



Call to Order/ Introductions -24 Realtors in attendance.

President’s Report- Keith Jackson- Keith was unable to attend. Erick Hanson facilitated the meeting.

NECAR Happenings:

- Keith Jackson, President, Dawn Bruner, State Director, and Zach Springer, State Director attended the September Business Conference and Board of Directors meeting in Springfield.
- Macon Food Pantry Volunteer Event will be October 15th from 12-6 PM. Sonja Legan passed around a sign-up sheet.
- Realtor Ring Day will be December 6th in Kirksville. A sign-up sheet will be sent via e-mail.
- NECAR seeking committee participation. Descriptions available in folders. Contact Katie if interested.
- NECAR New Member Orientation is now available online through the Learning Library.
- 2020 NECAR Officer Election results are below. The 2020 leadership term will begin January 1st.

<u>NECAR Officers</u> President- Dawn Bruner Vice President-Mike LaBeth Secretary-Erick Hanson Treasurer-Darin Porter Past President-Keith Jackson	<u>Local Directors</u> Allison Rowland (Term End Dec. 31, 2020) Ron Davis (Term End Dec. 31, 2021) Erica Supple (Term End Dec. 31, 2022)	<u>State Directors</u> Ami Hartwig (Term End Dec. 31, 2020) Sonja Legan (Term End Dec. 31, 2021)
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Financial Report

- NECAR financial status – Katie reported on the financial status of the association.
- Bank of Kirksville CD #2 matured in September and was moved to Bank Midwest to support Affiliate Membership.

Membership Updates:

- Nine new REALTOR members in Quarter 3 (July-September)
- Total Primary NECAR Members-167
- Total Secondary NECAR Members- 7
- Total MLS Members-190
- Six affiliate members. THANK YOU Affiliates!

<p>Quarter 3 New REALTOR Members: KJ Cool, Gary M. Knight Real Estate, LLC Brandi Fahrmeier, Gaslight Real Estate Samantha Hummel, Century 21 Lifetime Realty Carrie Mitten, Four Horizons Realty, Inc Barry Poyner, Four Horizons Realty, Inc Dale Reid, Tiger Country Realty LLC Brady Sowers, Macon Realty Company Tonya Springer, Century 21 Lifetime Realty Jessica Wells, Hometown Realty</p>	<p>NECAR Affiliates Kathy Adkins: Bank Midwest Josh Boveri: 360 inspections Kevin Brunk: US Bank Angie Findling: US Bank Gawen Lawrence: American Title & Abstract Company and White Abstract & Title Company Roy Noe: Farmers Insurance</p>
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Core Standards

- 2019 Core Standards are almost completed. John Sebree, CEO MO Realtors, will review in the coming weeks.
- AE review was completed on September 19th and will occur yearly in September.
- Katie and Dawn to attend the Leadership Training in Columbia on October 15th. This will count towards Core Standards.
- Vote Initiative- Non-registered voters were contacted via e-mail and encouraged to vote. Steps for voter registration will also be included in the upcoming NECAR Newsletter.

AE Updates:

- Katie attended the 2019 AE Workshop in Osage Beach July 29th-30th where she earned her continuing education hours for this year's Core Standards.
- Monthly sales data specific for our MLS shared monthly via the NECAR Facebook page. Total sales for the MLS totaled:
 - Quarter 1 2019 (Jan-Mar) \$23,160,790 vs Quarter 1 2018 \$23,727,819
 - Quarter 2 2019 (April-June) \$38,698,602 vs Quarter 2 2018 \$36,853,950
 - Quarter 3 (July-Sept) TBD
- Membership dues billing to begin in October. National Association of REALTORS and Missouri REALTORS will keep dues the same for 2020. No proposed changes to NECAR dues.

Meeting adjourned at 6:15 PM.

Board of Directors 2019 Meeting Schedule: November 5th, December 3rd