



JUNE 2017

# Review



## COMING UP

### NEW MEMBER ORIENTATION

June 6; 8:30 am - 4:00 pm  
June 7; 8:30 am - 4:00 pm  
OABR Education Center

### CODE OF ETHICS TRAINING

June 9; 8:00 am - 12:00 pm  
OABR Education Center

### SOCIAL EVENTS FORUM

June 14; 10:00 am - 11:00 am  
OABR Education Center

### GOVERNMENTAL AFFAIRS

June 21; 10:00 am - 11:00 am  
OABR Boardroom

### e-PRO® CERTIFICATION COURSE: DAY 1

June 22; 9:00 am - 4:00 pm  
OABR Education Center

### OABR BOARD OF DIRECTORS MEETING

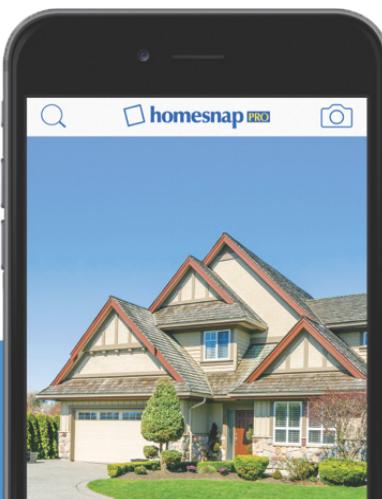
June 28; 10:00 am - 11:00 am  
OABR Boardroom

### Homesnap Pro: MLS on Your Mobile Phone

Great Plains Regional MLS has partnered with Homesnap to provide subscribers access to all of their MLS information on-the-go using the Homesnap Pro mobile app at no extra cost.

**Homesnap Pro** allows you to access real-time MLS information on your phone or tablet, prepare and send a Rapid CMA, get confidential showing information, and connect and collaborate with your clients and other agents. There are a large number of tools in this app that will help you run your business from your phone, stay connected with your clients, and build your business.

Members should have received an email from Homesnap on Tuesday, May 16, prompting them to download the Homesnap Pro mobile app and confirm their account, linking it with the same MLS information seen when logged in to Paragon on a desktop.



If you did not receive the Homesnap Pro launch email, contact Homesnap Customer Support at [support@homesnap.com](mailto:support@homesnap.com) or 866-855-2622 for assistance.

*For Instructions on how to download visit: [oabrdocs.com/DownloadInstructions.pdf](http://oabrdocs.com/DownloadInstructions.pdf).*



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*The Omaha Area Board of REALTORS® is pledged to the achievement of equal housing opportunity throughout the community. The Board encourages and supports a marketplace in which there are no barriers to obtaining housing because of race, color, national origin, religion, sex, handicap, or familial status.*

REALTOR® REview

# Message from the OABR President

## Happy June, Everyone!

Happy June everyone! As the summer season starts I want to take a moment to invite each and everyone of you to consider joining one of the many fun-filled committees at the Omaha Area Board of REALTORS®. These groups typically meet once a month for about an hour. It's a wonderful way to learn more about our industry and network with other REALTORS®. Please visit [OmahaREALTORS.com](http://OmahaREALTORS.com) for more information and meeting times or contact Donna Shipley at 402-619-5551 if you would like to give it a try!



**Monica Lang**  
President

**Governmental Affairs Committee** monitors governmental entities impacting the real estate industry in the Omaha area. Interviews political candidates and makes recommendations for Nebraska RPAC contributions. Organizes RPAC fundraising efforts. At the direction of the Board of Directors, participates in grassroots lobbying efforts. The Committee consists of the Chairman, Vice Chairman, and up to 30 members. Subcommittees for RPAC and Candidate Interview report to the Committee.

**RPAC Fundraising Task Force** works in conjunction with the Governmental Affairs Committee coordinating local efforts to raise funds for the Nebraska REALTORS® Political Action Committee.

**Diversity Task Force** promotes equal opportunity in housing and diversity within the real estate industry; examines cultural diversity and minority issues in the Omaha area, promotes OABR activities to heighten the awareness of diversity within the real estate profession; identifies the equal opportunity and cultural diversity concerns and needs of OABR members and makes recommendations to the OABR Board of Directors regarding those concerns and needs.

**Education Forum** provides education and professional development programs to serve member needs. Oversees the OABR New Member Orientation program. Provides the Knowledge is Power (KIP) programs on timely topics of interest to real estate professionals.

**Social Events Forum** reviews member needs and makes suggestions for programs, products and services to the board of directors. Identifies potential member-discount programs; plans and implements member-networking social events; implements community projects to enhance the image of REALTORS® in the community. Also reviews the eligibility of new members.

**Young Professionals Network** (YPN) is an opportunity to network and learn from one another by attending events, participating in online communication, and seeking out mentoring opportunities. YPN is a group of professional real estate agents who all belong to the Omaha Area Board of REALTORS® and are under the age of 40.

**Women's Council of REALTORS®** (WCR), Omaha Chapter is a network of successful REALTORS® empowering women to exercise their potential as entrepreneurs and industry leaders.

**Affiliates Council** promotes business relationship and the services of OABR Affiliates to REALTOR® members. Promotes the ethical business practices of Affiliate members. The Council contributes the "Affiliate Advocate" column in the FOCUS Newsletter, sponsors the OABR new member orientation and provides networking and charity events throughout the year.

