

JANUARY 2025

NECAR NEWS

Save the date

AWARDS CEREMONY & OFFICER INSTALLATION

February 20, 2025

Kirksville Country Club

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

Come enjoy a fun evening with fellow REALTOR® members!

RSVP [HERE](#).

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)
Kathy Loew - (Term Ends Dec. 31, 2026)
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



Primary Members

Sheree Prebe: Legacy Land & Home
Kolby Ray: RE/MAX Home Team
Michael Still: Gaslight Real Estate
Steven Jacobs: Elite Land & Auction

Secondary Members

Bradley Fallert: Elite Land & Auction

New Office

Elite Land & Auction

MLS Only

Oliver Williams: Rocket Homes Real Estate



Dear NECAR member,

We are excited to extend an invitation to you for our Local Board/Association REALTOR® Days visit, taking place February 26, 2025 in Jefferson City, Missouri, from 10:00 a.m. – 1:00 p.m.

REALTOR® Days are small local board/association group visits to the Capitol every Tuesday and Wednesday during the state legislative session from February through April. It's an opportunity for REALTORS® and association leaders, 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.

To secure your spot, you must register by February 11, 2025. Early registration ensures your participation and allows us to make the necessary arrangements to provide a great experience.

REGISTER NOW

Award for Excellence



It's that time of year where NECAR recognizes outstanding performance throughout the year of 2024. REALTORS® who wish to apply for the "Award for Excellence" must submit the application to NECAR where they will be reviewed by the membership committee.

Applications must be received by the board on or before January 31, 2025. NECAR will present certificates at the Awards Ceremony on February 20th.

Contact necarmol1960@gmail.com for more information.

Access the form **[HERE](#)**.

THE REALTOR® DIFFERENCE IS REAL.

REALTORS® ARE MEMBERS OF THE NATIONAL ASSOCIATION OF REALTORS®.



REALTOR® Trademarks & How to Use Them Correctly

Here are five key facts:

1. REALTOR® = Member of NAR
2. Members can use the REALTOR® trademarks, with limitations
3. Non-members may not use the REALTOR® marks
4. Design standards for REALTOR® marks must be followed
5. The REALTOR® marks can be used on the internet and in marketing

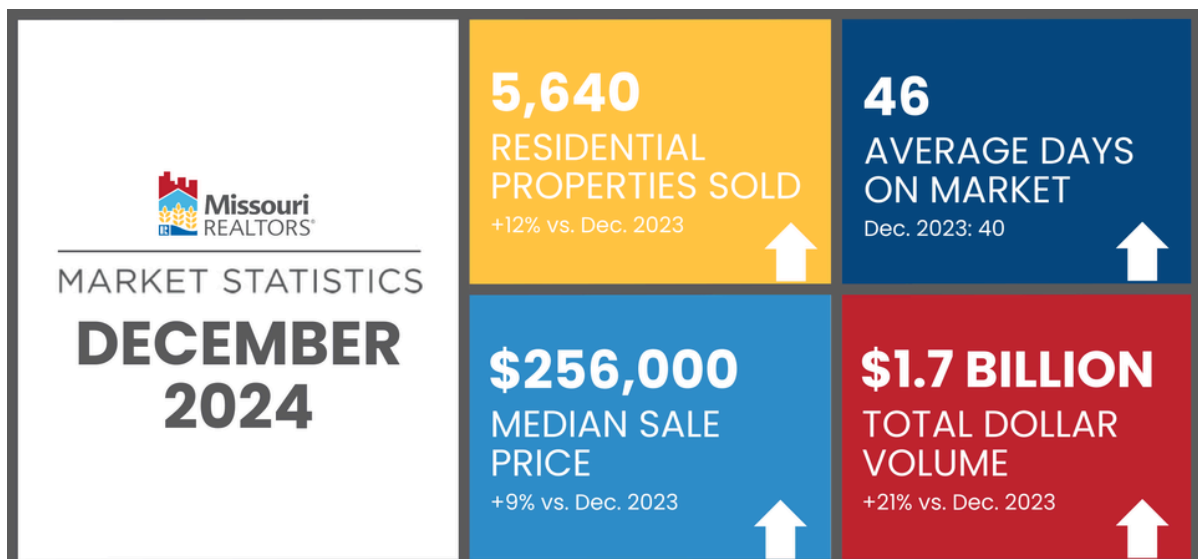
Find more guidance about proper use of the REALTOR® Trademarks [HERE](#).



