

APRIL 2026

# NECAR NEWS

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## Small Board Local Leadership Academy, 2026

NECAR is now part of the Small Board Local Leadership Academy (SBLLA)! This incredible opportunity allows two REALTOR® members to be selected for the 2026 class, where they'll develop leadership skills, grow their network, and gain industry insights.

For more information and to complete the SBLLA application, please contact [necarmol960@gmail.com](mailto:necarmol960@gmail.com).

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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**

Angel Carr: Legacy Land & Home  
Nicholas Balsler: Lifetime Realty Group  
Slade Shafer: United Country Gilworth  
Loren Enyeart: Enyeart Appraisal Services  
Gauge Shiflett: Century 21 Farm & Home  
Kurtis Howell: Lifetime Realty Group

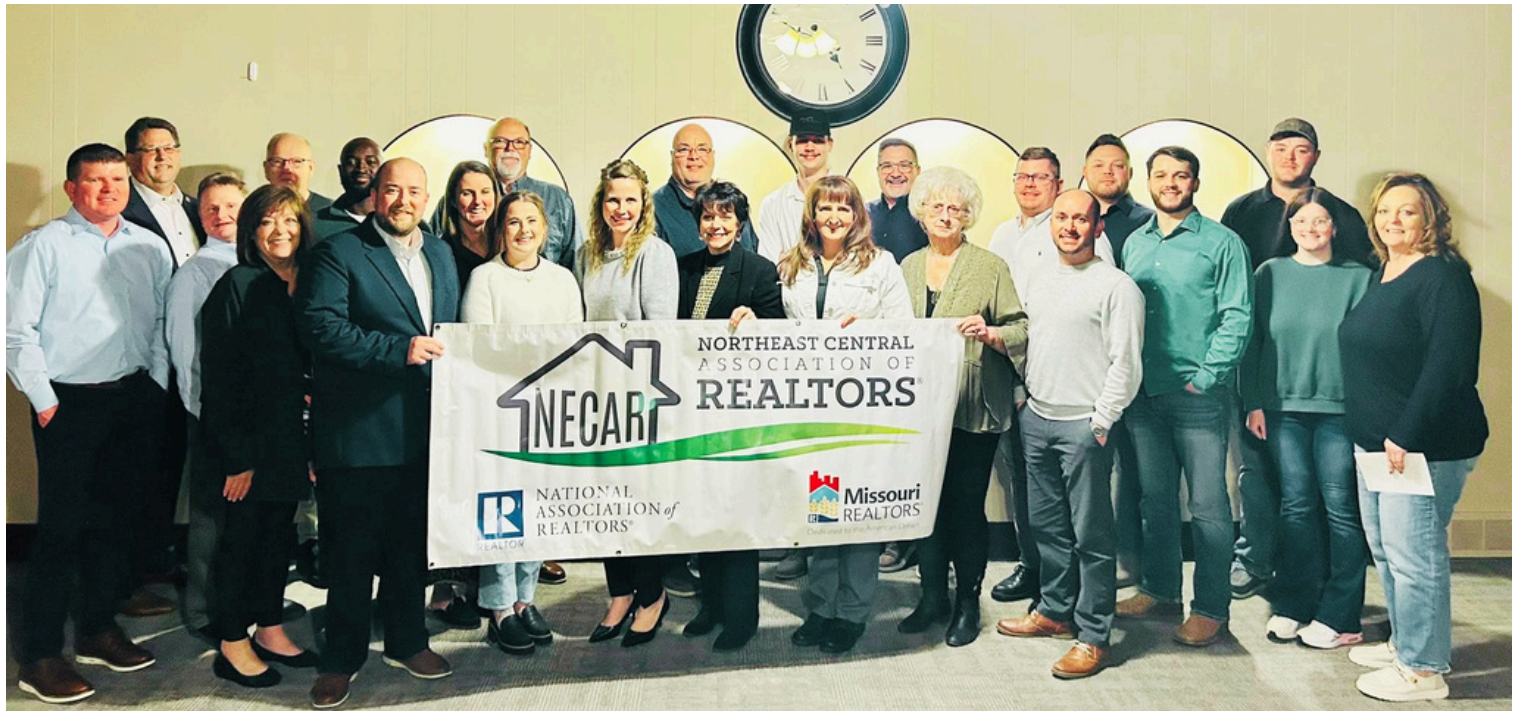
### **New Offices**

Reagan Law  
Worth Clark Realty  
Lifetime Realty Group  
Enyeart Appraisal Services LLC

### **MLS Only**

Reagan Law  
Steven Barks: Worth Clark Realty

# 2026 Awards Ceremony & Officer Installation



**The Northeast Central Association of REALTORS® held their annual awards ceremony for 2025 closed sales transactions and the installation of officers for the year 2026 on February 19, at the Kirksville Country Club.**

Honored attendees from the left are: Zach Springer, Century 21 Lifetime Realty, Pinnacle Level; Erick Hanson, Century 21 Lifetime Realty, Pinnacle Level; Mark Whitney, Century 21 Lifetime Realty, Peak Level; Bless Napo, Century 21 Lifetime Realty, Summit Level; Adam Snyder, Century 21 Lifetime Realty, Peak Level; Megan Roof, RE/MAX Home Team, Peak Level; Kolby Ray, RE/MAX Home Team, Summit Level; Mike Hatfield, Century 21 Lifetime Realty, Pinnacle Level; Sara VanLoo, eXp Realty, Pinnacle Level; Toni Riekeberg, Stephens Real Estate, Peak Level; Mark Hunolt, Legacy Land & Home, Peak Level; Evonne Baker, Century 21 Lifetime Realty, Summit Level; Mark Truitt, Tiger Country Realty, Pinnacle Level; Trent Barnes, Heritage House Realty, Summit Level; Benjamin Daniels, Lakepropertiesforsale.com LLC, Pinnacle Level; Scott Lyons, Heritage House Realty, Pinnacle Level; Michael Chrisman, Heritage House Realty, Summit Level

