

OCTOBER 2022

NECAR NEWS

Save the date

AWARDS BANQUET & OFFICER INSTALLATION

February 23, 2023 @ 5:30 PM

Thousand Hills Dining Lodge (Kirksville)

Come enjoy a fun evening with fellow Realtor members.

Appetizers to be provided. Please RSVP to Jen at necarmo1960@gmail.com.

2023 NECAR Board of Directors



Officers- 1 year term

President - Erick Hanson
Vice President - Mike LaBeth
Secretary - Kathy Loew
Treasurer - Carrie Mitten
Past President - Dawn Bruner

Local Directors- 3 year terms

Erica Supple (Term End Dec. 31, 2025)
Allison Rowland (Term End Dec. 31, 2023)
Megan Roof (Term End Dec. 31, 2024)

State Directors- 2 year terms

Michelle Lawrence (Term End Dec. 31, 2024)
Sonja Gittings (Term End Dec. 31, 2023)

Welcome New Members



Primary Members

Joseph Behrmann: Heritage House Realty
Bryan Atkins: United Country Land Pros
Mark Collins: Macon Realty Company
Bryce Cardwell: Century 21 Lifetime
Marina Munday: Fox & CO Real Estate
Curtis Sidwell: ANEW Realty Group, LLC
Kari Truitt: Tiger Country Realty LLC
Greg Hunt: ANEW Realty Group, LLC

Secondary Members

Daniel Peery: Agriculture & Industry, LLC

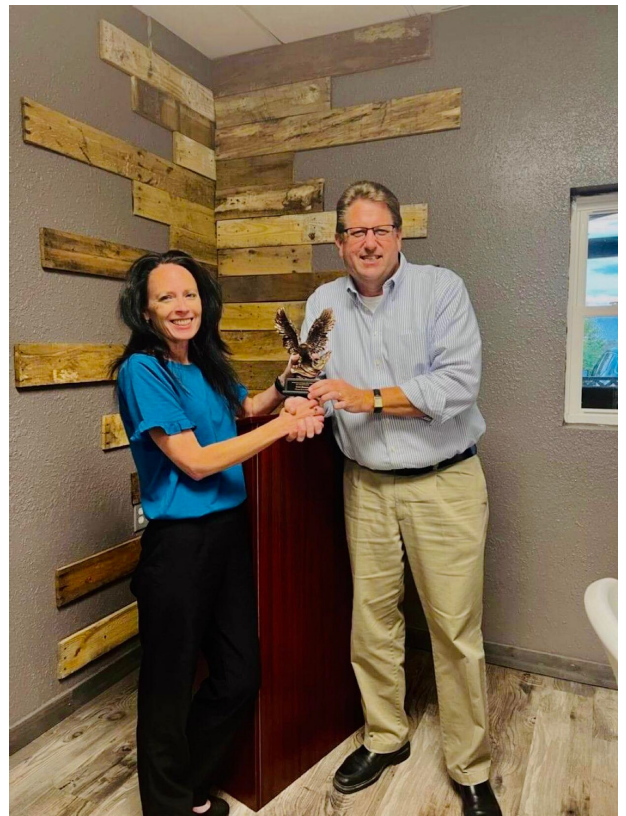
MLS Only

Arlene Richardson: TEN-X LLC
Erica Beroza: BEX Realty LLC



EAGLE PRESENTATION

Thank you to all who attended the General Membership Meeting on September 6th. A special thank you to 2021 NECAR President Dawn Bruner who presented 2022 NECAR President Erick Hanson with a service appreciation plaque. We appreciate your dedication to NECAR!



THANK YOU!

Thank you to the following GM Meeting & RPAC Event sponsors: Gawen & Michelle Lawrence (American Title & Abstract Company), Linda Ranson (Pickell Abstract Company), Heather Martin (Flat Branch Home Loans), Roy Noe (Farmers Insurance), and Angela Findling (US Bank), ANEW Realty Group, Century 21 Lifetime Realty, Heritage House Realty, Tiger Country Realty, RE/MAX Home Team, & North MO Realty LLC.

A special thank you to RPAC chair, Leah Vincent (Heritage House Realty), for organizing the auction. We also want to thank Eric Anders (United Country Land Pros), for auctioneering at the event.



RPAC AUCTION

The annual RPAC Auction took place on September 6th at Rasberry's BBQ in Macon. Sixteen baskets were auctioned off and purchased by eleven people. \$1440 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](#).



