

JANUARY 2026

# NECAR NEWS

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*Save the date!*

## AWARDS CEREMONY & OFFICER INSTALLATION

February 19, 2026

Kirkville, MO

5:30 PM Social Time | 6 PM Ceremony & Dinner

Come enjoy a fun evening with fellow REALTOR® members!

RSVP HERE: <https://forms.gle/kRsiSJypyDKtizw5>

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### 2026 NECAR Board of Directors



#### Officers - 1 year term

President - Sonja Gittings  
Vice President - Mike LaBeth  
Secretary - Rebecca Travis  
Treasurer - Carrie Mitten  
Past President - Erick Hanson

#### Local Directors - 3 year terms

Mark Truitt - (Term Ends Dec. 31, 2026)  
Megan Roof - (Term Ends Dec. 31, 2027)  
Sara VanLoo - (Term Ends Dec. 31, 2028)

#### State Directors - 2 year terms

Adam Snyder - (Term Ends Dec. 31, 2026)  
Michael Chrisman - (Term Ends Dec. 31, 2026)  
Mike Hatfield - (Term Ends Dec. 31, 2027)

### Welcome New Members



#### NECAR Members

Misty Smotherman: LandGuys LLC of MO  
Chris Cashatt: First Class Properties  
Trevor Shafer: United Country Gilworth  
Rachel Richardson: eXp Realty  
Madison Allen: Gaslight Real Estate  
Mathew Hunolt: Legacy Land & Home  
David Whitaker: Whitaker Marketing Group LLC  
Adam Mikesch: Rooted Real Estate & Auction Co.

#### MLS-Only

Melissa Bartlett: Jason Mitchell & Real Estate MO  
John Wheeler: Missouri Valuation Services, LLC

Stay Connected – Follow us on [Facebook!](#)



## Need C.E.?

## We've Got You Covered! >>>>>

2 Days. 4 Courses.

The 12 hours you need to renew this cycle.

Fast. Fun. Full of Great Information.

**I'm looking forward to  
seeing you all again!**

**Deb Thoman**



**SAVE THE DATES!**

## 2026 CE TRAININGS

2026 is a license renewal year, and we're offering a few CE training sessions to help you meet your requirements. Register early to secure your preferred date and location.

When registering, please enter your name and license number exactly as shown on the MREC website. Accuracy is required to report your course completion correctly. To verify your information, please visit the MREC website: [License Search](#).

### **Kirksville CE Training**

Dates: February 10-11, 2026

Time: 9 AM to 4 PM

Location: Kirksville Regional Economic Development Building (KREDI)

315 S Franklin St., Kirksville, MO

Register Here: <https://forms.gle/vLkHGBrotfRfzBTL7>

### **Macon CE Training**

Dates: February 12-13, 2026

Time: 9 AM to 4 PM

Location: Comfort Inn & Suites Macon, 1821 N Missouri St, Macon, MO 63552

Register Here: <https://forms.gle/vLkHGBrotfRfzBTL7>

### **Memphis CE Training**

Dates: February 12-13, 2026

Time: 9 AM to 4 PM

Location: Boyer Events Center

Memphis, MO 63555

Register Here: <https://forms.gle/heYQRvTjZITzNdMP8>

### **Important License Dates**

June 30, 2026: Broker licenses expire

September 30, 2026: Salesperson licenses expire

### **License Renewal Reminder**

All agents must register with the new MO PRO system to renew through MREC. MREC renewal reminders will be emailed to the address on file. Licenses can be renewed online via MO PRO or with printed forms from MREC. Update your email with MREC at 573-751-2628 if needed.

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## **Stay Current: Governing Docs**

You can access our governing documents, including the MLS Rules and Regulations, on our website at any time. Stay up to date with the latest policies and guidelines by visiting the site to review the current documents.

View: [\*\*HERE\*\*](#)



# Apply for the 2025 Honor Society!

## **Purpose**

Missouri REALTORS® Honor Society exists to recognize and celebrate members who demonstrate exceptional professionalism and a commitment to excellence. These individuals generously contribute their time and expertise to Board and Association leadership. By honoring those who elevate the real estate industry across the state, the Honor Society provides the peer recognition they truly deserve.