Award winners not in attendance: Sonja Gittings, Tiger Country Realty, Peak Level; Jared Williams, First Class Properties, Peak Level; Allison Rowland, Tiger Country Realty, Peak Level; Kim Keyes, ANEW Realty Group, Peak Level; David Wilt, Macon Realty Company, Peak Level; Leah Doty, Heritage House Realty, Pinnacle Level; Rick Bachman, Heritage House Realty, Pinnacle Level; Charity Taylor, Century 21 Lifetime Realty, Pinnacle Level; Vicki Benson, RE/MAX Home Team, Summit Level; Andrew Hunolt, Legacy Land & Home, Summit Level; Mike LaBeth, Heritage House Realty, Summit Level; Joe Behrmann, Heritage House Realty, Summit Level; Erica Supple, Heritage House Realty, Summit Level

# 2026 Awards Ceremony & Officer Installation

## Special Awards

**Rookie of the Year:** David Hibler, Gaslight Real Estate

**Most Sides Sold:** Mark Hunolt, Legacy Land & Home

**Most Volume Sold:** Mark Hunolt, Legacy Land & Home

**Most Expensive Commercial Sale:** Kim Keyes, ANEW Realty Group

**Most Expensive Residential Sale:** Jared Williams, First Class Properties

**Most Expensive Land Sale:** David Wilt, Macon Realty Company

## RPAC Awards

### \$100 Club

Carrie Mitten  
Rebecca Travis  
Mark Whitney

### Capital Club

Adam Snyder

### Crystal R

Sonja Gittings  
Erick Hanson

### President's Circle

Erick Hanson



# 2026 Awards Ceremony & Officer Installation

## THANK YOU!

Thank you to Pickell Abstract Co. (Linda Ranson), Flat Branch Home Loans (Heather Martin), Kirksville Land Title CO (Rose Mayor), & US Bank (Kevin Brunk & Patrick Westhoff) for sponsoring the event by providing the meal, appetizers, and dessert. Thank you to NEMR (Jennifer Chrisman) for the giveaway.