MARKET STATISTICS

In December 2024, there was a 12% increase in residential property sales and an increase to 46 average days on the market compared to last year. The median sale price saw an uptick, reaching \$256,000.

Find more information, including archived market reports: [HERE](#).



REALTOR® Ring Day 2024

A special Thank You to all of our local REALTORS® who made 2024 REALTOR® Ring Day a success.



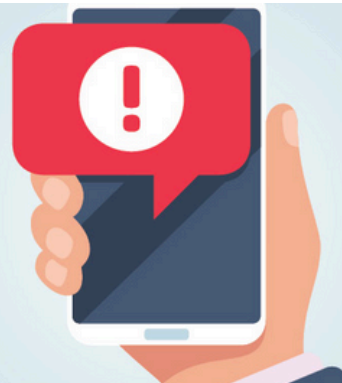
REALTOR® Ring Day 2024

A special Thank You to all of our local REALTORS® who made 2024 REALTOR® Ring Day a success.



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

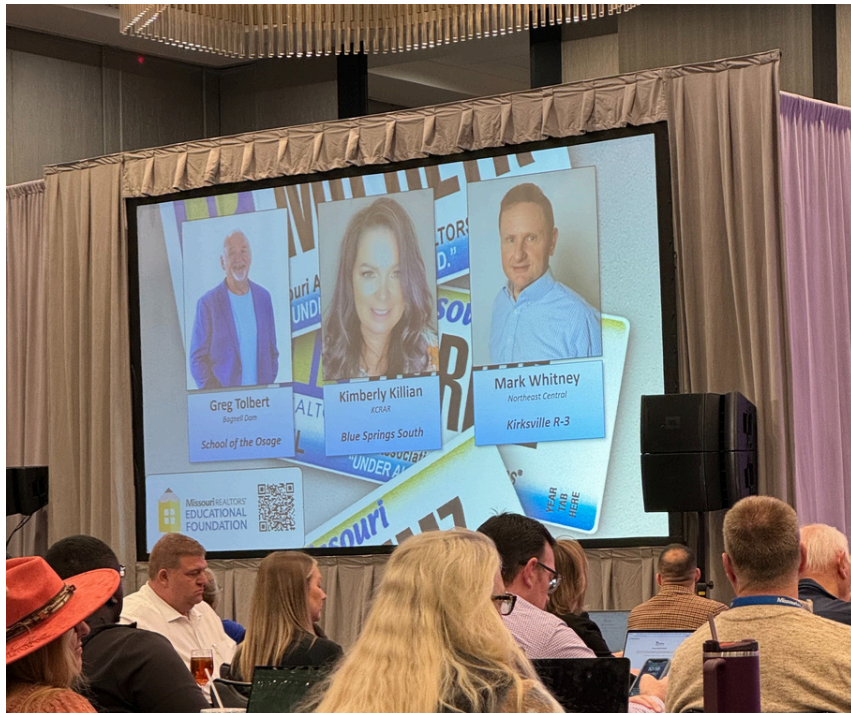
**text the word 'REALTORS'
to 30644**





YOU COULD
WIN \$250

for you AND your
favorite high school!



Congratulations to Mark Whitney of
Century 21 Lifetime Realty!

Mark Whitney was recognized as
one of the winners of the REALTOR®
license plate program at the
January Missouri REALTORS®
Conference! By participating, Mark
has earned a \$250 donation to the
high school of his choice, all while
supporting the Missouri REALTORS®
Education Foundation (MREF).

Learn more and support MREF [HERE](#).

Placemaking Grants

Placemaking Grants fund state and local REALTOR® association projects that create new, outdoor public spaces and destinations in a community on unused or underused sites. The goal of the program is to enable REALTORS® to strengthen ties with their community, to develop relationships with public officials, and to spur economic growth and development through the creation of new public gathering places.

