

JULY 2025

NECAR NEWS

GENERAL MEMBERSHIP MEETING & RPAC AUCTION

October 2, 2025.

Location: Maples Theatre in Macon, MO

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

Come enjoy a fun evening with fellow REALTOR® & Affiliate members!

2025 NECAR Board of Directors



Officers - 1 year term

President - Erick Hanson
Vice President - Mike LaBeth
Secretary - Sara VanLoo
Treasurer - Carrie Mitten
Past President - Dawn Bruner

Local Directors - 3 year terms

Erica Supple - (Term Ends Dec. 31, 2025)
Megan Roof - (Term Ends Dec. 31, 2027)

State Directors - 2 year terms

Sonja Gittings - (Term Ends Dec. 31, 2025)
Adam Snyder - (Term Ends Dec. 31, 2026)
Michael Chrisman - (Term Ends Dec. 31, 2026)

Welcome New Members



NECAR Members

Nicholas Powgnas: Premier Farm Realty Group
Edward Andrew Graham: Premier Farm Realty Group
Carrie Baker: First Class Properties
Blake Callen: First Class Properties
Carole (Cat) Myers: First Class Properties
Anna Gooch: Gooch Appraisal Services
Kristy Lauhoff: Century 21 Farm and Home
Mary Hughes: Century 21 Farm and Home
Lori Holder: Century 21 Farm and Home
Kayla Thompson: Century 21 Farm and Home
Ethan Chandler: Chandler Trusted Realty LLC
Brian Mueller: Midwest Land Group, LLC
Harry Robert Miller: United Country Land Pros, LLC
Curtise (Tise) Frazier: Heritage House Realty
George Cole: Midwest Land Group
Jason Tutt: Midwest Land Group
Michael Zouglaas: Genstone Realty
Zane Starks: Century 21 Lifetime Realty
Christina Lymer: RE/MAX Home Team
Jesse Stay: LandGuys LLC of Missouri
Matthew Smith: LandGuys LLC of Missouri
Remington Teter: Stephens Real Estate

New Offices

Century 21 Farm and Home: Kristy Lauhoff
Genstone Realty: Michael Zouglaas
Chandler Trusted Realty LLC: Ethan Chandler
Agency Real Estate Services: Gawen Lawrence

MLS-Only

Rhonda Lettow: Lake Homes of Missouri, LLC

call for **NOMINATIONS**

NECAR is seeking nominations for 2026 President, Vice President, Secretary and Treasurer. We are also seeking nominations for one State Director and two Local Directors.

Local Directors conduct the local affairs of the REALTOR® association. Board meetings are held quarterly in Kirksville. This is a three year term.

State Directors conduct the affairs and establish all policies of Missouri REALTORS®. The Board of Directors approve the annual budget for the State Association. State Board of Directors meetings are held during the three business conferences each year. Board members must attend 2/3 meetings each year which are located throughout the state (meetings may be attended via zoom). Terms are 2 years in duration. Travel expenses (hotel, food, mileage) are reimbursed.

Officers: The duties of the officers shall be such as their titles. Board meetings are held quarterly in Kirksville. This is a one year term.

Your active participation is vital to our association's success. If you're interested in any of the positions listed below or would like to nominate someone, please email necarmo1960@gmail.com by July 31st.



The Missouri Good Neighbor Award program was created to recognize and reward REALTORS® across the state for their dedication to volunteer service. The Missouri Good Neighbor Awards program is modeled after REALTOR® Magazine's Good Neighbor Awards.

The winner of the annual Missouri Good Neighbor Award receives \$2,500 for his or her charity, as well as statewide recognition.

The 2025 Missouri Good Neighbor Award nomination deadline is September 1, 2025.

Find out more information [HERE](#).

2024 HONOR SOCIETY AWARD FROM MISSOURI REALTORS®



Congratulations to Erick Hanson, a recipient of the 2024 Honor Society award from Missouri REALTORS®.

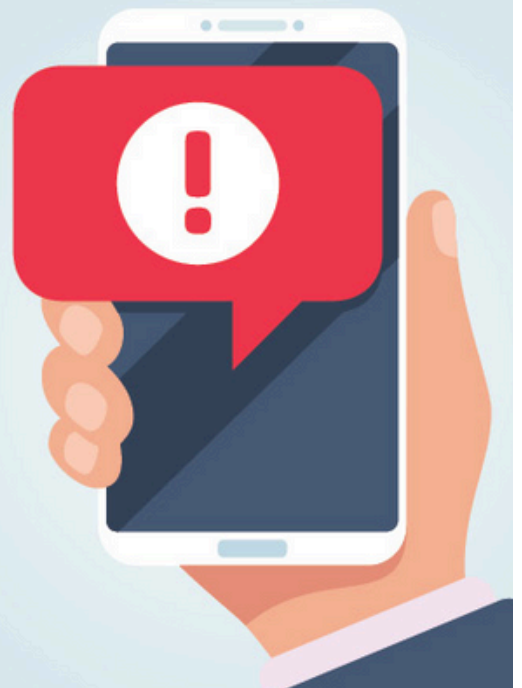
The primary purpose of the Missouri REALTORS® Honor Society is to recognize and reward high professional achievement among members who seek excellence through education and who voluntarily contribute their time and skills to Board and Association leadership.