NECAR would also like to express our gratitude to Evonne Baker. Evonne has made a significant contribution as the Membership Committee Chair and has also played a crucial role in managing the Award of Excellence program for many years!



# 2026 Awards Ceremony & Officer Installation



# THAT'S WHO WE



# REALTOR® of the Year

This award recognizes a member who exemplifies the “REALTOR® Spirit” through commitment to real estate principles, compliance with laws and the Code of Ethics, and promotion of best practices among peers. Civic involvement and notable business achievements also play a key role in selecting the recipient.

Member Boards/Associations of Missouri REALTORS® may submit one (1) nomination per year for this important award. Previous submissions may be considered by the committee as well. The REALTOR® of the Year Award is presented annually at the Fall Business Conference.

\*Nominee must hold either a broker-officer, broker-manager, broker-associate, or broker-partner license (i.e., a nominee who holds a broker-salesperson license would not qualify.)

The application deadline for the 2026 REALTOR® of the Year is May 1, 2026.

**APPLY TODAY**

## Missouri REALTORS® Tech Helpline

Get the most out of your Missouri REALTORS® membership!

Did you know Tech Helpline is included at no extra cost? Whether you need help troubleshooting, setting up new tools, or fixing an issue fast, expert support is just a click away. Save time, reduce stress, and stay focused on what matters most—your business.

Contact Tech Helpline here: [techhelpline.com/missouri-realtors/](https://techhelpline.com/missouri-realtors/)



**How Can I Reach TECH HELPLINE?**

**TechHelpline™**  
your tech support team

**Phone:** 📞 (866) 610-8911

**Email:** ✉️ [support@techhelpline.com](mailto:support@techhelpline.com)

**Chat:** 💬 [chat.techhelpline.com](https://chat.techhelpline.com)

**Hours:** 🕒 Mon. - Fri. 8 AM - 7 PM & Sat. 8 AM - 4 PM CT

**Missouri REALTORS®**  
Dedicated to the American Dream

# 2026 CE Trainings

Earlier this year, NECAR hosted a series of continuing education trainings across the region with Deb Thoman of My Real Estate Brain. The sessions were held in Kirksville on February 10-11, Macon on February 12-13, and in Memphis on March 4-5.

Thank you to all the agents who attended and participated in these sessions. We appreciate your dedication to continuing education and professional growth.

We would also like to extend a special thank you to our affiliate, Chariton Valley, for sponsoring refreshments during the Macon training, and to Deb Thoman for providing such informative and engaging sessions throughout each event.

We are proud to continue offering opportunities like these to support our members' success!



# 2026 MR® Winter Business Conference

A few of our Board members attended the 2026 MR® Winter Business Conference, representing our organization throughout the event.

We're also proud to share that NECAR was awarded the President's Cup for reaching the President's Cup goal. The President's Cup is presented annually by Missouri REALTORS® to recognize the hard work of local REALTOR® associations in advancing the REALTOR® Party.

Pictured: Sonja Gittings, NECAR President; Erick Hanson, Past President; Mike Hatfield, State Director



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Missouri REALTORS®  
**Governance Structure**

**APPLY FOR A 2027  
LEADERSHIP POSITION!**



**Are you ready to make your voice heard across Missouri - and beyond?**

Applications are now open for 2027 Missouri REALTORS® leadership and committee roles under the new MR governance structure. This is your opportunity to get involved, influence the direction of our association, and help shape the future of our industry.

Learn more and apply by June 24, 2026, [HERE](#).

## 2026-27 Leadership Academy



The application for Missouri REALTORS® next Leadership Academy class is now live!

The deadline to apply is May 29, 2026. Read more about the program and download the application, [HERE](#).

