



MARCH 2018

Review



COMING UP

NEW MEMBER ORIENTATION

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

YPN ADVISORY BOARD

March 8; 2:00 pm - 3:00 pm
OABR Boardroom

EDUCATION FORUM

March 14; 8:30 am - 9:30 am
OABR Boardroom

SOCIAL EVENTS

March 14; 10:00 am - 11:00 am
OABR Boardroom

STATE OF THE REAL ESTATE MARKET

March 15; 10:00 am - 11:00 am
OABR Education Center

RPAC PHOTO DAY

March 20; 1:00 pm - 4:00 pm
March 21; 9:00 am - 12:00 pm
OABR Education Center

AFFILIATES COUNCIL

March 20; 9:00 am - 10:00 am
OABR Education Center

REALTORS® Impact New Tax Law

The National Association of REALTORS® (NAR) worked throughout the tax reform process to preserve the existing tax benefits of homeownership and real estate investment, as well to ensure as many real estate professionals as possible would benefit from proposed tax cuts. Many of the changes reflected in the final bill were the result of the engagement of REALTORS®, not only in the last three months, but over several years. The final legislation will benefit most Omaha-area homeowners, homebuyers, real estate investors, and REALTORS® as a result.

The final bill includes some big successes for the REALTOR® Party. REALTORS® helped save the exclusion for capital gains on the sale of a home and preserved the like-kind exchange for real property. Many agents and brokers who earn income as independent contractors or from pass-through businesses will see a significant deduction on that business income. The new law provides generally lower tax rates for all individual tax filers. While this does not mean that every American will pay lower taxes under these changes, most will.



The new tax law cuts the corporate and individual tax rates and doubles the standard deduction. A single filer's deduction increases from \$6,350 to \$12,000; Married and Joint Filers increase from \$12,700 to \$24,000.

Continued on Page 4



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Message from the OABR President

Happy Spring!



Mark Leaders
President

Yes, spring is right around the corner. Now is a great time to prepare your upcoming listings for a fantastic market. Your sellers need to look at their home as if they are the potential buyers. What are the hot trends in colors and decorating?

As you walk through the home with the sellers, what repairs or updates do you see that need addressing? Some sellers will simply say that they have lived with these issues for years and the new buyer can live with it also. The thought behind this usually doesn't work for today's buyers. It is our job as an industry to inform our customers to help them make great decisions.

Asking the sellers to get a pre-inspection done on their home maybe a great way to address any concerns you may have with their home. Most likely the home will show better, bring stronger offers with less negotiation and a quicker sale with more money in the seller's pocket.

We have all had transactions with home inspection re-negotiations going on. Make sure your sellers are on board, it is their money! A smoother transaction is what all parties wish for.

We also need to prepare our buyers to have reasonable expectations. Writing offers in multiple offer situations is very stressful and emotional. There can only be two winners, the seller, and the buyer. Writing offers to win is one thing.

Wanting to re-negotiate the price after the home inspection or just get out of the contract is dangerous. I see and hear of this type of business practice way too much. The better you prepare the buyer, the better the transaction will be for all involved. Make sure you always show your professionalism.



Have a wonderful and successful Spring market.

Remember, **REALTORS® Own It!**

Mark

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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.





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Questions? Contact Donna Shipley at 402-619-5551; Fax: 402-619-5559
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REALTORS® Impact New Tax Law

Continued from Page 1

The mortgage interest deduction stays in place for most Americans: If you buy a home between now and 2026, you can take an itemized deduction for the interest on up to \$750,000 in mortgage debt, provided it was used to purchase or improve the property.

Looking back the tax bill could have been much worse for real estate. Earlier versions of the tax plan eliminated property tax deductions entirely and cut the mortgage-interest cap even further.

The biggest win for the real estate industry may be that the final bill maintains the exclusion for capital gains from the sale of a primary residence.



NAR will be providing ongoing updates and guidance to members in 2018, as well as working with Congress and the Administration to address additional concerns through future legislation and rulemaking.

Individuals should consult a tax professional about their own personal situation, but all individual provisions are generally effective after December 31, 2017 for the 2018 tax filing year.