Erick currently serves as president of NECAR and sits on the Board of Directors for the Missouri REALTORS® Association, as well as the Missouri REALTORS® Residential Forms Committee, and Missouri REALTORS® Grievance Committee.

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

**Sign up for
REALTOR® Party
Mobile Alerts!**

**text the word 'REALTORS'
to 30644**



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

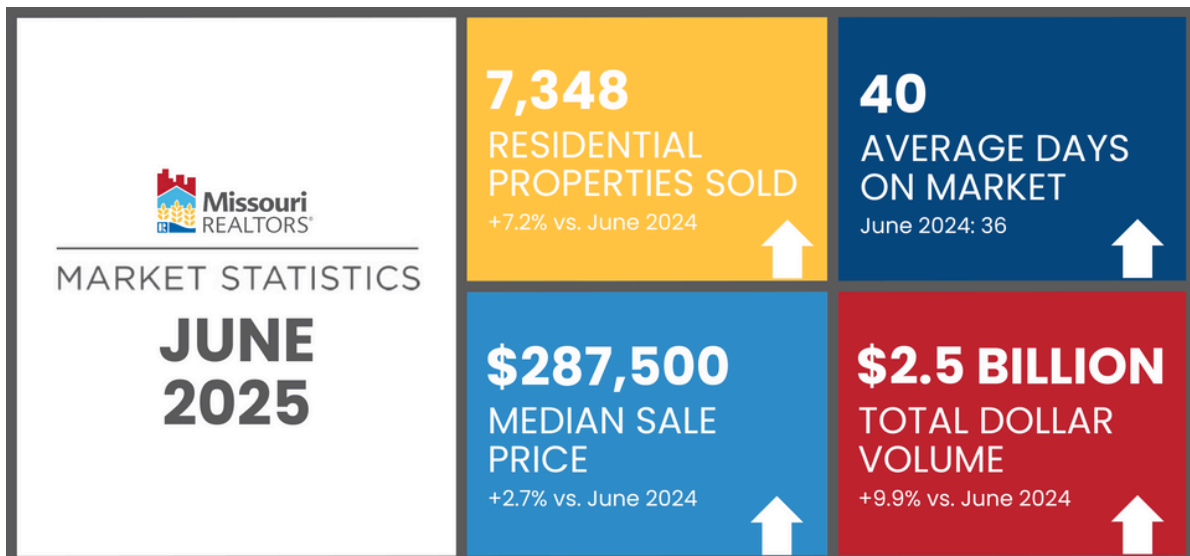


NAR REALTOR Benefits® partners with select companies to create exclusive, customized offers that specifically help you save on solutions that boost your business and best serve your clients.



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](#).



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 Jennifer at
necarmo1960@gmail.com to be featured on
our Facebook page and in the quarterly
newsletter.

REALTOR® Political Action Committee



RPAC is the backbone of the REALTOR®
Party. RPAC enables REALTORS® to support
candidates that support the issues that are
important to our profession, livelihood,
private property rights and property
ownership. 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.

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 (State Director), Adam Snyder (State Director), Erick Hanson (NECAR President), Jennifer McKim (AE), and Michael Chrisman (State Director) attended the Missouri REALTORS® Spring Business Conference on April 29th-May 1st in Columbia, MO.



REALTOR® VOLUNTEER DAYS

Thank you, NECAR volunteers! On May 10th, NECAR members Erick Hanson, Adam Snyder, Rebecca Travis, and Elizabeth Gregory participated in the annual REALTOR® Volunteer Days by helping out with the Stamp Out Hunger Food Drive in Kirksville. They spent their Saturday collecting and sorting food donations to help support families in our local community.



SBLA REPRESENTATIVE

We're excited to announce that the Northeast Central Association of REALTORS® has selected our representative for the 2025 Small Board Local Leadership Academy (SBLA)! Help us congratulate, Sonja Gittings! .

COE & Standards of Practice Update



The following eleven Standards of Practice in the Code of Ethics were amended and became effective June 5, 2025 when approved by the NAR Board of Directors: SOPs 1-12, 1-13, 1-16, 3-1, 3-2, 3-9, 9-2, 10-1, 10-5, 16-11, and 16-16. The downloadable resources have been updated to reflect these changes and can be found [HERE](#) & [HERE](#).

COE Case Study Contest



The Missouri REALTORS® Risk Management Committee is excited to announce an exciting new Case Study Contest open to all members, with plenty of chances to win cash prizes!

This contest aims to raise awareness about the importance of the Code of Ethics. Each month, MR will release a new case study for you to explore.

