

JULY 2026

NECAR NEWS

GENERAL MEMBERSHIP MEETING & RPAC AUCTION

October 1, 2026

Location: West Winery in Macon, MO

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

Come enjoy a fun evening with fellow REALTOR® & Affiliate 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

Jerry Campbell: United Country Land Pros
Rachael Jones: Iron Gate Real Estate
Kathryn Phillips: Fretwell & Associates LLC
Caitlin Whitlow: Century 21 Lifetime Realty
Rusty Admire: Admire Real Estate & Auction
Robert (Bobby) Munoz: Century 21 Farm & Home
Kerry Castle: Macon Realty Company
Jordan Lolli: First Class Properties
Adam Fencik: LandGuys LLC of MO
Christopher Allison: SmallTown Hunting Properties & Real Estate
Andrew (Andy) Mallett: United Country Land Pros
Julie Cramsey: JAC Appraisals
Jared Wood: Iron Gate Real Estate
Ryan Wagner: Century 21 Lifetime Realty
Tiffany Hawkins: Hawkins Realty, LLC

MLS-Only

Jason Pashia: COMPASS Realty Group
Mark Ottinger: Alexander Realty
Brent Coursey: Alexander Realty
Sharon Hunt: Century 21 McKeown & Associates

New Offices

COMPASS Realty Group: Jason Paschia
Alexander Realty: Mark Ottinger
Admire Real Estate & Auction: Rusty Admire
JAC Appraisals: Julie Cramsey
Hawkins Realty, LLC: Tiffany Hawkins

2025 HONOR SOCIETY AWARD FROM MISSOURI REALTORS®



Congratulations to Erick Hanson, a recipient of the 2025 Honor Society award from Missouri REALTORS®.

The primary purpose of the Missouri REALTORS® Honor Society is to recognize and reward high professional achievement of members who seek excellence through education and who voluntarily contribute their time and skills to Board and Association leadership.

Hanson currently serves as the immediate past president of the Northeast Central Association of REALTORS® (NECAR) and sits on the Missouri REALTORS® Residential Forms Committee, and Missouri REALTORS® Grievance Committee.

Pictured: Erick Hanson (REALTOR® & NECAR Past President) with Jennifer McKim (AE)

Sign up for REALTOR® Party Mobile Alerts!

text the word 'REALTORS'
to 30644



MARKET STATISTICS

Missouri REALTORS® Market Statistics is a monthly statistics report produced by Missouri REALTORS® that includes a statewide video and market summary. For the most recent summary of the Missouri real estate market, take a look at the video and market report [**HERE**](#).

Be sure to follow the [NECAR Facebook page](#) for monthly videos featuring local NECAR market statistics.

NAR REALTOR BENEFITS



[NAR REALTOR Benefits®](#) partners with select companies to create exclusive, customized offers that specifically help you save on solutions that boost your business and best serve your clients.



GOVERNING DOCUMENTS AND MLS RULES & REGULATIONS

As a reminder, all members can access the current NECAR governing documents and MLS Rules & Regulations directly through the NECAR website. Please ensure you are familiar with these standards to maintain professional compliance. These resources remain available for your review at any time on our site [**HERE**](#).



**NATIONAL
ASSOCIATION OF
REALTORS®**

NAR has developed an office exclusive listing/pre-marketing guidance resource for brokers and their agents. This is designed to support the use of MLSs as pro-competitive, pro-consumer platforms by helping to ensure consistent compliance with MLS policies.

NAR is providing additional background and clarification on:

- How office exclusives and pre-marketing relate to MLS operations
- The broker's role in upholding MLS policies
- The distinction between off-market and on-market exposure

The resource also offers guidance on seller disclosure requirements, the use of office exclusive and pre-marketing options, and key considerations for complying with MLS policies and the Clear Cooperation Policy.

For more information, please click [**HERE**](#) to access additional details and resources

NAVICA SUPPORT & RESOURCES AVAILABLE AT YOUR FINGERTIPS

Navica provides agents with a variety of support options and resources to help you get the most out of your MLS platform. If you have questions or need assistance, the Navica Support team is available by phone, email at support@navicamls.net, or through the convenient chat feature within your Navica account.

Agents can also access helpful information directly from their account by selecting the Help feature in the upper-right corner. This resource center includes frequently asked questions, Navica MLS videos, tutorials, and step-by-step guides designed to help you navigate important features and tools.