Contact necarmo1960@gmail.com for more information.

Placemaking Grants now allow funding of community asset improvements such as street benches, lamps and wayfinding signs as well as improvements to existing spaces.

View the Placemaking Promotion Video [HERE](#).

NECAR Honored at the 2024 RPAC Awards Ceremony!



During the recent RPAC Awards Ceremony on Tuesday, January 21, at the Missouri REALTORS® Winter Business Conference, NECAR was recognized for exceeding its goals in several key areas. The association received awards for Over Investment Goal, Over Participation Goal, and Over Major Investor Goal.

Congratulations to everyone at NECAR for their hard work and dedication! Pictured are NECAR President Erick Hanson and State Director Adam Snyder accepting the awards on behalf of the association.

Thank you for your continued support of RPAC and the REALTOR® community!

Stay Current: Governing Docs

You can access our governing documents, including the MLS Rules and Regulations, on our website at any time. Stay up to date with the latest policies and guidelines by visiting the site to review the current documents.

View: [**HERE**](#)



- BOD Meetings: Feb. 4th, May 6th, Sept. 2, Nov. 4th in Kirksville, MO
- 2025 NAVICA® MLS Remote Training Sessions: Feb. 12th
- Awards Ceremony & Officer Installation: Feb. 20th at the Kirksville Country Club
- REALTOR® Capital Days: Feb. 26th in Jefferson City, MO
- NAR Region 9 Conference: March 14th-16th in Little Rock, AR
- Missouri REALTORS® Spring Business Conference: April 29th-May 1st in Columbia, MO
- NAR REALTORS® Legislative Meetings & Trade Expo: May 31st-June 5th in Washington, D.C.
- Missouri REALTORS® Fall Business Conference: Sept. 23rd-25th in St. Louis, MO
- General Membership Meeting & RPAC Auction: Oct. 2nd - TBD
- NAR NXT, The REALTOR® Experience & Governance Meetings: Nov. 12th-17th in Houston, TX

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>

NAVICA~~NEXT~~MLS  STREAMline[®] AMS

Remote Training

Event Details

 Date: February 12, 2025

 Time: 10:00 AM CST

Remote Training Overview
Includes Listing Maintenance, Searching and Reports/Stats

A circular graphic showing a computer monitor with a play button, a headset, and other icons related to remote training.

REGISTER NOW



NEW YEAR, NEW HOME VALUE



Resolution-Worthy Upgrades for 2025

As we step into 2025, homeowners are seeking smart investments that boost both their quality of life and property values. From sustainable energy upgrades to modern renovations, this guide explores the most impactful home improvements that can provide the best returns on investment while aligning with current market trends and buyer preferences.

To learn more about these upgrades and how they can benefit your clients, check out the MR blog [HERE](#).

Start 2025 Strong with Consumer Guides

Kick off the new year by sharing NAR's Consumer Guides with your clients. These one-page resources offer helpful tips on key aspects of the real estate transaction, like negotiating buyer agreements and understanding offers of compensation.

The guides are available in Spanish and can be shared directly with clients or posted on social media to show your expertise.

Access the guides here: [NAR Consumer Guides](#).

Welcome to MOPRO!

On January 14, 2025, the Missouri Division of Professional Registration and its boards began operating in a new, modern, and 24/7/365 licensure system – MOPRO!!



Log into <https://mopro.mo.gov/license/s/> to register for your MOPRO Account beginning January 14, 2025.

To register, you need to have an email on record with the Missouri Real Estate Commission (MREC). If you have not received an email from the Division of Professional Registration about MOPRO, please contact the MREC to update your records.

If you need help registering for your MOPRO account, the Division of Professional Registration has a call center that can assist you. Please call 833-373-2936 for help!