## 2026-2027 MLS Billing



All MLS dues invoices have been issued and emailed to each agent for the period of June 1, 2026 through May 31, 2027. Payment is due on or before June 1, 2026.

If you are unable to locate your invoice or require it to be re-sent, please contact us at [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com) for assistance.

## 2026 License Renewals



Broker license renewals are open now and must be completed by June 30. Once brokers have renewed, sales agents will be eligible to renew from July 1 through September 30.

For more information, please visit the [Missouri Real Estate Commission](#) website or your [MOPRO](#) account portal.

## NECAR Governing Documents



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](#)

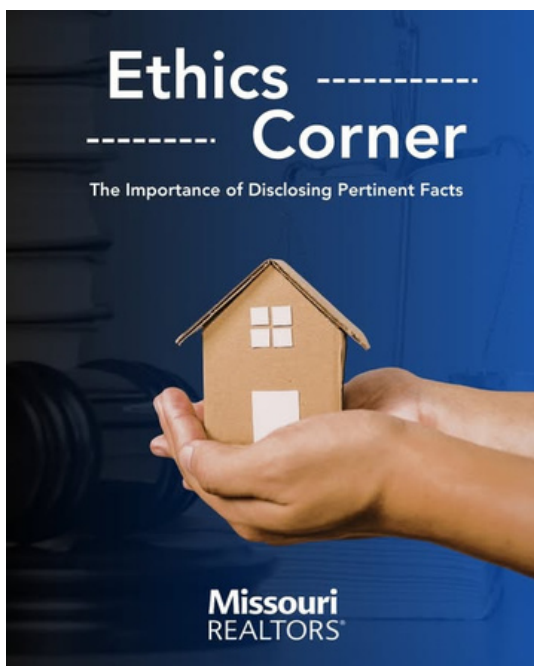
# Fair Housing Month | What Every Missouri Homebuyer Should Know



What rights do Missouri homebuyers have when purchasing a home? This month's blog, *Fair Housing Month: What Every Missouri Homebuyer Should Know*, breaks down the basics of fair housing laws, common forms of housing discrimination, and the protections in place for buyers across the state. From understanding federal and state safeguards to knowing what to do if something feels off, the blog offers a clear, consumer-focused overview buyers should be aware of.

Fair housing is about equal access, informed decisions, and confidence throughout the homebuying process. Understanding these protections helps buyers focus on what matters most: finding the right place to call home while knowing their rights are protected along the way.

Read the full blog, [HERE](#).



## ***Ethics Corner: Article 1***

Transparency matters in every transaction. In this month's Ethics Corner, we explore Article 1 and why disclosing pertinent facts is key to protecting clients, building trust, and reducing risk.

Honesty isn't optional—it's part of the job.

Read more, [HERE](#).

# GENERAL MEMBERSHIP MEETING & RPAC AUCTION

October 1, 2026

**Location: Maples Theatre in Macon, MO**

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

**Come enjoy a fun evening with fellow REALTOR® members!**

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## NAVICA® MLS

### Remote Training



If you happened to miss the February Remote MLS training, which covered essential topics like listing maintenance, search techniques, and generating reports/stats, don't worry! A recorded session is available for you to watch at your convenience. Access it [\*\*HERE\*\*](#).

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## NAR'S CONSUMER GUIDE SERIES:

Providing homebuyers and sellers the information they need to help them succeed throughout every step of their home buying or selling journey.

Get the guides at

**facts.REALTOR** 



**THAT'S WHO WE** 

United  
we  
Invest



## Robert W. Borgmann RPAC Auction

It's a party! Grab your red, white, and blue and come celebrate Missouri REALTORS<sup>®</sup> 90th and America's 250th birthday!

Live Auction

Wednesday, April 29

6:00-9:00 PM

Check-in opens 5:45 PM



▶ [Click here](#) or text "RWB2026" to 76278 to participate in the online auction!

