



MISSOURI HOUSE OF REPRESENTATIVES
WITNESS APPEARANCE FORM

BILL NUMBER: HB 1211		DATE: 3/26/2025
COMMITTEE: Financial Institutions		
TESTIFYING: <input checked="" type="checkbox"/> IN SUPPORT OF <input type="checkbox"/> IN OPPOSITION TO <input type="checkbox"/> FOR INFORMATIONAL PURPOSES		
WITNESS NAME		
INDIVIDUAL:		
WITNESS NAME: ARNIE C. "HONEST-ABE" DIENOFF-STATE PUBLIC ADVOCATE		PHONE NUMBER:
BUSINESS/ORGANIZATION NAME:		TITLE:
ADDRESS:		
CITY:		STATE: ZIP:
EMAIL: arniedienoff@yahoo.com	ATTENDANCE: In-Person	SUBMIT DATE: 3/26/2025 11:54 PM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.		

I am in Support of this Bill to provide protections for additional safeguards for Bank Escrow Accounts maintained by Brokers.



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WITNESS NAME			
BUSINESS/ORGANIZATION:			
WITNESS NAME: DAVID E. SOTO		PHONE NUMBER: 573-768-0515	
BUSINESS/ORGANIZATION NAME: SOTO PROPERTY SOLUTIONS		TITLE: PRESIDENT	
ADDRESS: 735 BROADWAY ST			
CITY: CAPE GIRARDEAU		STATE: MO	ZIP: 63701
EMAIL: david.soto@sotops.com	ATTENDANCE: Written	SUBMIT DATE: 3/25/2025 4:57 PM	

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Missouri real estate commission statute states that a real estate broker may have up to \$1,000 of the company's funds in an escrow account to cover expenses related to that bank account. An escrow account is defined as a bank account where funds belonging to tenants or property owners are held. Statue also states that escrow accounts may be interest-bearing as long as it is disclosed to tenants and property owners that funds will be in an interest-bearing account. Larger property management companies may hold several hundred thousand dollars in an escrow account. Interest as low as 3% would generate enough interest to be deposited into the escrow account* to cause the company to be non-compliant on a monthly basis as shown by the following example. Transaction date Transaction

type	Interest Paid	On Balance of	03/31/2024	Deposit	\$	1,042.38		
	\$ 405,446.38	04/30/2024	Deposit	\$	983.52	\$ 413,853.52		
05/31/2024	Deposit	\$	1,037.29	\$	415,952.29	06/30/2024	Deposit	\$
1,017.82	\$	419,549.82	07/31/2024	Deposit	\$	1,064.12	\$	430,714.12
08/31/2024	Deposit	\$	1,077.33	\$	430,857.33	09/30/2024	Deposit	\$
1,048.85	\$	436,948.85	10/31/2024	Deposit	\$	1,090.24	\$	428,581.24
11/30/2024	Deposit	\$	1,055.66	\$	440,162.66	12/31/2024	Deposit	\$
1,101.18	\$	440,097.18	01/31/2025	Deposit	\$	1,104.85	\$	448,470.85
02/28/2025	Deposit	\$	1,003.43	\$	447,989.43	Total	\$	
12,626.67	Average	\$	1,052.22	\$	429,885.31	*Interest payments are		

automatically generated by the bank. In this example, the broker would have eleven violations, assuming the account was zero before interest paid. Penalties per violation could be as little as a warning, to monetary fines, to the brokers license being put on probation, or suspension, or the extreme, loss of license. Because of the fact that the deposit of interest is beyond the control of the broker, HB 1211 would exempt earned interest in the escrow account from the \$1,000 limit as long as the interest is withdrawn within 30 days.