Continuing Education



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- Moore Appraisal Ed., LLC**
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- Randall School of Real Estate**
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Registration

Fax this Registration to: 402/323-6501 OR mail with check to: Nebraska REALTORS® 800 South 13th, Suite 200 Lincoln, NE 68508 OR call with credit card information 402/323-6500 (in Lincoln) or 1-800-777-5231 OR register online at: www.NebraskaRealEstateEducation.com. (Visa, Mastercard & Discover).

Cancellation Policy: If you need to cancel your registration, written notification must be submitted to the Association office prior to the beginning of the course. You will receive a refund minus a \$55.00 cancellation fee. No refunds will be given once the class has begun.

Welcome!

Dakota Ghegan, Member Services Coordinator

New to the Omaha Area Board of REALTORS® staff is Dakota Ghegan. She will be serving as our Member Services Coordinator. Dakota graduated from Hastings College with a Bachelor of Arts degree in Music History and a minor in Spanish.

Dakota is a life-long native of Omaha.

In her free time Dakota enjoys reading and playing with her red heelers, Benny and Bruiser. Her hobbies include playing the flute and writing.

We are very excited to have her on our team here at the Omaha Area Board of REALTORS®. Please join us in welcoming Dakota when you see her at the office!



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Electrical Surges in Homes



By Steve Vacha

President

It is estimated that a normal house receives up to 4,000 electrical surges every year. Ever wonder why your dishwasher or microwave suddenly stopped working one day? Electrical surges may be the hidden culprit.

My new home's A/C unit had to be replaced three times in the first 3 years. Finally, the HVAC tech suggested installing a surge protection device on the unit. The A/C has worked fine for the last 13 years.

The damage to our devices from one surge is not always catastrophic, but multiple, continual surges to the sensitive electronics in our homes has a cumulative effect – causing trouble to our computers, TVs, microwaves,

dishwashers, or any other appliance with a computer chip.

What causes these surges? As advanced as our power grids are, they still have limitations and can be disturbed. Some causes include small animals walking on the electrical lines, trees falling on the lines, or malfunctions of the electrical lines and connectors outside our home. These pauses and surges of power are what can cause the problems to our devices.

How do we protect our electronics and appliances from electrical surges? Surge protection strips have been our go to defense for stand-alone electronics like computers and big screens. Older houses will typically have ungrounded outlets. Surge protection strips alone do not provide protection when plugged into an ungrounded outlet.

A more comprehensive protection is



a whole house surge protection device (which will protect appliances plugged into ungrounded outlets). A commonly known system is what OPPD offers. They will install a whole house protection system at the main electrical socket of the house. There is a monthly fee for this service. Another option is to have an electrician install a whole house surge protection device near the main electrical panel.

Both these options are much cheaper than having to replace even one major appliance.



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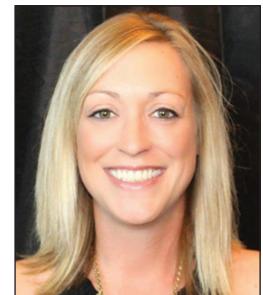
Affiliate Spotlight

How Much Money Can I Save with a Home Warranty?

By Kayla Shafer, Home Warranty of America

Protect your budget against unexpected home repairs!

Having a home warranty safeguards you against unexpected and costly repairs of your home's major appliances (including your refrigerator, washer, dryer, dishwasher, etc.) and mechanical systems (such as your heating, plumbing and air conditioning). A warranty covers malfunctions as well as normal wear and tear over the life of a product.



Kayla Shafer

If something in your home breaks down, you simply pay a trade call fee for a technician to diagnose the problem. If the technician determines that an appliance or system covered in your home warranty contract is the source of the issue, that appliance or system is repaired or replaced at no additional cost to you. Trade call fees are typically \$75-\$100.

Without a home warranty, home repair costs can escalate quickly. There's the diagnostic fee to have a technician come to your home to determine the problem, plus the hourly rate for the technician's labor once the problem is assessed, plus the cost for parts and/or a replacement product.

To get a clearer picture of how much you could save by investing in a home warranty, check out the list below highlighting common issues that can happen at any time, and the typical cost of repair and/or replacement. You realize one morning that your refrigerator and freezer are no longer keeping your food cold. This isn't a problem that can be put off, which means a surprise expense added to your budget. How much? It could be more than \$600 to repair, or \$1,500 or more to replace, depending on the style of the appliance.