## **Eligibility**

The Honor Society program welcomes both new REALTORS® and long-standing members. Rather than focusing on past achievements, the program emphasizes current engagement by awarding points for active participation in professional development and REALTOR® activities. This approach ensures recognition for efforts that enhance service to clients and customers today.

## **Qualifications**

Honor Society membership is not a one-time achievement – it requires annual qualification to encourage ongoing engagement and involvement. Members must earn a minimum of 100 points each year to qualify or maintain their status. After ten consecutive years of recognition, members achieve Lifetime Honor Society status and no longer need to reapply.

## **Awards**

Certificates of membership and year plates/plaques will be sent to the local board/association Association Executive or President, for presentation at a local board/association function, so that the individuals recognized as members may be seen by their peers as high achievers.

**The deadline to apply for the 2025 Honor Society is March 25, 2026.**

**Apply Here:** <https://www.missourirealtor.org/resources/awards-and-applications/honor-society>

If you have questions regarding Honor Society, please contact Mary LaBarbera – [mary@morealtor.com](mailto:mary@morealtor.com) or call 573-445-8400 ext. 1330.

# Happy New Year REALTOR® Party Advocates!

Congratulations to all local boards and associations on another remarkable year of advancing and supporting the real estate industry. Missouri proudly led the way in 2025 becoming the first state to achieve every goal and earn NAR's prestigious President's Cup Award, raising an incredible \$1,343,341.57 for RPAC.

Special recognition goes to the following boards for reaching their President's Cup goal:

Columbia Board of REALTORS®  
Franklin County Board of REALTORS®  
Greater Springfield Board of REALTORS®  
Jefferson City Area Board of REALTORS®  
**Northeast Central Association of REALTORS®**  
South Central Board of REALTORS®

We look forward to celebrating these achievements together at the RPAC Awards Celebration on Tuesday, January 27th during the Winter Business Conference.

## **Make your 2026 Major Investor Pledge!**

For 2026, Missouri REALTORS has two great items available for Major Investors! A unisex Crewneck Sweatshirt and a long sleeve Nike Polo. Members can pledge through this link: [2026 Major Investor Pledge](#) or the QR code below.

In addition to the Major Investor apparel, the Advocacy Investment Output Group has worked hard to find an amazing item for this year's Winter Business Conference \$100 item. This item can be purchased by any member, so they don't need to be a Major Investor to purchase, and both the member and the local board will receive RPAC credit.

The REALTOR® Party Jogger is available for purchase [HERE](#) through the end of Winter Business Conference (Thursday, Jan. 29th). Orders will be available for pick up at the Spring Business Conference.

Thank you for your continued support of RPAC-MO! We're looking forward to an incredible year in 2026!

2026 Pledge QR Code:



\$100 Jogger QR Code:



# Award for Excellence



It's that time of year where NECAR recognizes outstanding performance throughout the year of 2025. REALTORS® who wish to apply for the "Award for Excellence" must submit the application to NECAR where they will be reviewed by the membership committee.

Applications must be received by the board on or before January 31, 2026. NECAR will present certificates at the Awards Ceremony on February 19th.

Contact [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com) for more information.

Access the form [HERE](#).

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## REALTOR® Trademarks & How to Use Them Correctly

**Here are five key facts:**

1. REALTOR® = Member of NAR
2. Members can use the REALTOR® trademarks, with limitations
3. Non-members may not use the REALTOR® marks
4. Design standards for REALTOR® marks must be followed
5. The REALTOR® marks can be used on the internet and in marketing

**Find more guidance about proper use of the REALTOR® Trademarks [HERE](#).**





## Join NECAR in Jefferson City for REALTOR® Days on April 14th!

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, local leadership academies, and governmental affairs committees to come together and communicate with elected officials. Legislators hear directly from you, their constituents, about issues important to the real estate industry and how legislation will impact their district.