View [HERE](#).

Pathways to Professionalism



While the Code of Ethics and Standards of Practice outline enforceable ethical standards for REALTORS®, they don't address everyday courtesies. To support professionalism and respectful interactions, the MR Professional Standards Committee has created a list of recommended courtesies for REALTORS®.

Access these resources and more [HERE](#).



- NAR Leadership Summit: Aug. 11th-12th - Chicago, IL
- BOD Meetings: Sept. 2nd & Nov. 4th in Kirksville, MO
- Missouri REALTORS® Fall Business Conference: Sept. 23rd-25th in St. Louis, MO
- General Membership Meeting & RPAC Auction: Oct. 2nd - Maples Theatre in Macon, MO
- NAR NXT, The REALTOR® Experience & Governance Meetings: Nov. 12th-17th in Houston, TX
- REALTOR® Ring Day: Dec. 5th - Kirksville & Macon

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>

2025 FALL BUSINESS CONFERENCE



The Missouri REALTORS® Fall Business Conference is scheduled for September 23-25 at the Sheraton Westport Chalet in St. Louis, MO. Onsite Courtesy Registration will open on Monday, September 22 at 3:00pm. Tuesday, September 23 will be a full day, featuring Missouri REALTORS® output group and committee meetings, the Women's Council business meeting, Opening General Session, and President's Welcome Reception. Wednesday, September 24 will begin with Yoga, Zumba, and Rise and Refocus session followed by more governance meetings, education opportunities, Emerging Issues Forum, and Candidate Forum. Thursday, September 25, will feature district briefing sessions and the Board of Directors meeting. The full schedule and registration for the Fall Business Conference will open mid-August.

2025 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 2nd in Macon, MO. The online auction will close the evening of the meeting, following the conclusion of the live auction.

We're asking each 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 Missouri RPAC at: missourirealtor.org/advocacy/missouri-realtor-party

Thank you for helping us reach our RPAC goals!

Pictured Above: Highlights from last year's RPAC auction baskets.



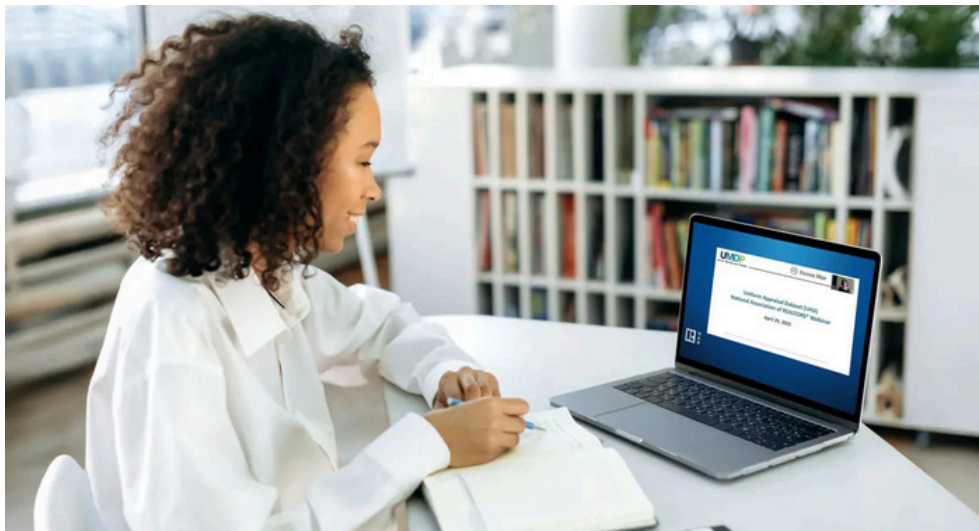
Thank you for submitting your annual MLS dues payment for the 2025-2026 cycle (June 1, 2025 through May 31, 2026). We appreciate your continued participation and support.

REALTOR® L.E.A.D. COURSES



Enroll in the [REALTOR® L.E.A.D. courses](#) and set out on a path to succeed. Developed by top REALTOR® leaders exclusively for REALTOR® leaders at any stage of their journey, these exciting new courses equip participants with the practical skills, concepts, knowledge, and practices needed for effective association leadership.

APPRAISALS ARE CHANGING, ARE YOU READY?



In September, lenders will begin phasing in new standards for appraisals on GSE-conforming loans. Agents, brokers and appraisers should get up to speed on the Uniform Appraisal Dataset (UAD 3.6) and understand their role in ensuring appraisal data is accurate and complete.

Read up—and watch the latest "[Supporting Your Value](#)" webinar for more.

Full Story: [REALTOR® Magazine](#)

Thank You Affiliate Members

PICKELL ABSTRACT CO.

Linda Ranson, Owner

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

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Macon County Title

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

Thank You Affiliate Members



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Angela Findling

Mortgage Loan Officer

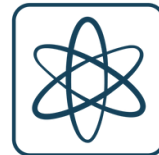
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Thank You Affiliate Members



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