You load the dishwasher only to find that after it's run, your dishes still aren't clean. You literally rinse and repeat, but with the same result. Your dishwasher is meant to add convenience to your daily life because you don't have the time to hand wash everything. So once again, you're left to spend roughly \$200 for repair, or \$600 or more for a replacement dishwasher.

Ever step into the shower only to realize you don't have hot water? Not fun. And you certainly don't want to make cold showers your new routine. Unfortunately, the typical new water heater costs around \$850.

The weather outside is frightful, and inside ... it's just as frightful, because your furnace just quit. Delaying this essential repair could result in even more expensive repairs due to frozen pipes, not to mention lots of extra laundry due to the number of layers you're wearing to keep warm. Depending on the problem, you could be parting ways with a lot of cold, hard cash. Simple furnace repairs average around \$450, and total furnace replacement can cost \$6,500 or more.

In addition to the costs outlined above are the hassles that go with finding and scheduling the right technician, purchasing the right part and/or deciding on the best new appliance, shopping around for the appliance you need to ensure you're getting the best price — and doing it all while your home isn't operating the way you expect it to. The benefits of a home warranty don't stop at cost savings and lower stress levels. Simply having the warranty in place can even provide added value should the time come to sell your house, and minimize the chance of any post-sale disputes.

Contact

Home Warranty of America
Kayla.Shafer@hwahomewarranty.com





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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 JANUARY MEETING ATTENDANCE:

Lisa Powell (President) – P & P Insurance Agency

Brenda Stuart (Treasurer) – ServiceOne Inc

Bonnstetter, Lori – 2-10 Home Buyers Warranty

Connor, Tracy – City-Wide Termite & Pest Control

Doeschot, Melanie – Ambassador Title Services

Dritley, Amy – Peoples Mortgage Company

Hart, Irene – Amoura Productions Photography

Hovorka, Richard – US Bank Home Mortgage

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King, Sherri – Renew Resurfacing

Kopun, PK – Centris Federal Credit Union

Lamoureux, Jeanne – Centris Federal Credit Union

McGee, Mark – American National Bank

Miller, Scott – MB Financial Bank

Nelson, Al – Trustworthy Title & Escrow

Paradis, Mia – Stewart Title

Paul Chris – PuroClean Restoration Service

Paulson, Paula – First National Bank

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Rasmussen, Brent – Mortgage Specialists LLC

Saum, John – SAC Federal Credit Union

Shafer, Kayla – Home Warranty of America

Smythe, Jody – Retirement Funding Solutions

Sullivan, Michael – City-Wide Termite & Pest Control

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

Tuesday, April 17 - 9:00 a.m.

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

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Summer Franco – Benchmark Mortgage

Lisa Powell – P & P Insurance Agency

Kayla Shafer – Home Warranty of America

Lou Bozak – Paul Davis Restoration

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Walsh, Maureen
Walsh, Patrick
Walter, Ricky
Warren, Clay
Waterman, Deborah
Watson, Adam
Watson, Roxanna
Wear, Christopher
Weaver, Laura
Wees, Merri
Wehner, Therese
Wehner Jacobsen, Kristen
Wehrer, Kerri
Weinert, Katie
Wells, Mary
Wentz, Melody
Wertheim, Robert
Wessling, Kenneth
Westerlin, Dixie
Wetherbee, Edward
Whisler, Tawni
Wichman, Connie
Wickstrom, Katherine
Widhalm, Amy
Wiebusch, Vaughn
Wiens, Nicholas
Wilder, Daniel
Wilhelm, Charles
Wilhelm, Cheryl
Wilke, Marilyn
Wilkie, Jacqueline
Willey, Damian
Williams, April
Williams, Carolina
Williams, Jacqueline
Williams, Jennifer
Wilson, Brian
Wilson, Emily
Wilson, Mark
Wirges, Richard
Wood, Warren
Woolde, Sandra
Workman, Heeran
Wortman, Daniel
Wurstner, Jacqueline
Yost, Anton
Zach, Bradley
Zach, Margaret
Zahn, Richard
Zechmann, Lance
Zerse, Geraldine
Ziegler, Ian
Zimmerman, Shannon
Zona, Dustin

