

APRIL 2025

NECAR NEWS

Small Board Local Leadership Academy, 2025

NECAR is now part of the Small Board Local Leadership Academy (SBLLA)! This incredible opportunity allows two REALTOR® members to be selected for the 2025 class, where they'll develop leadership skills, grow their network, and gain industry insights.

Completed applications must be submitted to necarmo1960@gmail.com
by Friday, May 31st, 2025.

View the application [**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

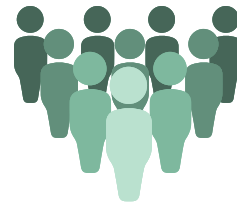
Local Directors - 3 year terms

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

Randall Thomas, United Country Land Pros
Ethan Gooch: Gooch Appraisal Service
David Hibler: Gaslight Real Estate
Alessandro Carcamo: C21 Lifetime Realty
Nick Powgnas: Premier Farm Realty Group

New Office

Homebound Realty, LLC
Gooch Appraisal Service

MLS Only

Daniel Stehr: Homebound Realty, LLC

2025 Awards Ceremony & Officer Installation



The Northeast Central Association of REALTORS® held their annual awards ceremony for 2024 closed sales transactions and the installation of officers for the year 2025 on February 20th, at the Kirksville Country Club.

Honored attendees in the front row from the left are: Michael Chrisman, Heritage House Realty, Pinnacle Level; Megan Roof, RE/MAX Home Team, Peak Level; Leah Doty, Heritage House Realty, Peak Level; Adam Snyder, Century 21 Lifetime Realty, Pinnacle Level; Erick Hanson, Century 21 Lifetime Realty, Peak Level; Mark Whitney, Century 21 Lifetime Realty, Peak Level; Mark Truitt, Tiger Country Realty, Pinnacle Level; Zach Springer, Century 21 Lifetime Realty, Summit Level; Scott Lyons, Heritage House Realty, Pinnacle Level; Toni Riekeberg, Stephens Real Estate, Pinnacle Level; Sara VanLoo, Tiger Country Realty, Pinnacle Level; Jared Williams, First Class Properties, Summit Level; Mike Hatfield, Century 21 Lifetime Realty, Summit Level; Trent Barnes, Heritage House Realty, Summit Level; Rick Bachman, Heritage House Realty, Summit Level.

Also pictured: Breanna Vanstrom, CEO of Missouri REALTORS®

2025 Awards Ceremony & Officer Installation

Award winners not in attendance: Erica Supple, Heritage House Realty, Summit Level; Benjamin Daniels, LakePropertiesForSale.com, LLC, Summit Level; Angela Hunolt, Legacy Land & Home, Summit Level; Andrew Mallett, Legacy Land & Home, Summit Level; Andrew Hunolt, Legacy Land & Home, Summit Level; Allison Rowland, Tiger Country Realty, Summit Level; Carla Howard, Stephens Real Estate, Summit Level; Carl Cisler, Hometown Realty, Summit Level; Renee Morris, Hometown Realty, Summit Level; Charity Taylor, Century 21 Lifetime Realty, Pinnacle Level; Sonja Gittings, Tiger Country Realty, Pinnacle Level; Vicki Benson, RE/MAX Home Team, Pinnacle Level; Chad Kenyon, Hometown Realty, Pinnacle Level; Mike LaBeth, Heritage House Realty, Peak Level; Mark Hunolt, Legacy Land & Home, Peak Level; Kathy Loew, Lake Homes & Land Sales - Keller Williams Realty, Peak Level

Special Awards

Rookie of the Year: Lance Eads, Century 21 Lifetime Realty

Most Sides Sold: Mark Hunolt, Legacy Land & Home

Most Volume Sold: Mark Hunolt, Legacy Land & Home

RPAC Awards

\$100 Club

Margaret Minear

Allison Rowland

Capital Club

Dawn Bruner

Kurt Downing

Silver R

Sonja Gittings

Crystal R

Erick Hanson



2025 Awards Ceremony & Officer Installation

THANK YOU!

A special THANK you to Pickell Abstract Co. (Linda Ranson), Flat Branch Home Loans (Heather Martin), US Bank (Kevin Brunk), NEMR (Jennifer Chrisman), and Macon Title (Kayla Bridges) for sponsoring the event by providing the meal, appetizers, and desserts, as well as Chariton Valley (Donna Bell), NEMR (Jennifer Chrisman), Geneva Financial (Angela Findling), and Erick Hanson (NECAR President) for providing the giveaways.

NECAR would also like to express our gratitude to Evonne Baker. Evonne has made a significant contribution as the Membership Committee Chair and has also played a crucial role in managing the Award of Excellence program for many years.





MISSOURI FARMLAND VALUES OPINION SURVEY

2024 STATEWIDE AVERAGE LAND VALUES



CROPLAND

"GOOD" NON-IRRIGATED

\$8,524/acre
-1.2% from 2023



PASTURELAND

"GOOD"

\$5,687/acre
+11% from 2023



TIMBERLAND

\$4,520/acre
+13% from 2023



RECREATION

\$4,710/acre
+7.5% from 2023

Share your 2025 insights:

MUEXT.US/LANDVALUESURVEY25



MU is an equal opportunity/access/affirmative action/pro-disabled and veteran employer and does not discriminate on the basis of sex in our education programs or activities, pursuant to Title IX and 34 CFR Part 106.

Participate in the land survey HERE.