Hope to see you at one of the future committee meetings! Cheers to an awesome Summer selling season!

Monica

# Nominations for 2017 Awards

**OABR REALTOR®-of-the-Year Award** is awarded to an outstanding REALTOR® member who exemplifies long-standing professionalism in the industry. *Last year's recipient of this prestigious award was Deda Myhre.*

**OABR Outstanding Service Award** is awarded to an individual REALTOR® who has unselfishly given many hours of volunteer service to the OABR with a minimum of five years of OABR membership plus three years of service in committee work, special assignments, seminars and educational activities plus leadership in the OABR, local chapters or Institutes, Societies and Councils. *Last year's recipient was Trudy Meyer.*

**OABR Distinguished Service to NRA Award** recognizes an OABR member active with the Nebraska REALTORS® Association. *Last year's recipient was Andy Alloway.*



*Members who meet the following general criteria should be submitted to the Awards Selection Committee.*

**Spirit:** High principles - faithfulness to laws and regulations of ethical conduct, principles of good practice among other members and the general public, and furtherance of professionalism within the industry.

**Civic Activity:** Local, state and national level participation in civic and service clubs - charitable activities, political action, fraternal or religious groups, etc.

**Local Board Activity:** OABR office and committee work, special assignments, seminar activity and educational work, membership and offices in local Chapters, Institutes, Societies or Councils.

**Business Accomplishments:** Recognized for good business conduct and service to clients; imaginative and creative programs; rehabilitation work, land utilization, etc.; participation in other professional associations, educational achievements - including Institute activity, state and national association involvement, etc.

*This form is for your convenience in submitting award nominations for consideration by this year's OABR Award Nominating Committee. Its use is not mandatory, however all nominations must be submitted in writing. You may nominate yourself or any OABR member you deem worthy of the honor. Please copy this form for multiple submissions.*

**Return to the OABR Office - Attn: Donna Shipley by Friday, June 23, 2017**

**OABR ROTY**

**Distinguished Service to NRA Award**

**OABR Outstanding Service**

**Name of Nominee** \_\_\_\_\_

**Company** \_\_\_\_\_ **Address** \_\_\_\_\_

**Award Category** \_\_\_\_\_

**Signed** \_\_\_\_\_

# Notice of Election

## Report of the Nominating Task Force



All REALTOR® members are advised that the election of officers and directors will take place as part of the Omaha Area Board of REALTORS® Annual Picnic on August 9, 2017 at Crosskey Villages Park from 11:00 a.m. to 1:00 p.m.

The Nominating Task Force of the Omaha Area Board of REALTORS® hereby submits to the membership the following slate of candidates for election for the 2018 membership year which begins September 1.

President	Mark Leaders
President-Elect	Doug Dohse
Secretary/Treasurer	Susan Clark
Director (2020)	Megan Bengtson
Director (2020)	Jessica Sawyer

The following individuals will continue their service or will be appointed by virtue of their position on the Board of Directors:

Director (2018)	Susan Clark
Director (2018)	Herb Freeman
Director (2018)	Bill Swanson
Director (2019)	Nancy Bierman
Director (2019)	Lindsey Krenk
Immediate Past President	Monica Lang
GPRMLS Chair	Andy Alloway
Affiliate Council Chair	Lisa Powell
WCR Omaha President	Angel Starks

Additional candidates for the offices to be filled may be placed in nomination through petition signed by at least ten percent of the REALTOR® Members, and filed with the Omaha Area Board of REALTORS® office at least four weeks before the election. Notice of additional nominations will be sent to all REALTOR® Members before the election.

If necessary, the ballot will contain the names of all candidates and the offices for which they are nominated. Election shall be by ballot and all votes cast in person. Absentee ballots may be cast in person at the Board Office prior to Election Day if the member attests they will be unable to vote the day of the election.

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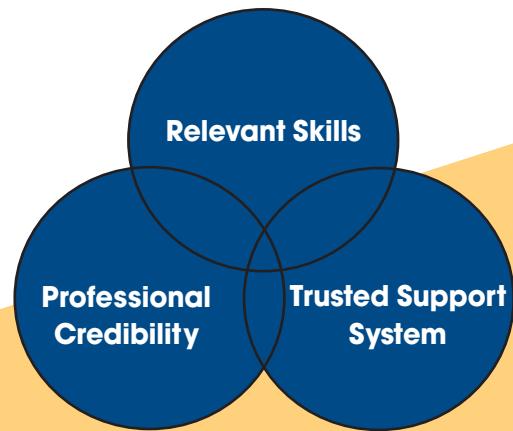
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## Oh, HAIL No! How Does Storm Damage Effect My Transaction?

Lisa Powell, Powell Insurance

In Nebraska, we're known for our beloved Huskers, good ole' Midwestern values and severe weather. According to Steve Jordon's article published in the April 4, 2017 Omaha World-Herald, Nebraska ranks FIFTH for hail damage insurance claims in the country...that's a lot of hail.

So what happens if you have a transaction under contract but the property sustains storm damage? You, your client's trusted REALTOR®, need to know the answers so you can better advise your clients.