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

Rasmussen, Brent, Mortgage Specialists LLC
Sandiland, Becky, First National Bank
Stuart, Brenda, ServiceOne Inc

GOVERNOR'S CLUB (\$500+)

Pierce, Rachel, Benchmark Mortgage

50 CLUB (\$50+)

Ahlvers, Chad, Cornerstone Home Inspection
Andresen, Robert, Metro Pest Insp Inc
Arrasmith, Lynette, Benchmark Mortgage
Bang, Scott, Hiller Electric Company
Bayne, Dave, A-1 Mold Testing & Remediation
Berlin, Jeff, RE/MAX Central Inc
Berry, Jerad, Centris Federal Credit Union
Blake, Jessica, Security National Bank
Braun, Carl, Quality Pest Control
Burden, Ryan, Farm Bureau Financial Services
Carlson, Brenda, MB Financial Bank
Churchill, Jeff, ServiceOne Inc
Churchill, John, ServiceOne Inc
Clure, Carrie, Ambassador Title Services
Cooley, Liz, Rearranged for Change
Cooper, Ray, Roof Tech
Corsini, Bob, Corspect LLC
Costello, Harrison, ABC Termite & Pest Control Inc
Curfman, Jeanne, Security National Bank
Dasenbrock, Alan, Alan Dasenbrock Affiliate
Denning, Rob, Guild Mortgage Company
Deseck, Jennifer, Omaha National Title
Dobrovolny, Joe, Equitable Bank
Doeschot, Melanie, Ambassador Title Services
Dreier, Douglas, Multi-Images Photography
Dritley, Amy, Peoples Mortgage Company
Duran, James, KreativElement
Earl, Bradley, Lien Termite And Pest Control
Earl, Gregory, Lien Termite And Pest Control
Fahey, Brian, Missouri River Title
Ferris, Jason, Veridian Credit Union
Feurt, Catherine, Northwest Bank
Franco, Summer, Benchmark Mortgage
Fry, Marcie, Marcie Fry Photography
Geise, Shane, Precision Lighting & Electric
Gomes, Justin, National Property Inspections
Goodrich, Gene, Goodrich Electric
Hamrick, Samantha, Northwest Bank
Hinton, Tracy, Peoples Mortgage Company
Hudkins-Radke, Julie, Stage It Home Staging & Redesi
Jensen, Co quette, Omaha National Title
Johnson, Michael, Miller Pest & Termite LLC
Johnson, Roger, Johnson Services
Jones, Jason, Platinum Radon Solutions
Jones, Patrick, Hand Electric LLC
Kollekowski, Gerald, Lien Termite And Pest Control
Kopun, Gabe, Metro Credit Union Mortgage
Kopun, Predrag, Centris Federal Credit Union
Larsen, Rod, First National Bank
Levinson, Cody, SAC Federal Credit Union
Longo, Laura, Centris Federal Credit Union
Lucas, Nate, A-1 Mold Testing & Remediation
Mainelli, Aaron, Inspectix Home Inspections
Mancuso, Michael, First State Bank
McGee, Mark, American National Bank
McGuire, Marty, Farm Bureau Financial Services
McKernan, Mary, Gateway Mortgage Group
Meister, Jan, Bank of The West
Mick, Josh, Priority Termite & Pest Contro
Miers, Lisa, MB Financial Bank
Moneto, Kimberly, Nebraska Title Company
Mortensen, Andrew, Inspectix Home Inspections
Nelson, Drew, Hand Electric LLC

SENATOR'S CLUB (\$150+)

McCarthy, Christie, Lincoln Federal Savings Bank
Vacha, Steve, Home Standards Insepection Services
Worley, Tricia, SAC Federal Credit Union