Whether you need assistance with cloning listings, generating reports, creating custom exports, or utilizing Showing Manager, Navica offers resources to help you work more efficiently. Take advantage of these tools and support options to enhance your Navica experience and find answers whenever you need them.

Log in to your [Navica](#) account and view resources [**HERE**](#) and [**HERE**](#).

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!

Share your photos with us! Email them to
necarmo1960@gmail.com or text them to
660-216-4933 to be featured on the NECAR
Facebook page and in our quarterly
newsletter.

NAR Consumer Guides



NAR Consumer Guides are a valuable
resource to help your clients better
understand the home buying and selling
process. Covering topics such as buyer
agreements, agency relationships, home
inspections, appraisals, and closing costs,
these easy-to-read guides can help answer
common questions and reinforce the value
of working with a REALTOR®. We encourage
you to use and share these guides with your
clients throughout every transaction.

REALTOR® Safety Program



Each year, NAR dedicates September as
REALTOR® Safety Month. Through the
REALTOR® Safety Program, associations,
brokerages and members can
access a variety of resources.

Access these resources and more at
www.nar.realtor/safety.

MR SPRING BUSINESS CONFERENCE

Sonja Gittings (President), Adam Snyder (State Director), Erick Hanson (NECAR Past President), and Michael Hatfield (State Director) attended the Missouri REALTORS® Spring Business Conference from April 28th–30th in Columbia, MO.

While there, they gained valuable insights into the future of real estate at the "AI, Real Estate & The Road Ahead" forum and participated in essential governance meetings to help shape the direction of our state association. A major highlight was their participation in the 2026 Robert W. Borgmann RPAC Auction—United We Invest! This high-energy event was a record-breaking success, raising \$130,132 for REALTOR® advocacy efforts across Missouri.

A huge thanks to our leadership team for attending the conference, investing in RPAC, and bringing home the latest state news and updates to our local board!



SBLLA REPRESENTATIVES

We're excited to announce that the Northeast Central Association of REALTORS® has selected Sara VanLoo and Remington Teter as our representatives for the 2026 Small Board Local Leadership Academy (SBLLA). We look forward to seeing the leadership skills they will bring back to our association following the program.





- NAR Leadership Week in Chicago (MO dinner during Leadership Summit TBA): Aug. 23-27
- BOD Meetings: Sept. 8th & Nov. 3rd in Kirksville, MO
- NAR Region 9 Conference in St. Louis, hosted by Missouri REALTORS®: Sept. 21st
- Missouri REALTORS® Fall Business Conference: Sept. 22-24 in St. Louis, MO
- General Membership Meeting & RPAC Auction: Oct. 1st at West Winery in Macon, MO
- NAR NXT: Nov. 4-9 in New Orleans
- REALTOR® Ring Day: Dec. 4th in 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>

2026 NAR REGION 9 & MR FALL BUSINESS CONFERENCE

The 2026 NAR Region 9 Conference will be held on Monday, September 21, at the Hilton Ballpark in St. Louis, MO. Attendees will hear the latest updates from NAR and Region 9 leadership, gain valuable industry and legislative insights, connect with colleagues from across the region, and wrap up the day at the joint Region 9 and Fall Business Conference Kick-off Reception.

The Missouri REALTORS® Fall Business Conference follows at the same location September 22-24. Tuesday features output group and committee meetings, the Women's Council business meeting, the Opening General Session, and the President's Welcome Reception. Wednesday includes wellness activities, governance meetings, education sessions, the Emerging Issues Forum, and the Candidate Forum. The conference concludes Thursday with district briefing sessions and the Board of Directors meeting.

Whether you're looking to stay informed on industry issues, expand your network, or help shape the future of the association, the Fall Business Conference offers valuable opportunities for every member.

Register for the NAR Region 9 Conference **HERE** and the Missouri REALTORS® Fall Business Conference **HERE**.

2026 NECAR RPAC AUCTION



We're excited to announce this year's RPAC Fundraiser — a two-part auction event! To meet our Core Standards and support a great cause, we'll be hosting an online auction the week leading up to our live auction, which will take place during the General Membership meeting on October 1st in Macon, MO. The online auction will close the evening of the meeting, following the conclusion of the live auction.

We're asking each REALTOR® office to support RPAC by donating an auction basket, gift cards, or funds toward auction items. These contributions help us stay in good standing as an association and make a real impact.

