

OCTOBER 2023

# NECAR NEWS

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*Save the date*

## AWARDS BANQUET & OFFICER INSTALLATION

February 22, 2024

Location TBD

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

Come enjoy a fun evening with fellow REALTOR® members. Please **RSVP** by Feb. 10th.

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### 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**

Chase Colton: C21 Lifetime Realty

Jardin Fuller: United Country Land Pros LLC

Tyler Sinclair: Stephens Real Estate

Alyson Sayre: Cleveland Real Estate Agency

Denise Ewing: Missouri Land & Farm

Gregory Clevenger: Clevenger Real Estate

Theresa Eads: Century 21 Lifetime Realty

#### **Secondary Members**

Michael McGee: Jason Mitchell Real Estate

#### **New Office**

Clevenger Real Estate

#### **MLS Only**

Melinda Lucas: Iron Gate Real Estate

Sabrina Wells: Bogle Realty

Thomas O'Leary: Found It LLC



## Eagle Presentation

Thank you to all who attended the general membership meeting on October 3rd. A special thank you to State Director Sonja Gittings, who presented 2023 NECAR President Erick Hanson with a service appreciation plaque. We appreciate your dedication to NECAR!



# Thank You



Thank you to the following general membership & RPAC event sponsors:

US Bank (Angela Findling and Kevin Brunk), Flat Branch Home Loans (Heather Martin), NEMR (Jennifer Chrisman), Macon County Title (Kayla Bridges), Century 21 Lifetime Realty, Heritage House Realty, Tiger Country Realty, RE/MAX Home Team, ANEW Realty Group, North MO Realty, Four Horizons Realty, LakePropertiesForSale, and Gaslight Real Estate.

A special thank you to RPAC chair, Leah Doty (Heritage House Realty), for organizing the auction!

This year, NECAR hosted an online RPAC auction in conjunction with a live auction. The live auction took place on October 3rd at Thousand Hills Dining in Kirksville after the general membership meeting. Nineteen baskets were auctioned off and purchased by twelve people, with four purchasers being REALTORS® and AEs from other Missouri associations. A total of \$1,725 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\*\*](#).

# Meet Your 2024 Leadership!

The 2024 leadership term will begin on January 1st.



## Officers - 1 year term

President - Erick Hanson  
Vice President - Mike LaBeth  
Secretary - Adam Snyder  
Treasurer - Carrie Mitten  
Past President - Dawn Bruner

## Local Directors - 3 year terms

Erica Supple - (Term Ends Dec. 31, 2025)  
Kathy Loew - (Term Ends Dec. 31, 2026)  
Megan Roof - (Term Ends Dec. 31, 2024)

## State Directors - 2 year terms

Michelle Lawrence - (Term Ends Dec. 31, 2024)  
Sonja Gittings - (Term Ends Dec. 31, 2025)



## REALTOR® Days at the Capitol

REALTOR® Days are small group visits to the Capitol every Tuesday and Wednesday during the state legislative session from January through April. It's an opportunity for REALTORS® and association leaders - along with their 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.

**Join NECAR at the Capitol on Wednesday, January 31st, 2024!**

### REALTOR® Day Schedule:

9:45am | Arrival in Jefferson City  
10:00-10:20am | Welcome & Briefing with Missouri REALTOR® Party Staff  
10:30-11:45am | Meet with Legislators  
Noon-1:30pm | Lunch with Missouri REALTOR® Party Staff

**Contact Jen at [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com) if you're interested in attending.**



# Community Events



Tiger Country Realty participating in the Macon Homecoming Parade on October 1st.



Century 21 Lifetime Realty participating in the Truman Homecoming Parade on October 21st.



Century 21 Lifetime Realty participating in the Kirksville High School Homecoming Parade on September 30th.



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!**



Missouri REALTORS®  
**PODCAST**

## Episode 35 | The Burnett Trial – What You Should Know

In this special episode of the Missouri REALTORS® Podcast, Lesley Muchow (Deputy General Counsel and Vice President of Legal Affairs and Antitrust Compliance at the National Association of REALTORS®) joins REALTORS® Andrea Sheridan and Bobbi Howe to discuss the Burnett lawsuit – a class action litigation involving the National Association of REALTORS® – and what REALTORS® should know as the trial begins.



## MARKET STATISTICS

In September 2023, residential property sales experienced a 20% decline, causing the average days on market to rise to 33. The median sale price recorded a slight increase, reaching \$251,000. For detailed information, including third-quarter results and archived market reports, visit: [HERE](#).



MARKET STATISTICS

**SEPTEMBER  
2023**

**6,089**

RESIDENTIAL  
PROPERTIES SOLD

-20% vs. Sept. 2022



**33**

AVERAGE DAYS  
ON MARKET

Sept. 2022: 30



**\$251,000**

MEDIAN SALE  
PRICE

+3.3% vs. Sept. 2022



**\$1.8 BILLION**

TOTAL DOLLAR  
VOLUME

-14.9% vs. Sept. 2022







# 200,000

## REALTORS®

Have Joined. Have You?

text **REALTOR** to **30644**



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# REALTOR® RING DAY

A CHANCE TO GIVE BACK

**What:** REALTOR® Ring Day

**When:** Friday, December 1st

**Where:** Kirksville (Hy-Vee) & Macon (Location TBD)

**Sign-up:** [HERE](#)

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## 2023 NECAR Membership Survey

Survey Deadline: Friday, Nov. 3rd

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 ten minutes to complete.