**Lisa Powell**

### Call a Professional to Inspect the Damage

This does NOT mean call the insurance company first! If the storm was minor, there may not be enough damage to exceed the homeowner's insurance deductible. The current homeowner would NOT want to open a claim until they know for sure there is enough damage to exceed their deductible to make the claim worth-while. Almost all major insurance carriers consider claims frequency in their underwriting actuarial pricing models. The more claims an individual (and sometimes a property) have on record, the less likely it is they will qualify for the best pricing available with any company.

Both the buyer and the seller may want to obtain their own damage inspections from different roofing and siding experts. Most roofing and siding professionals should offer a complimentary inspection. Once it's determined how much damage exists, a plan of action can be developed.

### If the Damage Exceeds the Homeowner's Insurance Deductible

Depending upon how much the damage repair costs exceed the deductible, the homeowner/seller might be better off to pay for the damage out of pocket. This protects the homeowner from a minor claim going on their record which could in turn, effect the insurance pricing they qualify for when they go to purchase their next home. If the damage substantially exceeds the deductible, the homeowners will want to file a claim with their insurance company to pay to repair the damage PRIOR to closing.

### What if the Repairs Cannot be Completed Prior to Closing?

This is a big issue for the buyer which in turn becomes a big issue for the seller. Most insurance companies will not bind coverage on a property with "existing damage". This means that the buyer may not be able to obtain insurance coverage. If there is a mortgage involved, the lender will require the buyer to purchase homeowners insurance. If the buyer cannot obtain coverage on the home due to "existing damage", they cannot close on their mortgage. See the problem? In these cases, the buyer may have to settle for an Actual Cash Value insurance policy or a policy that excludes coverage for the existing damage until the repairs are made.

Funds can be escrowed to cover the cost to complete the repairs when they cannot be made prior to closing. This can also be a challenge as many insurance companies won't cover the full cost of the repair until the work is actually completed. Unfortunately the seller's insurance company has no obligation to the buyer, only the seller. When these situations arise, it will be important to work with the seller's insurance company to determine how to get the repairs paid post-closing and then amend the contract to reflect how the repairs are to be completed.

### In Summary

- Call in the experts
- Determine if an insurance claim is warranted
- Complete the repairs PRIOR to closing if possible
- Most importantly, work with a reputable and knowledgeable insurance professional for assistance and advice



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### AFFILIATES

a council of the  
Omaha Area Board of REALTORS®

*The role of the Affiliate Council of the Omaha Area Board of REALTORS® is to promote business relationships and services to REALTOR® members, actively solicit Affiliate membership in the OABR and promote ethical business practices of Affiliate Members.*

#### AFFILIATE APRIL 2017 MEETING ATTENDANCE:

Erin Trescott (President) – Busey Home Mortgage  
Lisa Powell (President-Elect) – Farmers Insurance/  
Powell Insurance

Brenda Stuart (Treasurer) – ServiceOne Inc

Berry, Jerad – Centris Federal Credit Union

Bozak, Lou – Paul Davis Restoration

Churchill, Shannon – ServiceOne Inc

Connor, Tracy – City-Wide Termite & Pest Control

Cooper, Ray – Roof Tech

Cunningham, Kayla – JH Willy

Curington, Mindy – Peoples Mortgage Company

Dein, Theresa – First American Mortgage Co

Eggenberg, Jan – SureHome Inspection Co

Goodman, Jen – American National Bank

Jameson, Jonathan – Busey Home Mortgage

Kopun, PK – Centris Federal Credit Union

Lambert, Kerry – Dino's Storage

McCarthy, Christie – Lincoln Federal Savings Bank

McGee, Mark – American National Bank

Miers, Lisa – Busey Home Mortgage

Molina, Jen – My Insurance LLC

Paul, Chris – PuroClean Restoration Service

Paulson, Paula – First National Bank

Rasmussen, Brent – Mortgage Specialists LLC

Saum, John – SAC Federal Credit Union

Schurrer, Addi – Amoura Productions Photography

Sladek, Mary – My Insurance LLC

Smythe, Jody – Retirement Funding Solutions

Sullivan, Mike – City-Wide Termite & Pest Control

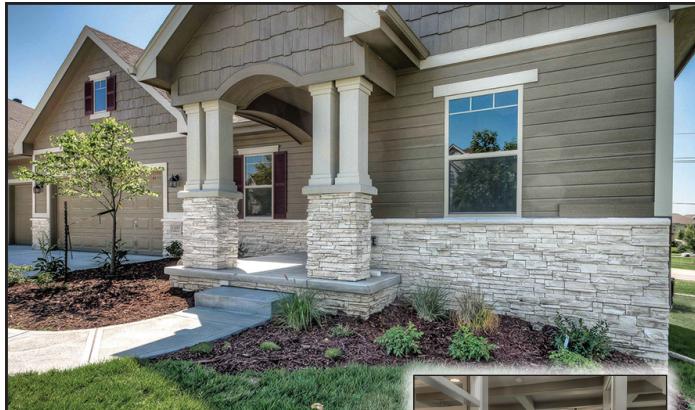
Walker, Wendy – SAC Federal Credit Union

Wetig, David – American National Bank

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#### UPCOMING MEETINGS:

Tuesday, June 20 - 9:00 a.m.

Tuesday, July 18 - 9:00 a.m.

Tuesday, August 15 - 9:00 a.m.