Please submit all donations by August 25th. Items can be dropped off at Heritage House Realty in Kirksville (attn. Leah Doty), and checks can be made payable to NECAR and mailed to PO Box 1089, Kirksville, MO 63501.

Learn more about RPAC [HERE](#).

Thank you for helping us reach our RPAC goals!



Thank you for submitting your annual MLS dues payment for the 2026-2027 cycle (June 1, 2026 through May 31, 2027). We appreciate your continued participation and support. As a reminder, if you are a member of NECAR, your annual REALTOR® dues will be billed in October and are due by January 1, 2027. All annual dues invoices will be sent to the email address we have on file. Please note that we do not utilize automatic billing, so all invoices must be paid manually.

2026 LICENSE RENEWALS



Broker license renewals were due by June 30th and have now passed. Since the broker renewal period has concluded, sales agents are now eligible to renew their licenses as of July 1st. Please ensure your renewal is completed through the September 30th deadline.

Please keep the following important details in mind: after completing your Continuing Education (CE) training, your trainer will submit your credits to the Missouri Real Estate Commission (MREC). However, this does not complete your renewal; you must still manually renew your license via your MOPRO account. For additional information or to begin the process, please visit the Missouri Real Estate Commission website or log in to your MOPRO account portal.

If you have specific questions regarding your license renewal or your MOPRO account, please contact the MREC directly for assistance at 573-751-2628.



Navica is excited to announce several new features that have been developed for your use.

Below is a brief overview of these enhancements.

- Listings Slideshow Pod: A new pod is available for your NAVICA® homepage that automatically scrolls through the primary photos of new listings entered into the MLS within the past 48 hours.
- Streamlined Document Workflow: You now have the option to print multiple documents simultaneously.
- Multi-Display Print Option: When a full display is selected, a new drop-down menu allows you to choose from various full displays. This feature also includes the ability to include listing history in your printed materials.

REALTOR® PRIORITY CAMPAIGNS

Missouri REALTORS® is currently focused on two constitutional amendments, Amendment 4 and Amendment 5, which are expected to appear on the August 2026 ballot. These priority campaigns address proposed changes to the state's initiative petition process and the potential expansion of sales taxes on various goods and services.

Missouri REALTORS® is providing informational and promotional materials related to Amendments 4 and 5, including yard signs, 2' x 4' signs, bumper stickers, and more. These resources are available for members who wish to share information with their agents or professional networks. Contact the association office at necarmo1960@gmail.com if you would like to request materials.

Find out more information [HERE](#).



A promotional graphic for a webinar by CUBICASA. The background is a light pink gradient. At the top center is the CUBICASA logo, which consists of a blue triangle pointing right followed by the word "CUBICASA" in blue. Below the logo, the text "101 WEBINAR" is written in large, bold, blue capital letters. Underneath that, in smaller blue capital letters, is "LEARN HOW TO CREATE", followed by "FREE AND EASY FLOOR PLANS" where "FREE" is underlined in green. To the left of the main text, there are decorative pink squiggly lines and a pink circle containing a white gift icon. Below this circle is a pink rectangular box with the text "PLUS BUNDLE GIVEAWAY PRIZE!". To the right of the main text, there is a green rounded rectangular button with white text that reads "Wed, Aug 12 | 2p ET | 1p CT | 12p MT | 11a PT". To the right of the button, there is a small image of a floor plan. At the bottom center, the word "zoom" is written in small blue letters.

Register [HERE](#).



Missouri REALTOR® license plate renewals are due July 31. Renew yours on time or learn how to get a personalized REALTOR® plate at <https://www.missourirealtor.org/resources/license-plate>.

Thank You Affiliate Members



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Angela Findling

Mortgage Loan Officer

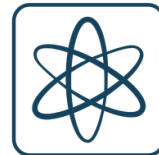
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Thank You Affiliate Members



Flat Branch
HOME LOANS

Heather Martin

Senior Mortgage Banker

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



Equal Housing Lender

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Mortgage Loan Officer

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

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Jon Peck

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

Thank You Affiliate Members

PICKELL ABSTRACT CO.

Linda Ranson, Owner

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

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Lancaster Location

Schuyler County Abstract Company

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schuylercounty@pickellabstractcompany.com

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

Thank You Affiliate Members



First State
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Community Strong

Blaire Harvey

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