Questions? Contact Jen Tracy, Manager of Advocacy Programs at [jen@morealtor.com](mailto:jen@morealtor.com) or 573.445.8400 x1230

**REGISTER NOW**

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## Placemaking Grants

Placemaking Grants fund state and local REALTOR® association projects that create new, outdoor public spaces and destinations in a community on unused or underused sites. The goal of the program is to enable REALTORS® to strengthen ties with their community, to develop relationships with public officials, and to spur economic growth and development through the creation of new public gathering places.

Contact [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com) for more information.

Placemaking Grants now allow funding of community asset improvements such as street benches, lamps and wayfinding signs as well as improvements to existing spaces.

View the Placemaking Promotion Video [HERE](#).

# Save the Date!

NAVICANEXTMLS  STREAMline AMS

## Remote Training

**Event Details**

 **Date:** March 11, 2026

 **Time:** 10:00 AM CST

**Remote Training Overview**  
Basic Searching, Listing Maintenance  
and Stats/Reports



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## 2026 REALTOR® Billing

Thank you to everyone who has paid their '26 REALTOR® dues. Dues were due on Jan. 1. If you still need to pay or need your invoice resent, please email [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com).

Dues can be paid by check to NECAR or at [nar.realtor](http://nar.realtor). Invoices unpaid after Jan. 1 will incur a \$100/month late fee, and accounts not paid by Mar. 31 will result in deactivation.

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## Start 2026 Strong with Consumer Guides

Kick off the new year by sharing NAR's Consumer Guides with your clients. These one-page resources offer helpful tips on key aspects of the real estate transaction, like negotiating buyer agreements and understanding offers of compensation.

The guides are available in Spanish and can be shared directly with clients or posted on social media to show your expertise.

Access the guides here: [NAR Consumer Guides](https://www.nar.realtor/consumer-guides).



## MACON REALTORS JOIN TOGETHER



LOVING OUR COMMUNITY



## MACON COUNTY FOOD PANTRY



NORTHEAST CENTRAL ASSOC OF REALTORS

A big thank you to Stephens Real Estate, Macon Realty, Tiger Country Realty, and CR Home Services for volunteering at the Macon County Food Pantry on December 16th. We truly appreciate you giving your time to support and serve our local community!

Participating in community outreach or hosting an event? We want to know what our NECAR offices and agents are doing around our local communities!

Please send pictures to Jennifer at [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com) or text to 660-216-4933 to be featured on our Facebook page and in the quarterly newsletter.



# REALTOR® Ring Day 2025

A special Thank You to all of our local REALTORS® who made 2025 REALTOR® Ring Day a success.



Kolby Ray: RE/MAX Home Team



Erick Hanson: Century 21 Lifetime Realty



Rebecca Travis: eXp Realty



Heritage House Realty: Joe Behrmann, Scott Lyons, Erica Supple, Leah Doty, Michael Chrisman, & Trent Barnes



Zane Starks: Century 21 Lifetime Realty



Adam Snyder & Bless Napo: Century 21 Lifetime Realty



# REALTOR® Ring Day 2025

A special Thank You to all of our local REALTORS® who made 2025 REALTOR® Ring Day a success.



Mike & Charisse Hatfield: Century 21 Lifetime Realty



Erica Supple & Family: Heritage House Realty



Mark Whitney: Century 21 Lifetime Realty



Scott Lyons & Leah Doty: Heritage House Realty



Bless Napo: Century 21 Lifetime Realty



Trent Barnes: Heritage House Realty

# Vacant Land Scams

## RED FLAGS

Exercise caution if a potential client asks you to sell a vacant parcel or unoccupied property with one or more of these red flags:

- The potential client wants to list the property for significantly below market value.
- The potential client has a strong preference or requirement for cash.
- The potential client does not want a “For Sale” sign in the yard.
- The potential client emphasizes an urgency to sell quickly.
- The potential client never communicates in person or on video, preferring to text or email.
- The potential claims to be out of the state or country.
- The potential client will only use a remote notary and requests a remote closing.