#### JUNE ORIENTATION SPONSORS

Brenda Stuart - ServiceONE

Lisa Powell - Farmers Insurance/Powell Insurance

Mary Sladek - MyInsurance

Summer Franco - Benchmark Mortgage

# 2017 RPAC CONTRIBUTIONS

## GOLDEN "R"

Alloway, Andy  
Kammandel, Henry  
Leisey, Vince

## CRYSTAL "R"

Housley, Dionne  
Rasmussen, Matt  
Riedmann, Mike

## STERLING "R" (\$1,000+)

Frans, Tracy  
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## GOVERNOR'S CLUB (\$500+)

Black, Bill  
Dohse, Doug  
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Swanson, Bill

## \$1 - A - DAY CLUB (\$365)

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## CAPITAL CLUB (\$250+)

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Hayton, Linda  
Krenk, Lindsey  
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Poppen, Denise  
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## CONTRIBUTION GOAL

**\$110,000**  
by 12/9/17

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Deeb, Van  
den Hoed, Danielle  
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Detavner, Mitzi  
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Brotzki, Michelle  
Brouillard, Marc  
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Brown, Jeffrey  
Brown, Julia  
Brown, Justin  
Brown, Kirstin  
Bruhn, Jennifer  
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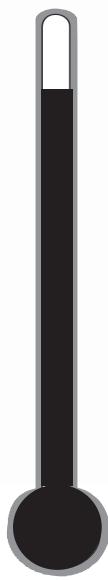
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Becky Tindall	Jeff Elsberry	Mark Wehner
Bob Lewis	Jeff Pruess	Mary Kay Brown
Brenda Sedivy	Jeffery Chu	Mary Rensch
Brian Kays	Jen Haase	Mary Rosenthal
Carol Kaufman	Jenna Jacupke	Matt Swanson
Casey Hailett	Jennifer Ridenour	Megan Owens
Cassandra Litz	Jennifer Schied	Michael Jenkins
Cassidee Reeve	Jenny McCarty	Mike Evans
Chris Egan	Jeremy Murray	Mike Schmitz
Chris Falcone	Joe Keenan	Mike Yowell
Chris Payne	John Broesch	Mindy Kidney
Chris Refiled	Judy Smith	Monica Henderson
Christine Dougherty	Judy Zimmer	Nanci Salisteian
Chuck Burney	Julie Fredrickson	Nick Galas
Courtney Goodman	Justin Burnison	Nicki McGowan
Craig McGill	Justin Gomez	Norm Wordekemper
Cris Doyle	Kalee Hergret	Pete Jenkins
Darcy Beck	Karen Vapp	Peter Manhart
Dave Coover	Kathy Fandell	Rachel Tiller
Dave Kenney	Katie Day	Ralph Marasco
Dawn Grinshaw	Katie Keith	Rick Dunn
Deb Rau Gray	Katie Snyder	Rosemary Nicolson
Denise Poppen	Kellie Konz Wieczorek	Rusty Hike
Derick Lewin	Kelly Jourdan	Ryan Basye
Diana Haney	Ken Murray	Sandy Beck
Dianne Oster	Kit Pflaum	Sarah Maier

## 2017 Platinum Club Members

Joe Vampola (3)
April Williams (2)
Ben Smail (2)
Deb Ellis (2)
Doyle Olis (2)
Jasmin Jonsson (2)
JoEllen Keating (2)
Kelly Gitt (2)
Lauren Mielke (2)
Lyndel Spurgeon (2)
Matt Beers (2)
Michael Sodoro (2)
Milt Schneider (2)
Rachel Langford (2)
Susan Clark (2)
Tammie Rheiner (2)
Teri Carlson (2)
Tony Terp (2)



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# 2017 City of Omaha Election Results



## A Win for RPAC!

The REALTOR® Party supports candidates that support your business interests! In each election-race it all starts with recommendations from OABR volunteer members! The RPAC Interview Subcommittee makes recommendations to the OABR Governmental Affairs Committee, who in turn, pass recommendations to the OABR Board of Directors for careful consideration and final approval.

The REALTOR® Party supported seven local candidates - three Democrats, four Republicans; SIX WINNERS!

Congratulations to the candidates, RPAC volunteers, and contributors, for a successful election!

### Winners supported:

- Jean Stothert – Mayor
- Pete Festersen – Council District 1
- Ben Gray – Council District 2
- Rich Pahls – Council District 5
- Brinker Harding – Council District 6
- Aimee Melton – Council District 7



## Discrimination Happens.



Omaha Area Board of REALTORS®

# GRILLIN' & CHILLIN'

at the beach



Thursday, July 27

5:00 pm - Dusk

Byrson's Airboat Tours  
839 County Rd 19 | Fremont, NE

## WHAT IS AFFIRMATIVELY FURTHERING FAIR HOUSING?

Why should I learn about AFFH?



For More information or to coordinate a community meeting, please contact:  
City of Omaha Human Rights and Relations Department at:

(402) 444-5055

[www.fairomaha.cityofomaha.org](http://www.fairomaha.cityofomaha.org)



Charleston  
Homes

## **CHARLESTON HOMES HAS NEVER MISSED A COMPLETION DATE, EVER!**

*How many other builders can say that?*

When your customer signs a Purchase Agreement with Charleston Homes, we give them a 2-week completion window.

Sixty days prior to finishing their new home, we will give them the exact completion date.

This is a date that can be depended upon, which means your buyer can go ahead and lock in an interest rate and schedule the moving truck.