2023 BILLING

Membership Billing will begin this month. All dues must be paid by December 31st to avoid late fees. Dues can be paid via check or online at <https://www.nar.realtor/>.

NAR Assessment dues have increased \$10.
MAR Realtor dues have increased \$8.
Local NECAR dues will remain the same as 2022.



What: REALTOR® Ring Day

When: Friday, December 2nd

Where: HyVee in Kirksville & C&R in Macon.

Please watch your e-mail for further instructions on how to volunteer for the event.

Internet Availability Data is Now in Our MLS!

NECAR has partnered with Fiber Homes to bring real-time information about broadband internet availability data directly into our MLS.



More information can be found [HERE](#).



Commitment to Excellence (C2EX) from the National Association of REALTORS® empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class or designation—it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®. Get started on your journey today by logging in to www.C2EX.realtor (link is external) and taking any one of our 11 self-assessments to measure your proficiency in 10 aspects of professionalism (11 for brokers), ranging from customer service to use of technology. The platform generates a customized learning path and recommends experiences and resources to enhance your individual skillset.

Navica offers a variety of free training videos for those looking to learn more about utilizing the MLS system. To access these resources, login to your Navica account, and select "help" at the top right hand corner. These trainings are free for MLS members. Forget your MLS login? Contact Jen at necarmo1960@gmail.com

Have an MLS question? Navica has live support to assist you with all questions related to the MLS. To access the live chat, login to your Navica account and select "chat" at the top right hand corner.

PLACEMAKING GRANTS



Placemaking is a way to make your community a better place to live by transforming unused sites and “eyesores” into welcoming destinations accessible to everyone in a community. Have a project in mind? Know of a community organization planning a project soon? Contract the association office at necarmo1960@gmail.com for more information or if you're interested in applying for a Placemaking Grant for your community project. More information can be found [HERE](#).



Missouri REALTORS® PODCAST

Episode 21: Know, Like, & Trust

Tune in to Episode 21 of the Missouri REALTORS® Podcast to learn more! As a REALTOR® and author of Resilient Real Estate Women, Kansas native turned Canadian, Kim Hayden, speaks about the importance of community and what you can do to become a more successful REALTOR®. Listen [HERE](#).



MARKET STATISTICS SEPTEMBER 2022

7,609
RESIDENTIAL
PROPERTIES SOLD
-15.6% vs Sept. 2021



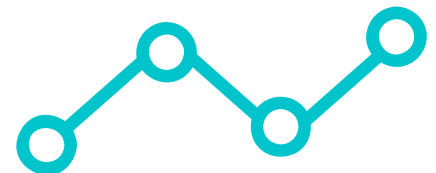
\$287,227
RESIDENTIAL
AVERAGE SALE PRICE
+8.1% vs Sept. 2021



\$243,000
RESIDENTIAL
MEDIAN SALE PRICE
+8.0% vs Sept. 2021



**OVER \$2.1
BILLION**
IN DOLLAR VOLUME
-8.8% vs Sept. 2021



In the month of September, fewer residential properties sold while the average sale price increased by 8%. Listen to the latest Missouri Market Statistics video [HERE](#).



BOD Meeting at Colton's Steak House	November 8, 2022
Realtor Ring Day	December 2, 2022
BOD Meeting at Colton's Steak House	December 13, 2022
BOD Meeting at Colton's Steak House	January 10, 2023
MO Realtors Winter Business Conference	January 17-19, 2023
Awards Banquet & Officer Installation	February 3, 2023
BOD Meeting at Colton's Steak House	February 14, 2023
BOD Meeting at Colton's Steak House	March 14, 2023
MO Realtors Spring Business Conference	April 11-13, 2023
BOD Meeting (Zoom Call)	April 19, 2023
BOD Meeting at Colton's Steak House	May 9, 2023
BOD Meeting at Colton's Steak House	June 13th, 2023
BOD Meeting at Colton's Steak House	July 11th, 2023
BOD Meeting at Colton's Steak House	August 8, 2023
BOD Meeting at Colton's Steak House	September 12, 2023
MO Realtors Fall Business Conference	September 19-21, 2023
GM Meeting & RPAC Event	October 3, 2023
BOD Meeting at Colton's Steak House	November 14, 2023
BOD Meeting at Colton's Steak House	December 12, 2023

Contact necarmo1960@gmail.com for questions.

