUTH CENTRAL BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
FRANKLIN COUNTY BOARD OF REALTORS®
MINERAL AREA BOARD OF REALTORS® INC
PULASKI COUNTY BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
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ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
Missouri Association of REALTORS®
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JEFFERSON COUNTY BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
COLUMBIA BOARD OF REALTORS®
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EAST CENTRAL BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
CAPL GIRARDEAU COUNTY BOARD OF REALTORS®
OZARK GATEWAY ASSOCIATION OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
SOUTH CENTRAL BOARD OF REALTORS® INC
SIKESTON BOARD OF REALTORS® INC
SOUTHWEST MISSOURI BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
COLUMBIA BOARD OF REALTORS®
COLUMBIA BOARD OF REALTORS®
CAPE GIRARDEAU COUNTY BOARD OF REALTORS®

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Middendorf, Susan	ST LOUIS ASSOCIATION OF REALTORS®
Miler, Phyllis	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Minden, Kathleen	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Mooney, Catherine	ST LOUIS ASSOCIATION OF REALTORS®
Moore, Scott	COLUMBIA BOARD OF REALTORS®
Morrill, R	TRI-LAKES BOARD OF REALTORS®
Morris, David	ST LOUIS ASSOCIATION OF REALTORS®
Nelson, Gary	OZARK CATEWAY ASSOCIATION OF REALTORS®
Nicholas, Diane	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Nichols, David	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
NOenig, Miles	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Northcutt, Virginia	COLUMBIA BOARD OF REALTORS®
O'Neill, Daniel	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Oldani, Ronald	HEART OF MISSOURI BOARD OF REALTORS®
Oliver, Brenda	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Peterson, Ed	GREATER SPRINGFIELD BOARD OF REALTORS® INC
Peterson, Renetta	WEST PLAINS BOARD OF REALTORS®
Peterson-Dill, Chen	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Petras, Leah	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Petty, R. Connie	ST LOUIS ASSOCIATION OF REALTORS®
Piglowski-Sahrman, Jennifer	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Pinchiaroli, John	ST LOUIS ASSOCIATION OF REALTORS®
Plunkett, Dana	MINERAL AREA BOARD OF REALTORS® INC
Remington, Andrew	FIVE COUNTY BOARD OF REALTORS® INC
Rezac, Clarence	ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
Rogers, Nancy	LAKE OF THE OZARKS BOARD OF REALTORS®
Rogers, T. David	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Rombach, Penny	FRANKLIN COUNTY BOARD OF REALTORS®
Rouhani, Mike	ST LOUIS ASSOCIATION OF REALTORS®
Routh, Diane	TRI-LAKES BOARD OF REALTORS®
Schlaefli, Claus	ST LOUIS ASSOCIATION OF REALTORS®
Schrimpf, Matthew	BAGNELL DAM ASSOCIATION OF REALTORS®
Schumacher, Bonnie	ST CHARLES COUNTY ASSOCIATION OF REALTORS®
Schweidt, Rex	ST LOUIS ASSOCIATION OF REALTORS®
SeNOI, Evren	ST LOUIS ASSOCIATION OF REALTORS®
Shackleford, Wilhemena	ST LOUIS ASSOCIATION OF REALTORS®
Shaw, Janice	MARK TWAIN BOARD OF REALTORS®
Sherry, Tina	NORTHWEST MISSOURI BOARD OF REALTORS®
Siebert, James	JEFFERSON COUNTY BOARD OF REALTORS® INC
Sisson, Raymond	ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
Slaughter, Heather	JEFFERSON COUNTY BOARD OF REALTORS® INC
Sloan Mulford, Michele	ST LOUIS ASSOCIATION OF REALTORS®
Smith, Troy	North Central Board of REALTORS®
SNOok, Steven	KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
Soto, David	CAPE GIRARDEAU COUNTY BOARD OF REALTORS®
Stallings, Shelly	LEBANON BOARD OF REALTORS®

Stallmann, Mark
Stanley, Kathy
Stanton, Garmon
Stark, Barbara
Sterling, Rebecca
Stokes, Richard
Sutherland, Diana
Tadlock, Sarah
Taylor, Loren
Terry, Jeffrey
Floenon, Kenneth
Thomas, Janice
Thomas, Joyce
Thomas, Sue
Thomas, Todd
Thurman, Deborah
Tjellen, Marcia
Tobin, Curtis
Townsend, Bonita
Townsend, David
Travaglini, Mike
Trickey Colton, Bunnie
Tucker, Tamra
Upchurch, Barrett
Vatterott, Glenn
Vaughn, Julie
Vonnard, Karen
Vogt, Hank
Walker, Bobbie
Walker, Isabelle
Walker, Michele
Weeks, Michael
Weisz, Mark
Welsh, Diana
Whalen, Nancy
Wheat, Z. Alan
Wideman, Judith Ann
Wiegert, Sean
Wildhaber, Dana
Williams, Cassandra
Wilson, Carol
Winters, Kevin
Wolfe, Suzanna
Wood, Lowell
Wren, Jessica
Wyatt, Carolyn
Wymer, Cathy

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WEST PLAINS BOARD OF REALTORS®
COLUMBIA BOARD OF REALTORS®
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
LAKI OZARK BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
MIDWEST MISSOURI BOARD OF REALTORS®
JEFFERSON CITY AREA BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
SOUTH CENTRAL BOARD OF REALTORS® INC
MARK TWAIN BOARD OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
CAPE GIRARD/DAV COUNTY BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
NORTHWEST MISSOURI BOARD OF REALTORS®
SEDALIA-WARSAW BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
JEFFERSON CITY AREA BOARD OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
SOUTHWEST MISSOURI BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
JEFFERSON CITY AREA BOARD OF REALTORS®
ST JOSEPH REGIONAL ASSOCIATION OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
ST CHARLES COUNTY ASSOCIATION OF REALTORS®
TRI LAKES BOARD OF REALTORS®
KANSAS CITY REGIONAL ASSOCIATION OF REALTORS® INC
CENTRAL MISSOURI BOARD OF REALTORS® INC
JEFFERSON CITY AREA BOARD OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
ST LOUIS ASSOCIATION OF REALTORS®
JEFFERSON CITY AREA BOARD OF REALTORS®
GREATER SPRINGFIELD BOARD OF REALTORS® INC
ST LOUIS ASSOCIATION OF REALTORS®
LAK OF THE OZARKS BOARD OF REALTORS®
HEART OF MISSOURI BOARD OF REALTORS®
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CARTHAGE BOARD OF REALTORS® INC
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Wynn, Sharon
Yaple, John
Zuciga, Donna

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OZARK GATEWAY ASSOCIATION OF REALTORS®
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