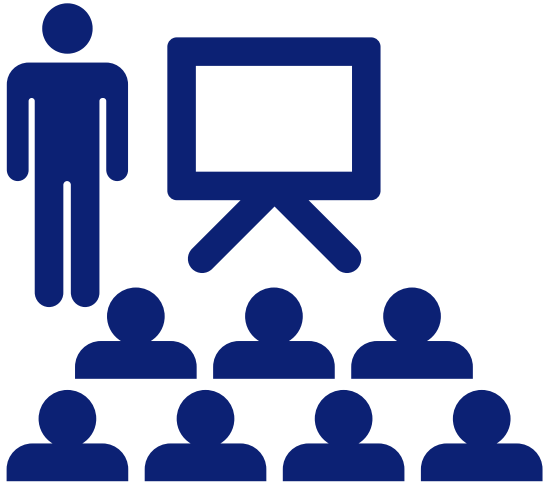
MOPRO will give you access to your information 24/7 including, but not limited to:

- Applying for a license!
- Renewing your license, whether on time or late!
- Submitting payments online for your license, a duplicate license, or licensure verification!
- Changing your name, address, or other contact information!
- Changing corporate officers or owners of a licensed business!

If you have questions about your license or contact information, please contact the MREC at 573-751-2628!

Addition information can be found by visiting: <https://pr.mo.gov/boards.asp>.

NAR COE & FH Training Update



Starting this year, all NAR members will be required to complete approved fair housing training in sync with the three-year Code of Ethics cycle. Members can satisfy this requirement at no cost with [NAR's Fairhaven 2.0](#), an immersive simulation that explores topics like steering, bias, disability accommodations and standing up for clients facing discrimination.

Additional Information: [HERE](#)

2025 Major Investor Pledge

RPAC is an investment in your business and your best defense against poorly designed small business, residential and commercial real estate legislation.

Your investment supports pro-REALTOR® candidates, known as REALTOR® Party Champions, regardless of political party.

Here is where your RPAC investment goes:

- 100% of your investment is used to elect pro-REALTOR® candidates
- 70% of your investment is used for Missouri state and local elections
- 30% of your investment is used for key U.S. House and Senate races

To make your 2025 Major Investor Pledge, please click [HERE](#).

Let's make 2025 another year of success for RPAC!

Missouri
REALTORS®
POLITICAL
ACTION 
COMMITTEE, INC.

Mugs for Membership



Support local advocacy by purchasing an RPAC mug. Proceeds help fund the Missouri REALTOR® Party's efforts to protect REALTORS®, promote homeownership, and support a strong real estate market.

Purchase your mug today: [NECARMugs](#) or text NECARMugs to 76278.

Thank You Affiliate Members



Jennifer Chrisman

Marketing/Sales Manager

718 S. West St

Green City, MO 63545

Phone: 660-874-4111

Email: mktmgr@nemr.net

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



Bill Lymer

President

201 S. Baltimore St.

Kirksville, MO 63501

Phone: 660-665-3494

Email: bill.lymer@alliantbank.com

Web: www.alliantbank.com



Angela Findling

Mortgage Loan Officer

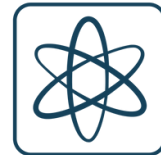
NMLS #799210

Phone: 660-341-6200

Kirksville, MO 63501

Email: afindling@genevafi.com

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



Aaron Pearce

Market President

2817 N. Baltimore

Kirksville, MO 63501

Phone: 660-665-7703

Email: apearce@connectionsbank.com

Web: www.connectionsbank.com

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: flatbranchhomeloans.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

NMLS: 738546

Phone: 660-627-2877

2202 N Baltimore

Kirkville, MO 63501

Email: kevin.brunk@usbank.com

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



Jon Peck

Financial Advisor

103 W. Potter Ave

Kirkville, MO 63501

Phone: 660-665-3255

Email: jon.peck@edwardjones.com

Web: www.edwardjones.com/jon-peck

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

KIRKSVILLE LAND TITLE CO.

Rose Mayor

Office Manager

111 E Harrison St.

Kirksville, MO 63501

Phone: 660-665-4711

Email: rosem@missouricentraltitle.com

Macon County Title

1707 Prospect Dr

Macon, MO 63552

Phone: 660-385-6474

Email: kaylab@missouricentraltitle.com

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



MA Bank

Kevin Butner

Vice President, Business Development

PO Box 128

Macon, MO 63552

Phone: 660-385-3161

Email: kbutner@mabank.com

Web: www.mabank.com

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