NOW ACCEPTING APPLICATIONS! **REALTOR® OF THE YEAR**



MR Accepting Applications | REALTOR® of the Year Award

The REALTOR® of the Year (ROTY) award is given to a member who exemplifies “REALTOR® Spirit”. In other words – faithfulness to principles of organized real estate, to laws and regulations of his/her local board/association, and to the Code of Ethics of the National Association of REALTORS®. The ROTY also demonstrates efforts to encourage good real estate practices among other real estate brokers, time spent with the press and the public explaining the real estate profession.

The ROTY award application deadline is Thursday, May 1, 2025.

The REALTOR® of the Year (ROTY) is selected each year from nominations received by local boards and associations.

To view all annual awards, including application deadlines for each, visit [Awards and Applications](#).

APPLY TODAY

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](#).



REALTOR® Days at the Capitol

On February 26th, NECAR visited the Capitol for REALTOR® Days, advocating for the real estate industry and connecting with legislators.

During their visit, NECAR had the unique opportunity to witness Chief Justice Mary Russell of the Supreme Court of Missouri deliver the State of the Judiciary speech.



[#MOREALTORParty](#) [#REALTORDays](#)

Missouri
REALTORS®
POLITICAL
ACTION ★
COMMITTEE, INC

Mugs for Membership



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

2025-26 Leadership Academy



The application for Missouri REALTORS® next Leadership Academy class is now live!

The deadline to apply is May 16, 2025. Read more about the program and download the application, [HERE](#).

2025-2026 MLS Billing



As a reminder, MLS billing began in March. All invoices must be paid on or before June 1st, 2025. Dues will remain the same as last year.

Please contact Jennifer at necarmo1960@gmail.com if your contact information has changed in the last year or if you need your invoice resent.

REALTOR® Party Mobile Alerts

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

text the word 'REALTORS'
to 30644



Help our local board reach our RPMA goal! NECAR needs at least 22% of its members signed up for REALTOR® Party Mobile Alerts. We currently need twenty more members to sign up to meet this goal!

Text the word REALTORS to 30644

NECAR Governing Documents



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](#)

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® members!



NAVICA® MLS Remote Training

If you happened to miss the February Remote MLS training, which covered essential topics like listing maintenance, search techniques, and generating reports/stats, don't worry! The recorded session is now available for you to watch at your convenience. Access it [**HERE**](#).

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



THAT'S WHO WE 

Scammers Are Plotting to Sell Vacant Land Fraudulently

Exercise caution if a potential client asks you to sell a vacant parcel or unoccupied property with one or more of these red flags:

- The potential client wants to list the property for significantly below market value.
- The potential client has a strong preference or requirement for cash.
- The potential client does not want a "For Sale" sign in the yard.
- The potential client emphasizes an urgency to sell quickly.
- The potential client never presents in person or on video, preferring to text or email.
- The potential client claims to be out of the state or country.
- The potential client will only use a remote notary and requests a remote closing.

RECOMMENDED PRACTICES

- Exercise due diligence to verify the purported seller is the actual property owner, for example: Ask for multiple forms of identification, request to meet the seller face-to-face, ask for proof of ownership of the property, and ask the potential client about the area around the vacant property to see if they are familiar with the area.
- Conduct independent research to confirm the property owner, such as looking online for a recent photo or speaking to a neighbor.
- Verify the seller's email and phone number.
- Make sure you or the title company select the remote notary at closing.
- Ask the seller for a voided check and a disbursement authorization form; use a wire verification service to confirm the account information and ownership.
- If you suspect that you are involved in a vacant lot scam, contact law enforcement and file a complaint at [IC3.gov](https://ic3.gov). Remove the listing from the MLS and take down any advertisements quickly.

View additional information [HERE](#).



Property Fraud Alert is an online subscription service offered to the public that allows them to have their name monitored within the Recorder's office in order to track possible fraudulent recordings that affects their property. The threat of mortgage fraud and identity theft crimes continue to rise, and all too often victims of these types of fraudulent activities are unaware their homes or identity have been stolen. View [HERE](#).



- BOD Meetings: May 6th, Sept. 2nd, Nov. 4th in Kirksville, MO
- Missouri REALTORS® Spring Business Conference: April 29th-May 1st in Columbia, MO
- NECAR REALTOR® Volunteer Day: May 10th - Kirksville, MO
- NAR REALTORS® Legislative Meetings & Trade Expo: May 31st-June 5th in Washington, D.C.
- NAR Leadership Summit: Aug. 11th-12th - Chicago, IL
- 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>



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 or 660-216-4933
to be featured on our Facebook page
and in the quarterly newsletter.

The NAR logo, consisting of a stylized 'R' inside a square, with the letters 'NAR' to its right.

Take your
GROWTH
to the
NEXT LEVEL

with NAR Family certifications and designations!

Get started
and find a list
of all offerings
at
[nar.realtor/
designation](https://nar.realtor/designation)

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: hmartinefbhl.com

Web: flatbranchhomeloans.com/hmartin



Donna Bell

Manger

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Monday-Friday: 8am-5pm

660.395.9000 | 800.769.8731

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



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Thank You Affiliate Members

PICKELL ABSTRACT CO.

Linda Ranson, Owner

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

Kirksville Location

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Edina Location

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KIRKSVILLE LAND TITLE CO.

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Office Manager

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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

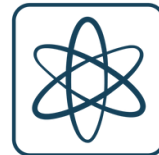
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