

OCTOBER 2026

NECAR NEWS

Save the date!

AWARDS CEREMONY & OFFICER INSTALLATION

February 18, 2027

Kirksville, MO

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

Come enjoy a fun evening with fellow REALTOR® members!

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

Brandon Miller: Macon Realty Company
Paige March: Legacy Land & Home Realty
Jeff Kimmel: First Class Properties
Eric Dickerson: First Class Properties
Eyan Yost: MP360 Real Estate
Ian Gilworth: UC Gilworth Real Estate
Erica Mader: eXp Realty

MLS-Only

Rebecca Shermuly: 1st Class Real Estate KC
David Casey: 1st Class Real Estate KC

New Offices

MP360 Real Estate: Eyan Yost
David Casey: 1st Class Real Estate KC

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



Eagle Presentation

At the General Membership Meeting on October 1, Immediate Past President Erick Hanson presented 2026 NECAR President Sonja Gittings with the Missouri REALTORS® Eagle Award for her outstanding leadership and service.

Thank you, Sonja, for your dedication to our association!



THANK YOU

Thank you to everyone who attended the General Membership Meeting and RPAC Auction. We were pleased to have Matt Becker, Missouri REALTORS® (MR) 2026 Treasurer-Elect and RPAC Trustee, and Amanda Nemeth with Missouri REALTORS® in attendance. We also appreciate all of our members and affiliates who attended and sponsored the event, as well as Leah Doty, RPAC Chair with Heritage House Realty, for helping make the evening a success.

Our sincere appreciation goes to the following affiliate sponsors for their generous support: U.S. Bank (Kevin Brunk & Patrick Westhoff) for sponsoring appetizers; Flat Branch Home Loans (Heather Martin), Geneva Financial (Angie Findling), Chariton Valley (Donna Bell & Kaylie Teter), and NEMR (Jennifer Chrisman) for co-sponsoring our meal; MA Bank (Brenda Hunter & Kevin Butner) for providing and bringing desserts; and NEMR (Jennifer Chrisman) for providing a giveaway item for the event.

Thank you to ANEW Realty Group (Kim Keyes), Century 21 Lifetime Realty (Zach Springer), Tiger Country Realty (Sonja Gittings), Premier Realty Group (Rhonda Ahern), Chariton Valley (Donna Bell & Kaylie Teter), and Central Bank of Moberly (Haley Davis) for their generous RPAC basket donations.

General Membership Meeting & RPAC Auction



This year, NECAR hosted an online RPAC auction in conjunction with a live auction after the general membership meeting. Twenty-seven baskets were auctioned off and purchased by sixteen people, with four purchasers being REALTORS® from other MO associations. A total of \$3,458.45 was raised for RPAC.

RPAC is the backbone of the REALTOR® Party. RPAC's mission is to identify candidates for elected office on the local, state, and national levels who will work with REALTORS® to promote and protect the American Dream of homeownership. Find out more about RPAC [HERE](#).

Edwin Turner Recognized as REALTOR® Emeritus



Edwin Turner of Chillicothe was recognized as a REALTOR® Emeritus by the National Association of REALTORS® (NAR) during the Northeast Central Association of REALTORS® (NECAR) General Membership Meeting on Thursday, Oct. 1, 2026.

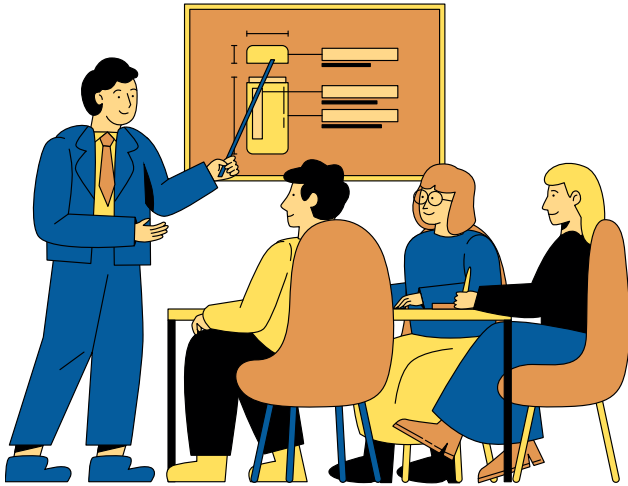
The REALTOR® Emeritus designation honors members with 40 cumulative years of REALTOR® membership and at least one year of service at the national level. Turner began his real estate career in 1975 and has spent more than five decades working in real estate, insurance and appraisal. He is associated with EST Enterprises in Chillicothe and is a Certified General Appraiser.

Throughout his career, Turner has served on numerous Missouri REALTORS® committees and advisory groups, including the Appraisal Committee, Real Property Valuation Committee and Research Committee. He is also a University of Missouri alumnus, earning a bachelor's degree in Agricultural Economics in 1962, and later served on the University of Missouri System Board of Curators, including as board president. In 2011, he received the Mizzou Alumni Association Distinguished Service Award.

NECAR congratulates Turner on this distinguished recognition and celebrates his more than 50 years of dedication, leadership and service to the real estate profession and the northern Missouri community.

Meet Your 2027 Leadership!

The 2027 leadership term will begin on January 1st.