Our team is all-too familiar with the stress involved in moving, and we want to make sure that none of that stress comes from us.

### **CALL OR VISIT OUR MODEL LOCATIONS.**

**Pebblebrooke**  
**174th & HWY 370**  
**402.502.5600**

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**(1/2 mile north of**  
**204th & Maple)**  
**402.934.2212**



**charlestonhomesomaha.com**



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# Prairie Toehold

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Sarpy County

Spacious 5 acre parcels

Peaceful country environment

City services nearby

402.709.1244



Lot 8

Lot 7

Lot 6

Lot 5



## End of Showing Notifications

Supra's End of Showing Notifications feature will launch on Monday, July 17. These notifications are an email or text message indicating when a showing has ended. This can be shared with a homeowner and up to four other contacts of your choice.

Every 20 minutes the eKEY will ask if the showing has ended. Here are three other ways an eKEY knows when the showing has ended:

1. When an eKEY is used to open another lockbox
2. When an eKEY goes over 1,000 feet from a property
3. If the showing has not ended after 60 minutes, an automatic End of Showing timeout will be sent.

### DO

- Create a SupraWEB account.
- Set up showing notifications for individual keyboxes.
- Always have location services enabled.
- If adding a homeowner to receive showing notifications, make sure to remove them once the listing has sold.

### DON'T

- Return a key container until showing has ended (releasing again during the same showing will send a false start of showing notification).
- Use general setting in SupraWEB to set up showing notifications (use individual keybox settings).



### WIN A FREE LOCKBOX!

Be entered for a chance to win a free lockbox by emailing [Porscha@OmahaREALTORS.com](mailto:Porscha@OmahaREALTORS.com) after reading the Q&A material on the Supra page of our website and answer the following questions:

1. Why does the "Showing Ended?" prompt appear hours after the showing has ended?
2. Why is it important to NOT return the key container during your showing?

The lucky lockbox winner will be chosen at random during the week of the release (July 24 - 28) and notified via email. Questions? Contact [Porscha@OmahaREALTORS.com](mailto:Porscha@OmahaREALTORS.com) or 402-619-5552



## \$\$\$ REALTOR® Incentives \$\$\$

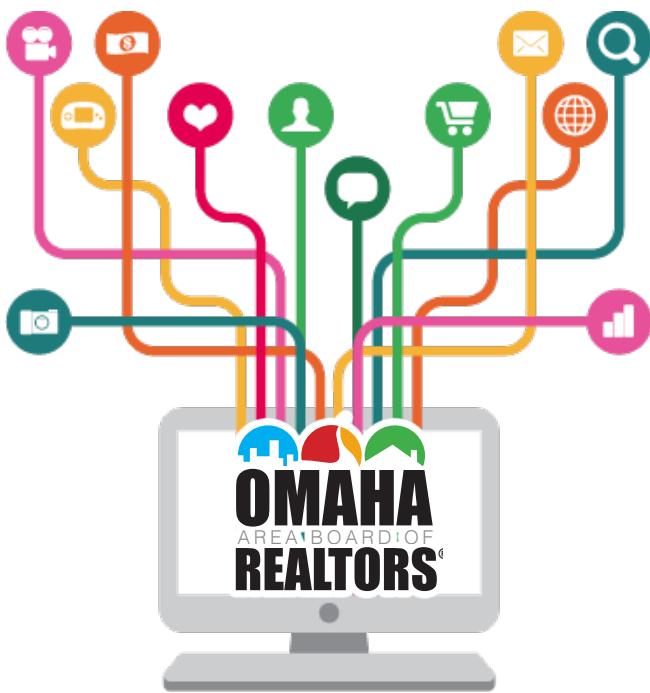
Check us out on

**402-699-9666**

## Earn the e-PRO® Certification!

Connecting with your market is still vital—only the strategies have evolved.

NAR's e-PRO® Certification Program teaches you to use **cutting-edge technologies** and **digital initiatives** to link up with today's savvy real estate consumer.



NATIONAL  
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REALTORS®  
*Official Certification*



Register online at [ims.oabr.com](http://ims.oabr.com). Type in your ID and password, click on "Education Calendar," then on the specific event. *Payments must be made at time of reservation. 24 hours notice for refunds.*

Name \_\_\_\_\_ Company \_\_\_\_\_ License # \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Card Type (Circle One): Visa    Master Card    Discover    American Express

Make checks payable to the Omaha Area Board of REALTORS®

Questions? Contact Donna Shipley: 402-619-5551

or [Donna@OmahaREALTORS.com](mailto:Donna@OmahaREALTORS.com)

## Receive 6 BAT Hours!

### e-PRO® Certification - Day 1\* Course #9999T

Thursday, June 22 9:00 am - 4:00 pm

OABR Education Center

11830 Nicholas St | Omaha, NE

**\$145 members/\$165 non-members**  
*Lunch Included!*

#### Register Early & SAVE!

\$120 if registered by Monday, May 15  
Non-members \$140

#### 6 Hours of Broker Approved Training

\*To earn NAR's e-PRO® Certification after completing this course you must be a member in good standing of the National Association of REALTORS® and complete e-PRO®: Day 2 – offered exclusively online for an additional fee.