**Access the Survey:** [HERE](#)

If you have any questions, please contact [necarmo1960@gmail.com](mailto:necarmo1960@gmail.com).



- BOD Meetings: Nov. 7, Dec. 5 - Kirksville
- NAR NXT, The REALTOR® Experience: Nov. 12-17, 2023 - Las Vegas, NV
- REALTOR® Ring Day: December 2, 2023 - Kirksville & Macon
- Missouri REALTORS® Winter Business Conference: Jan. 16-18, 2024 - St. Louis, MO
- NECAR REALTOR® Capital Day: Jan. 31, 2024 - Jefferson City, MO
- NECAR CE Training: February 7-8, 2024 - Kirksville, MO (K-REDI)
- Missouri REALTORS® Spring Business Conference: April 23-25, 2024 - Kansas City, MO
- NAR REALTORS® Legislative Meetings & Trade Expo: May 4-9, 2024 - Washington, D.C.
- Missouri REALTORS® Fall Business Conference: Sept. 24-26, 2024 - Branson, MO
- O2 Leadership & Local President Retreat: Oct. 14-15, 2024 - Joplin, MO

**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>

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## 2024 REALTOR® Billing



Membership billing began this month. Each agent will receive an invoice via email. 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 by \$10. MAR REALTOR® dues have increased by \$8. Local NECAR dues will remain the same as in 2023.

# Upcoming Kirksville CE Training



**Dates:** February 7th-8th, 2024

**Time:** 9 a.m.-4 p.m. each day  
(lunch from 12 to 1 PM)

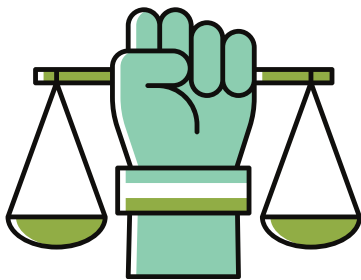
**Location:** Kirksville Regional Economic Development Inc. (K-REDI)  
315 S Franklin St  
Kirksville, MO 63501

**Presenter:** Deb Thoman - My Real Estate Brain

**2024 is a license renewal year and 12 hours of CE is required. The 12 hour CE training will satisfy the MREC renewal requirement. The training will also satisfy the NAR COE (cycle 7) training requirement.**

For more information on MREC renewal requirements, please visit  
<https://pr.mo.gov/realestate-ceu-requirements.asp>.

**Registration and additional information will be sent at a later date.**



## 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. Additional information can be reviewed **[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](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)



Equal Housing Lender

**Angie Findling**

Mortgage Loan Originator

NMLS: 799210

Phone: 660-395-6975

1608 N. Rutherford St., Macon MO 63552

Email: [angela.findling@usbank.com](mailto:angela.findling@usbank.com)

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

**Kevin J Brunk**

Mortgage Loan Officer

NMLS: 738546

Phone: 660-627-2877

2202 N Baltimore, Kirksville, MO 63501

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

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



**Jennifer Chrisman**

Marketing/Sales Manager

718 S. West St

Green City, MO 63545

Phone: 660-874-4111

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

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

Find out more information on Affiliate Membership [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

Kirksville, MO 63501

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

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



**Bank Midwest**  
A division of NBH Bank, Member FDIC  
**Where common sense lives.**

**Kevin Butner**

Mortgage Banking | Community

President

NMLS: 1747054

201 N Elson, Kirksville MO 63501

Office: 660-956-0512

Fax: 855-331-8958

Email: [Kevin.butner@bankmw.com](mailto:Kevin.butner@bankmw.com)

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



**FARMERS**  
**INSURANCE**  
Farmers Insurance - Roy Noe

**Roy Noe**

1501 E Illinois St. Kirksville, MO 63501

Bus: 660-730-5155

Cell: 660-342-0222

Email: [rnoe@farmersagent.com](mailto:rnoe@farmersagent.com)

[www.roynoeinsurance.com](http://www.roynoeinsurance.com)



**Donna Bell**

Manger

1206 N Missouri

Macon, MO 63552

Monday-Friday: 8am-5pm

660.395.9000 | 800.769.8731

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

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

# Thank You Affiliate Members

## Kirksville Land Title Company

### **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: [ashleys@missouricentraltitle.com](mailto:ashleys@missouricentraltitle.com)

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



### **Bill Lymer**

President

201 S. Baltimore St.  
Kirksville, MO 63501  
Phone: 660-665-3494

Email: [bill.lymer@alliantbank.com](mailto:bill.lymer@alliantbank.com)

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



## Connections Bank

### **Aaron Pearce**

Market President

2817 N. Baltimore  
Kirksville, MO 63501  
Phone: 660-665-7703

Email: [apearce@connectionsbank.com](mailto:apearce@connectionsbank.com)

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

The logo for Edward Jones is the name "Edward Jones" in a bold, serif font, with a registered trademark symbol (®) to the right. The text is white and set against a solid yellow rectangular background.

## Edward Jones®

### **Jon Peck**

Financial Advisor

103 W. Potter Ave  
Kirksville, MO 63501  
Phone: 660-665-3255

Email: [jon.peck@edwardjones.com](mailto:jon.peck@edwardjones.com)

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

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