Officers - 1 year term

President - Adam Snyder
Vice President - Rebecca Travis
Secretary - Remington Teter
Treasurer - Carrie Mitten

Local Directors - 3 year terms

Mark Truitt (Term Ends Dec. 31, 2029)
Megan Roof (Term Ends Dec. 31, 2027)
Sara VanLoo (Term Ends Dec. 31, 2028)

State Directors - 2 year terms

Sonja Gittings (Term Ends Dec. 31, 2028)
Erick Hanson (Term Ends Dec. 31, 2028)
Mike Hatfield (Term Ends Dec. 31, 2027)



What: REALTOR® Ring Day
When: Friday, December 4th
Where: Kirksville (Hy-Vee)

Sign-up: [HERE](#)

Stay Current – View our Governing Documents [HERE](#).

2027 REALTOR® Dues Billing



All 2027 REALTOR® dues invoices have been emailed to each agent. If you did not receive your invoice or need it to be resent, please email necarmo1960@gmail.com.

Membership dues must be paid by January 1, 2027, to avoid late fees. Please note that NECAR does not offer automatic billing. Payments may be made by check or online at <https://www.nar.realtor/>.

Invoices will be sent from quickbooks@notification.intuit.com. To help ensure you receive future invoices, please add this email address to your safe sender list and check that it is not being filtered to your spam or junk folder.

How to Prioritize Repairs Before Selling a House



Preparing a home for sale doesn't have to be overwhelming. Share these helpful tips with your clients to learn which repairs and updates are worth prioritizing to enhance appeal, increase value, and make a great first impression on potential buyers—without overspending.

Learn More: [HERE](#)



Follow HouseLogic on Facebook: [HERE](#)

2027 Legislative Priorities Survey

The issues affecting your business, clients, and property owners across Missouri deserve a strong voice at the Capitol.

Missouri REALTORS® (MR) is seeking member feedback through this Legislative Priorities Survey to help identify the legislative issues that should guide our advocacy efforts in 2027. Your input will help the MR advocacy team and lobbyists focus on the priorities that matter most to REALTORS®, consumers, and communities across the state.

Members who complete the MR survey may choose to be entered to win one of five \$100 gift cards.

Take the MR survey [HERE](#).

CONSUMER GUIDE: FRAUD RED FLAGS

Most real estate transactions occur safely, but there's a growing need to keep an eye out for fraud. Increasingly sophisticated scams, including use of AI to impersonate people, can occur at any stage of a transaction and often aren't immediately obvious. If something occurs that doesn't seem quite right, this resource will help you understand the potential risks and take appropriate action.

The most recent consumer guide on fraud red flags can be found [HERE](#).



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](#).

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



Missouri REALTORS® is excited to announce the launch of the new Missouri REALTORS® Store, your one-stop shop for Missouri REALTORS®-branded apparel, accessories, gifts, and more!

The new online store is your official supplier of Missouri REALTORS® promotional products.

The store was developed as the 2026 Missouri REALTORS® Leadership Academy Class Project. Throughout the year, the class worked together to bring this idea to life, creating a new way for members to show their Missouri REALTORS® pride!

Whether you're looking for professional apparel, event swag, or the perfect REALTOR®-branded item, we encourage you to explore the new store and check out the available merchandise.

Shop the Missouri REALTORS® Store [HERE](#).

Happy shopping!

2026 NECAR Survey



Survey Deadline: Monday, Nov. 30th

The Northeast Central Association of REALTORS® is committed to learning more about the needs of its members in order to better serve you.

Survey responses are completely anonymous. Despite the voluntary nature of the survey, we ask that you please participate. The survey itself should take no more than 10 minutes to complete.

If you have any questions, please contact necarmo1960@gmail.com.

Complete the survey [HERE](#).

Stay Current – View our Governing Documents [HERE](#).

SMALL BOARD LOCAL LEADERSHIP ACADEMY



Congratulations to NECAR members Sara VanLoo and Remington Teter, who graduated from the 2026 Small Board Local Leadership Academy (SBLLA) on Friday, October 23rd.

Sara and Remington were selected for their dedication, potential, and passion for the real estate profession. As part of the program, they attended four retreats across Missouri focused on leadership training, networking, and strengthening their local Boards.

Please help us congratulate Sara and Remington on this achievement!



- BOD Meetings: Nov. 3, 2026, Feb. 2nd, May 4th, Sept. 14th, & Nov. 2nd in Kirksville
- REALTOR® Ring Day: Dec. 4, 2026 in Kirksville | Macon Activity TBA
- MR® Winter Business Conference: Jan. 20-22, 2027 in Branson
- NECAR Awards Ceremony & Officer Install: Feb. 18th, 2027 in Kirksville
- NECAR REALTOR® Day at the Capital: TBA in Jefferson City
- MR® Spring Business Conference: April 27-29, 2027 in Columbia
- MR® Fall Business Conference: Sept. 21-23, 2027 in St. Charles

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>

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

Web: 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

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



Kevin J Brunk

Mortgage Loan Officer

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Jon Peck

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Thank You Affiliate Members

PICKELL ABSTRACT CO.

Linda Ranson, Owner

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

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Lancaster Location

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Edina Location

Knox County Abstract

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KIRKSVILLE LAND TITLE CO.

Rose Mayor

Office Manager

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Macon County Title

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Angela Findling

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

Thank You Affiliate Members



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MA Bank

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Haley Davis

Mortgage Lender

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Thank You Affiliate Members



First State
Community Bank
Community Strong

Blaire Harvey

Senior Loan Officer

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Web: www.fscb.com

Additional contacts:

Blaire Harvey

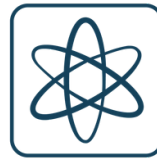
Vice President

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Connections
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