**Speaker: Terry Watson**



Terry Watson is the "AHA guy", who makes people, companies and organizations large and small aware of the conscious and unconscious ways they sabotage their businesses and their

lives. Terry provides ridiculously effective and easily implementable strategies. In short, Terry gives you the tools you need to get out of your own way while making you laugh till you snort in the process.

#### Mailing Address:

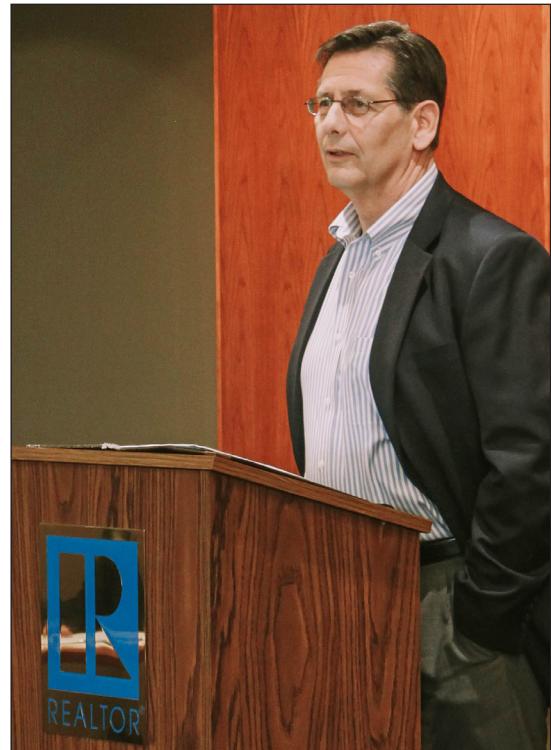
Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154



## New Rules Impacting YOU!

Seller Property Condition Disclosure Statement, record keeping requirements, and team laws and regulations were just a few of the recent license law changes Nebraska Real Estate Commission Director, Greg Lemon, discussed with members at the OABR Office on Thursday, May 4.

If you didn't attend this Face the REALTORS® event, the recent license law changes can be found online at: [www.nrec.ne.gov](http://www.nrec.ne.gov)



## Can There be Enough Fire Safety?

By Steve Vacha

ASHI-Certified Home Inspector

When I read or hear of home fire disasters, it affects me deeply. My family home was totally destroyed by fire when I was a child. In the early 60s, most homes did not have smoke alarms. If my 9-year-old brother had not woken my parents and my father had not gone back into the intensely burning house against his neighbors' urges to find his toddler son, there would have been fatalities that night.

It concerns me greatly, with the availability of inexpensive and easy to install smoke detectors, to inspect homes with families and find no working smoke detectors. We are so busy taking care of our families and running from here to there, we sometimes miss the really important and simple things. Having properly placed and working smoke detectors is one of them!

### New Inspector

Welcome to Forrest Ruel, our newest inspector to join the Home Standards' team. Forrest will primarily serve the Lincoln metro and surrounding communities.



Most smoke detectors in our homes have ionization sensors. These respond to smoke from fast flame fires, such as those caused by petroleum products or cooking oil. The trouble is, many home fires are slow burning smoldering fires and most residential fire fatalities are due to smoke inhalation that occurs at night during sleep.

That is why many fire departments are alerting us that everyone should have a smoke detector that is also equipped with what is called a photoelectric sensor. These sensors respond quickly to smoke. Place at least one of these detectors in the hall by the bedrooms.

In addition, carbon monoxide detectors are critical. I inspected a home recently, where the man said his dog saved him by licking his face. He had left his car running in the garage all night long and probably would not have woken, if not for his dog.

I am a big believer in having a family emergency plan in case the alarms go off. Here are common suggestions for a home fire safety plan:

1. Identify an emergency meeting place such as near the mailbox or a neighbor's house.
2. Assign people who are in charge of



helping children or infirmed adults out of the home.

3. Make sure at least one window is operational in a bedroom.
4. Let children know what they should do if they hear the alarm go off. For example – stay in their room, go to the safe place outside if they are old enough – how to open the window.
5. Have flashlights ready for this kind of emergency.
6. Practice the emergency plan twice a year. Kids will become familiar and will be engaged with the fire drills.

Working with home buyers, we can all encourage this type of safety awareness by verifying these systems are in working order.



Steve Vacha  
President



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## OMAHA AREA BOARD OF REALTORS® BASEBALL NIGHT

**FRIDAY, JULY 14**  
**WERNER PARK**

**DINNER 6 - 7:30 PM**  
**GAME 7:05 PM**

**\$15**

**\$1 RAFFLE TICKETS**  
**TO THROW FIRST PITCH**  
**ALL RAFFLE PROCEEDS**  
**BENEFIT REBUILDING**  
**TOGETHER OMAHA**

**OMAHA  
STORM  
CHASERS**

**VS**

**NASH -  
VILLE  
SOUNDS**

**FIREWORKS TO FOLLOW!**

Register online at [ims.oabr.com](http://ims.oabr.com). Type in your ID and password, click on "Event by date," then on the specific event.

Name \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Quantity of Tickets Ordered \_\_\_\_\_ x \$15.00 each = \_\_\_\_\_ Total \_\_\_\_\_

Credit Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Card Type (Circle One): Visa   Master Card   Discover   American Express

Make checks payable to the Omaha Area Board of REALTORS®.

Please place ticket orders by Friday, July 7.