### Pricing

**\$35 Single Registration Ticket**

**\$100 Registration Bundle** (Best deal! \$100/person includes entry as auction attendee, YPN game pass, and T-shirt)

**\$75 Walk In Registration** (limited availability)

Registration goes toward your RPAC credit.

Event includes dinner buffet and open bar (beer, wine, and soda)

**Online Auction opens at Noon on Friday, April 24 and closes immediately following the Live Auction Wednesday, April 29.** Interested in purchasing a table? Availability is extremely limited. Contact Mandy Maltbie at [mandy@morealtor.com](mailto:mandy@morealtor.com).

### Venue

Wyndham Executive Center  
2200I-70 Drive SW  
Columbia, MO 65203

### Attire

Red, white, and blue!

Missouri REALTOR<sup>®</sup>  
**PARTY** ★

RPAC DISCLAIMER: Contributions to Missouri REALTORS<sup>®</sup> PAC, Inc. (RPAC) are not deductible for federal income tax purposes. Contributions are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS<sup>®</sup> and its state and local associations will not favor or disadvantage any member because of the amount contributed or a decision not to contribute. You may refuse to contribute without reprisal. Your contribution is split between National RPAC and the State PAC in your state. Contact your State Association or PAC for information about the percentages of your contribution provided to National RPAC and to the State PAC. The National RPAC portion is used to support federal candidates and is charged against your limits under 52 U.S.C. 30116. RPAC may not accept contributions from corporations, associations or partnerships formed outside of chapters 347 to 360, RSMo, natural persons who are not United States citizens, foreign governments, foreign corporations other than foreign LLCs registered to do business in Missouri, other state political action committees, candidate committees, political party committees, campaign committees, exploratory committees, or debt service committees. Article VIII, Section 23.3(12) & (16).

# Scammers Are Plotting to Sell Vacant Land Fraudulently

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 presents in person or on video, preferring to text or email.
- The potential client 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, and 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.

View additional information [HERE](#).



Property Fraud Alert is an online subscription service offered to the public that allows them to have their name monitored within the Recorder's office in order to track possible fraudulent recordings that affects their property. The threat of mortgage fraud and identity theft crimes continue to rise, and all too often victims of these types of fraudulent activities are unaware their homes or identity have been stolen. View [HERE](#).



- BOD Meetings: May 5, Sept. 8, Nov. 3rd - La Pa in Kirksville
- Missouri REALTORS® Spring Business Conference: April 28-30 in Columbia
- Missouri REALTORS® Fall Business/Region 9 Conference: Sept. 21-24 in St. Louis
- General Membership Meeting & RPAC Auction: Oct. 1 in Macon
- REALTOR® Ring Day: Dec. 4th - Kirksville & Macon (TBD)

**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>



Participating in community outreach?  
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 660-216-4933  
to be featured on our Facebook page  
and in the quarterly newsletter.



Take your  
**GROWTH**  
to the  
**NEXT LEVEL**

with NAR Family certifications and designations!

Get started  
and find a list  
of all offerings  
at  
[nar.realtor/  
designation](https://nar.realtor/designation)

# 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**

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

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

# Thank You Affiliate Members



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Marketing/Sales Manager

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**Bill Lymer**

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**Angela Findling**

Mortgage Loan Officer

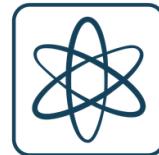
NMLS #799210

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Kirkville, MO 63501

Email: [afindling@genevafi.com](mailto:afindling@genevafi.com)

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



**Connections  
Bank**

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Market President

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

# Thank You Affiliate Members



**Flat Branch**  
HOME LOANS

**Heather Martin**

Senior Mortgage Banker

NMLS: 224149

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Kirkville, MO 63501

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

Web: [flatbranchhomeloans.com/hmartin](http://flatbranchhomeloans.com/hmartin)



**Donna Bell**

Manger

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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/>



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**Kevin J Brunk**

Mortgage Loan Officer

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**Jon Peck**

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