NAR Code of Ethics Training Requirement

NAR's Board of Directors approved a change to the Code of Ethics training requirement, extending it from every two years to every three years. This extends the current cycle deadline from March 1, 2022 to Dec. 31, 2024. REALTORS® are required to complete ethics training of not less than 2 hours, 30 minutes of instructional time. The training must meet specific learning objectives and criteria established by NAR. Training may be completed through NAR's online courses or through another method, such as online or classroom courses via local/state associations. Cycle 7 begins January 1, 2022 and ends on December 31, 2024. Cycle 8 will begin on January 1, 2025 and end December 31, 2027. Click **[HERE](#)** to check your Code of Ethics status and/or take the Code of Ethics Training.



Office & Agent Shout Out

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 Jen at necarmo1960@gmail.com.



NECAR MAGNET

Participating in a parade or other event? Represent NECAR with a car magnet and be promoted on our Facebook page and quarterly newsletter. Contact NECAR to reserve a magnet today!

- Tiger Country Realty LLC participating in the Macon Homecoming Parade on Sept. 30th.
- C21 Lifetime Realty participating in the Truman State University Homecoming Parade on October 8th.

Thank you Tiger Country Realty LLC & C21 Lifetime Realty for promoting NECAR!



CONGRATULATIONS

C21 Lifetime Realty agent, Ethan Kossover, broke the course record at the 12th annual F*L*A*T*S Trail Half Marathon on October 1st. He ran a 1:20:51! The event is a fundraiser for the locally based Forest Lake Area Trails System. The race takes runners on a point-to-point run along the hilly single-track trails of Thousand Hills State Park in Kirksville, MO.



Recapping Missouri REALTORS® 2022 Fall Business Conference



Missouri REALTORS® recently concluded a very successful Fall Business Conference in Chesterfield, where over 400 members from across the state were in attendance! A full conference recap can be found [HERE](#).

NECAR Members Erick Hanson, Sonja Gittings, Michelle Lawrence, & Marina Munday (not pictured) attended the Fall Business Conference on Sept. 20th-22nd.



Missouri REALTORS® hosts three conferences a year during the months of January, April, and September.

Browse a list of Missouri REALTORS® upcoming events [HERE](#).

Thank You Affiliate Members



American Title & Abstract Company

Kirkville Location

111 E. Harrison Street
Kirkville, MO 63501
Phone: 660-665-4711
Fax: 844-273-0718

Macon Location

119 N. Rollins Street
Macon, MO 63552
Phone: 660-385-2515
Fax: 660-385-5516



Angie Findling

Mortgage Loan Originator

NMLS 799210

Phone: 660-341-6200

1608 N. Rutherford St., Macon MO 63552

Email: angela.findling@usbank.com

Web: <https://mortgage.usbank.com/mo-macon-angie-findling>



Farmers Insurance - Roy Noe

Roy Noe

1501 E Illinois St. Kirkville, MO 63501

Bus: 660-730-5155

Cell: 660-342-0222

Email: rnoe@farmersagent.com

www.roynoeinsurance.com



Kevin Butner

Mortgage Banking | Community President

NMLS ID# 1747054

201 N Elson, Kirkville MO 63501

Office: 660-956-0512

Fax: 855-331-8958

Email: Kevin.butner@bankmw.com

Web: www.bankmw.com



Jerry Mills, Agent

Phone: 660-956-4656

515 N. Baltimore/ Kirkville, MO 63501

Email: jerry@midriversinsurance.com

www.midriversinsurance.com/locations/kirkville

To find out more information on Affiliate Membership [CLICK HERE.](#)

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

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

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



Flat Branch
HOME LOANS

Heather Martin, Senior Mortgage Banker

Mobile: (660) 346-7593

303 N Missouri St., Suite C Macon, MO

Email: hmartin@fbhl.com

flatbranchhomeloans.com

Additional contacts:

Zoe Hugley zoe@fbhl.com

Jessica Robertson jessica@fbhl.com



Donna Bell, Manger

1206 N Missouri

Macon, MO 63552

Monday-Friday: 8am-5pm

660.395.9000 | 800.769.8731

Email: dbell@charitonvalley.com

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

To find out more information on Affiliate Membership [CLICK HERE.](#)