Questions? Contact [Donna@OmahaREALTORS.com](mailto:Donna@OmahaREALTORS.com) or 402-619-5551.

**Mailing Address:**

Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154

## Professionalism in Real Estate

### Careless and Over the Line

With our fast-moving hot market, there have unfortunately been reports of troublesome and some careless behavior with showings.

One Seller reported their teenage daughter returned home to find the front door unlocked and (fortunately) the home empty. Turns out there were back-to-back-to-back showings so the person that unlocked the door was long gone when the last showing was complete. Regardless of who unlocked the door, a professional would never leave before securing the property.

The same day, another seller indicated that her furnace had been tampered with when she arrived home. Of course, she was livid! Two metal plates were removed without permission, then replaced incorrectly. A professional would never allow this without the seller's permission.

Our hope is to stress the importance of supporting each other as real estate professionals. This includes controlling the access of our customers into the property of others. Please take the time to be professional!

## Dino's Storage

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in life...*



Jen@myinsuranceomaha.com Kayleigh@myinsuranceomaha.com MaryAnne@myinsuranceomaha.com



## Code of Ethics: Article 1; Standards 1 - 8

### Preamble

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®. (Amended 1/00)

Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, REALTORS® urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where REALTORS® believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No

inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities whether conducted personally, through associates or others, or via technological means, and to conduct their business in accordance with the tenets set forth below. (Amended 1/07)

### Article 1

When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, seller, landlord, tenant or other party in a non-agency capacity, REALTORS® remain obligated to treat all parties honestly. (Amended 1/01)

#### Standard of Practice 1-1

REALTORS®, when acting as principals in a real estate transaction, remain obligated by the duties imposed by the Code of Ethics. (Amended 1/93)

#### Standard of Practice 1-2

The duties imposed by the Code of Ethics encompass all real estate-related activities and transactions whether conducted in person, electronically, or through any other means.

The duties the Code of Ethics imposes are applicable whether REALTORS® are acting as agents or in legally recognized non-agency capacities except that any duty imposed exclusively on agents by law or regulation shall not be imposed by this Code of Ethics on REALTORS® acting in non-agency capacities.

As used in this Code of Ethics, "client" means the person(s) or entity(ies) with whom a REALTOR® or a REALTOR®'s firm has an agency or legally recognized non-agency relationship; "customer" means a party to a real estate transaction who receives information, services, or benefits but has no contractual relationship with the REALTOR® or the REALTOR®'s firm; "prospect" means a seller, tenant, or landlord who is not subject to a representation relationship with the REALTOR® or

REALTOR®'s firm; "agent" means a real estate licensee (including brokers and sales associates) acting in an agency relationship as defined by state law or regulation; and "broker" means a real estate licensee (including brokers and sales associates) acting as an agent or in a legally recognized non-agency capacity. (Adopted 1/95, Amended 1/07)

#### **Standard of Practice 1-3**

REALTORS®, in attempting to secure a listing, shall not deliberately mislead the owner as to market value.

#### **Standard of Practice 1-4**

REALTORS®, when seeking to become a buyer/tenant representative, shall not mislead buyers or tenants as to savings or other benefits that might be realized through use of the REALTOR®'s services. (Amended 1/93)

#### **Standard of Practice 1-5**

REALTORS® may represent the seller/landlord and buyer/tenant in the same transaction only after full disclosure to and with informed consent of both parties. (Adopted 1/93)

#### **Standard of Practice 1-6**

REALTORS® shall submit offers and counter-offers objectively and as quickly as possible. (Adopted 1/93, Amended 1/95)

#### **Standard of Practice 1-7**

When acting as listing brokers, REALTORS® shall continue to submit to the seller/landlord all offers and counter-offers until closing or execution of a lease unless the seller/landlord has waived this obligation in writing. REALTORS® shall not be obligated to continue to market the property after an offer has been accepted by the seller/landlord.

REALTORS® shall recommend that sellers/landlords obtain the advice of legal counsel prior to acceptance of a subsequent offer except where the acceptance is contingent on the termination of the pre-existing purchase contract or lease. (Amended 1/93)

#### **Standard of Practice 1-8**

REALTORS®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing.

REALTORS®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended 1/99)

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## MEMBERSHIP

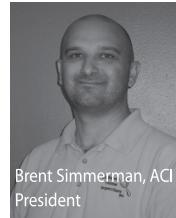
See the full membership report at:  
[www.omaharealtors.com/membership-report](http://www.omaharealtors.com/membership-report)



OABR	Apr 2017	Apr 2016
Designated REALTOR®	195	197
REALTOR®	2406	2308
REALTOR® Emeritus	49	41
<b>TOTAL</b>	<b>2660</b>	<b>2558</b>
Institute Affiliate	64	61
Affiliate	406	407
<b>TOTAL</b>	<b>3382</b>	<b>3271</b>

	Apr 2017	YTD
New REALTOR® Members	36	153
Reinstated REALTOR® Members	8	35
Resignations	14	83

GPRMLS	Apr 2017	Apr 2016
Participants (OABR)	187	190
Participants (MLS only)	64	67
Subscribers (OABR)	2413	2310
Subscribers (MLS only)	215	206
<b>TOTAL</b>	<b>2911</b>	<b>2803</b>



Brent Simmerman, ACI  
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bybeecustom@gmail.com