## RECOMMENDED PRACTICES

Exercise due diligence to verify the purported seller is the actual property owner, for example:

- Ask for multiple forms of identification.
- Request to meet the seller face-to-face.
- Ask for proof of ownership of the property.
- Ask the potential client about the area around the vacant property to see if they are familiar with the area.
- Conduct independent research to confirm the property owner, such as looking online for a recent photo or speaking to a neighbor.
- Verify the seller’s email and phone number.
- Make sure you or the title company select the remote notary at closing.
- Ask the seller for a voided check and a disbursement authorization form; use a wire verification service to confirm the account information and ownership.

If you suspect that you are involved in a vacant lot scam:

- Contact law enforcement and file a complaint at [IC3.gov](https://www.ic3.gov).
- Remove the listing from the MLS and take down any advertisements quickly.



## **CubiCasa Monthly 101 Class: Learn to Create Free & Easy Floor Plans in Minutes!**

Learn more about CubiCasa, the go-to app used by thousands of real estate professionals every day to create floor plans in only 5 minutes. Greatly improve your listings and listing presentations – FOR FREE! We'll talk about the benefits of adding a floor plan to your listing media, and how the technology works.

You can choose to attend one or more of the following webinars.

Feb 11, 2026 01:00 PM

Mar 11, 2026 01:00 PM

Apr 8, 2026 01:00 PM

May 13, 2026 01:00 PM

Jun 10, 2026 01:00 PM

Jul 8, 2026 01:00 PM

Aug 12, 2026 01:00 PM

Sep 9, 2026 01:00 PM

Oct 14, 2026 01:00 PM

Nov 11, 2026 01:00 PM

Dec 9, 2026 01:00 PM

**REGISTER NOW**





- BOD Meetings: Feb. 3, May 5, Sept. 8, Nov. 3rd - La Pa in Kirksville
- Missouri REALTORS® Winter Business Conference: Jan. 27-29 in Springfield
- Missouri REALTORS® Inaugural Night: Jan. 28 in Springfield
- NECAR Awards Ceremony & Officer Install: Feb. 19 in Kirksville
- Navica MLS Remote Training: March 11
- Missouri REALTORS® Spring Business Conference: April 28-30 in Columbia
- REALTOR Capital Day: April 14<sup>th</sup> in Jefferson City
- Missouri REALTORS® Fall Business/Region 9 Conference: Sept. 21-24 in St. Louis
- General Membership Meeting & RPAC Auction: Oct. 1 in Macon

**NECAR Events:** <https://necarmo.com/events>

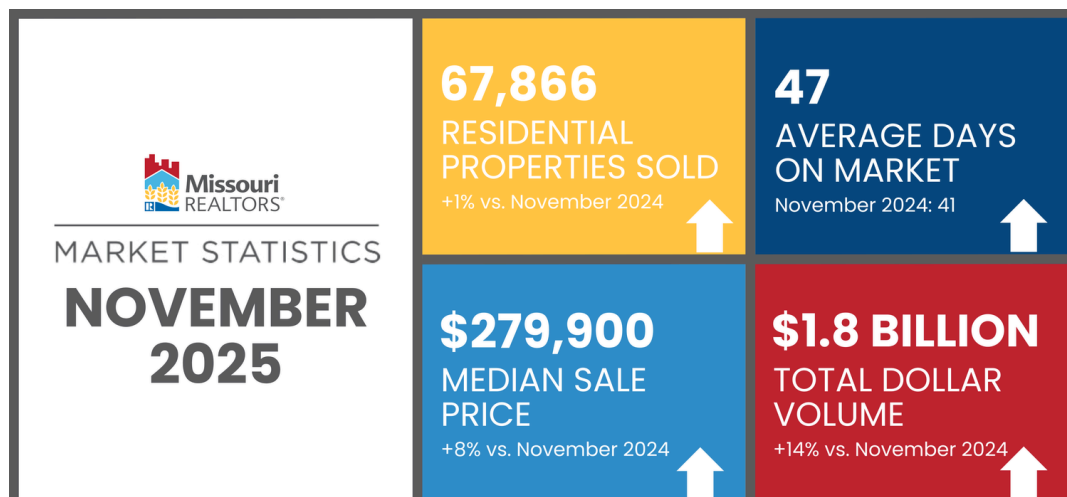
**MR Events:** <https://thelanding.missourirealtor.org/events/calendar>