**402-541-7001**



## Personals



**CONGRATULATIONS** to **Maria Andrade** of NP Dodge Real Estate on receiving the MRP designation.

**CONGRATULATIONS** to **Aaron Aulner** of Keller Williams on receiving the MRP designation.

**CONGRATULATIONS** to **Heather Branton** of Better Homes and Garden Real Estate on receiving the MRP designation.

**CONGRATULATIONS** to **Don Buehler** of NP Dodge Real Estate on receiving the GRI and ABR designations.

**CONGRATULATIONS** to **Annali Leach** of Better Homes and Gardens Real Estate on receiving the MRP designation.

**CONGRATULATIONS** to **Jean Main** of RE/MAX Professionals on receiving the MRP designation.

**CONGRATULATIONS** to **Lisa Ritter** of RE/MAX Results on receiving the SRES designation.

**CONGRATULATIONS** to **Beth Cutson** of Nebraska Realty on the birth of her daughter, Lila, born January 8.

**CONDOLENCES** to **Darla Bengtson and Megan Bengtson** of Nebraska Realty on the recent loss of their Father-in-law and Grandfather.

**CONDOLENCES** to **Rod Faubion** of NP Dodge Real Estate on the recent passing of his father.

**CONDOLENCES** to **Bret Petersen** of American Dream Home Inspections on the recent loss of his mother.

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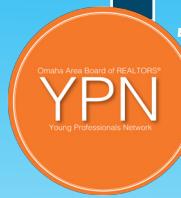
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- **Larabee School of Real Estate and Insurance**  
[www.larabeeschool.com](http://www.larabeeschool.com)  
402-436-3308
- **Moore Appraisal Ed., LLC**  
[www.mooreeducation.com](http://www.mooreeducation.com)  
402-770-8605
- **Nebraska REALTORS® Association**  
[www.nebraskarealtors.com](http://www.nebraskarealtors.com)  
402-323-6500
- **Randall School of Real Estate**  
[www.randallschool.com](http://www.randallschool.com)  
402-333-3004
- **Real Estate Resource Institute** (Paul Vojchehoske)  
[www.mrrealestatece.com](http://www.mrrealestatece.com)  
402-660-0395
- **REEsults Coaching** (Mark Wehner)  
[www.reesultscoaching.com](http://www.reesultscoaching.com)  
402-676-0101
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## MOBAupdate

### MOBA Continues to Promote New Home Buying and Construction...

The Spring Parade of Homes showcased MOBA builders and new homes for potential homebuyers to visit. Homebuyers are out shopping and MOBA continues to support the home industry with the 2017 Summer Parade of Homes starting July 15th and running through July 2nd. The Parade will feature homes in all price ranges throughout the Omaha metro area. Look for more information in the Omaha World Herald and at [www.MOBA.com](http://www.MOBA.com).

The Metro Omaha Builders Association provides a place for companies to work together to provide quality homes and commercial buildings for the Omaha area. Quality construction in attractive and affordable communities is important to us because we are your neighbors. We work, play and serve in your communities. The Metro Omaha Builders Association members are dedicated to preserving integrity and lifestyle through high professional standards and sound business practices.



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## MOBAcalendar

### Metro Omaha Builders Association

#### OTHER UPCOMING EVENTS

June 06, 2017 MOBA Executive Meeting  
June 07, 2017 Professional Women's Committee  
June 14, 2017 MOBA BOD Meeting  
June 20, 2017 Associates Council Meeting  
July 15-16 & 20-23, 2017 **MOBA Summer Parade of Homes**

**Details on these events and more....**

visit [www.MOBA.com](http://www.MOBA.com)

**Need to Renew your MOBA membership?**

**You can now pay online...**

**just click on "Join MOBA"**

# OABR GOLF *Outing*

*Hosted by the  
Affiliates Council*

**\$100 / Player**

OABR members only

Includes: Lunch, Reception & Appetizers  
Cash Bar

**Reception & Appetizers**

**\$25 / Person**

in the Oak Hills Clubhouse

**Only 36 teams available!**

**Sign up now!**

*Goody bags!*

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*Flight Prizes!*



**Monday,**

**August 21, 2017**

Registration | 9:15 - 9:45 am

Shotgun Start @10:00 am

**Oak Hills Country Club**

12325 Golfing Green Drive  
Omaha, NE 68137

**All mulligan sales will go to YES  
(Youth Emergency Services)**



**Full payment & registration must be submitted in order to secure your spot.**

CC # \_\_\_\_\_ Exp Date \_\_\_\_\_ / \_\_\_\_\_

Billing Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ Zip: \_\_\_\_\_

# of OABR Members \_\_\_\_\_ x \$100/player = \_\_\_\_\_

# of Reception & Appetizers Only \_\_\_\_\_ x \$25/person = \_\_\_\_\_

Card Type: Visa      Master Card      Discover      American Express

**Team Players:**

Player 1 \_\_\_\_\_

Player 2 \_\_\_\_\_

Player 3 \_\_\_\_\_

Player 4 \_\_\_\_\_

**Please register by August 10 to**

Debbie@OmahaREALTORS.com  
or 402-619-5553

**Make checks payable to:**

OABR Affiliates Council -- Attn: Debbie

**Mailing Address:**

Omaha Area Board of REALTORS®  
11830 Nicholas St.  
Omaha, NE 68154

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