**NAR Events:** <https://www.nar.realtor/events/nar-meetings-by-year>



## MARKET STATISTICS

Missouri REALTORS® Market Statistics is a monthly statistics report produced by Missouri REALTORS® which includes a statewide video and market summary. The most recent summary of the Missouri real estate market can be found [HERE](#).



# Thank You Affiliate Members



**Flat Branch**  
HOME LOANS

**Heather Martin**

Senior Mortgage Banker

NMLS: 224149

Phone: 660-346-7593

101 South Franklin, Ste A

Kirkville, MO 63501

Email: [hmartine@fbhl.com](mailto:hmartine@fbhl.com)

Web: [www.fbhl.com/hmartin](http://www.fbhl.com/hmartin)



**Donna Bell**

Manger

1206 N Missouri

Macon, MO 63552

Monday-Friday: 8am-5pm

660.395.9000 | 800.769.8731

Email: [dbelle@charitonvalley.com](mailto:dbelle@charitonvalley.com)

<https://www.cvalley.net/>



**Kevin J Brunk**

Mortgage Loan Officer

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Phone: 660-627-2877

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Email: [kevin.brunk@usbank.com](mailto:kevin.brunk@usbank.com)

Web: <https://mortgage.usbank.com/mo-kirkville-kevin-brunk>



**Jon Peck**

Financial Advisor

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Phone: 660-665-3255

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Web: [www.edwardjones.com/jon-peck](http://www.edwardjones.com/jon-peck)

# Thank You Affiliate Members

## PICKELL ABSTRACT CO.

**Linda Ranson, Owner**

<http://www.pickellabstractcompany.com/>

Kirksville Location

115 S. Franklin Street

Kirksville, MO 63501

Phone: 660-665-8324

Fax: 660-627-1733

Email: [linda@pickellabstractcompany.com](mailto:linda@pickellabstractcompany.com)

Lancaster Location

Schuyler County Abstract Company

118 W. Jackson

PO Box 127

Lancaster, MO 63548

Phone: 660-457-3804

Fax: 660-457-2052

Email:

[schuylercounty@pickellabstractcompany.com](mailto:schuylercounty@pickellabstractcompany.com)

Edina Location

Knox County Abstract

103 S. First Ste B

PO Box 190

Edina, MO 63537

Phone: 660-397-3259

Fax: 660-397-2143

Email: [knoxcounty@pickellabstractcompany.com](mailto:knoxcounty@pickellabstractcompany.com)

## KIRKSVILLE LAND TITLE CO.

**Rose Mayor**

Office Manager

111 E Harrison St.

Kirksville, MO 63501

Phone: 660-665-4711

Email: [rosem@missouricentraltitle.com](mailto:rosem@missouricentraltitle.com)

**Macon County Title**

1707 Prospect Dr

Macon, MO 63552

Phone: 660-385-6474

Email: [kaylab@missouricentraltitle.com](mailto:kaylab@missouricentraltitle.com)

Web: <https://www.missouricentraltitle.com>



## MA Bank

**Kevin Butner**

Vice President, Business Development

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Phone: 660-385-3161

Email: [kbutner@mabank.com](mailto:kbutner@mabank.com)

Web: [www.mabank.com](http://www.mabank.com)

Find out more information on Affiliate Membership, [HERE](#).

# Thank You Affiliate Members



**Jennifer Chrisman**

Marketing/Sales Manager

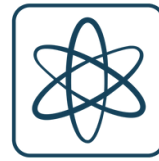
718 S. West St

Green City, MO 63545

Phone: 660-874-4111

Email: [mktmgr@nemr.net](mailto:mktmgr@nemr.net)

Web: <https://nemr.net/>



**Connections  
Bank**

**Aaron Pearce**

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