99 CLUB (\$99+)

Graves, Mark, Mark Graves Photography

Nelson, Keith, Inspectix Home Inspections
Nogg, Brian, I-Go Van and Storage Co
Olson, Jason, Northwest Bank
Parker, Kayci, Peoples Mortgage Company
Paul, Chris, PuroClean Restoration Service
Paulson, Paula, First National Bank
Payne, Shawn, Payne Electric
Petersen, Eric, P & P Insurance Agency
Plicanic, Adis, APL Home Inspections LLC
Powell, Lisa, P & P Insurance Agency
Protzman, Bart, Great Western Bank
Richards, Van, Lien Termite And Pest Control
Ross, Ryan, ABC Termite & Pest Control Inc
Saum, John, SAC Federal Credit Union
Scebold, Jennifer, Charter West Bank - Mtg Center
Schlabs, Ryan, Northwest Bank
Schulte, Brett, Professional Termite & Pest Co
Sederstrom, Charles, Nebraska Assoc of Mtg Brokers
Seigel, W John, MOPOA
Sherman, Julie, United Distributors Inc
Sladek, Mary, My Insurance LLC
Slusky, Dan, Quality Home Inspection Inc
Smith, Andy, National Property Inspections
Smith, Luke, Omaha National Title
Smith, Ruth, Norms Door Service
Staab, Adam, Bulldog Professional Inspectio
Stephens, John, Hand Electric LLC
Stevens, Tod, Town & Country Pest Control In
Stone, Sarah, Mortgage Specialists LLC
Thiel, Matthew, DRI Title & Escrow
Thiele, Richard, Market Property Inspection
Thompson, Nancy, Prime Lending
Thorne, Stacy, CMG Financial
Tibbles, Kirk, Elite Termite
Timmerman, Betsy, Guild Mortgage Company
Tredway, Chip, Excel Window Solutions
Trescott, Erin, MB Financial Bank
Wanninger, John, Inspectix Home Inspections
Weeks, Heidi, Centris Federal Credit Union
Wiles, Victoria, Permite Company
Wilhelm, Jeremy, The Private Mortgage Group
Wilken, Daryle, National Property Inspections
Williamson, Jeff, MB Financial Bank
Wolski, Mike, Wolski Brothers Pest Control
Zeigler, Dani, Freedom Insurance Services
Zwiebel, Nick, MB Financial Bank

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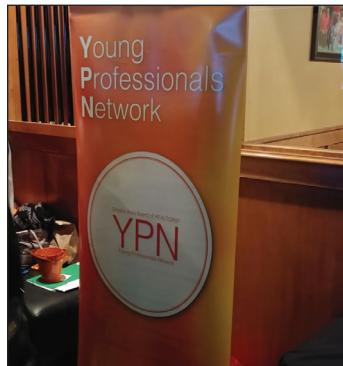


YPN BINGO Night

YPN Bingo Night held on February 8 was a fundraiser benefiting the local Omaha charity, ABIDE. Below is a thank you from Candy Zollifcoffer, Development Coordinator at ABIDE to the YPN Advisory Board for choosing to support their charity in 2018. A total of \$2,100 was raised at the event for ABIDE.

Thank you for choosing to support ABIDE in 2018! Transforming the inner city cannot happen without support from leaders like you. The money raised from Bingo Night will help young leaders like Alendra continue to stay in school and keep a positive outlook through our youth programs. Thank you for being part of the transformation happening in our city! We are Better Together!

- Candy Zollifcoffer



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OABR Foundation Supports Abide Network



The OABR Foundation was founded 25 years ago and today backs a mission of support to the community through real estate education, housing assistance, and general community needs. Over the years, REALTORS® have invested in the Foundation with hopes of making a difference.

Abide is an inner city, non-profit organization with the dream, that one day Omaha will have no inner city. Their mission is to transform the inner city, one block at a time using a holistic approach focusing on community building, providing family support, and housing.

Last year the OABR Foundation began its support of the Abide Network in Omaha. Abide's success is clearly seen in neighborhood crime and in the lives of those impacted by their programs including more than 30 Lighthouses in North Omaha. Through partnerships, like the OABR Foundation, Abide renovates properties, usually vacant and neglected, then places families in homes that become Lighthouses for the neighborhood. Lighthouse families are neighborhood advocates. They coordinate positive community-building activities by getting to know the residents and becoming the eyes and ears of the community.

The efforts of the OABR Foundation will be reflected in a future Lighthouse near North 34th Street and Fowler Avenue, which is set to be completed next year. As an Omaha-area REALTOR®, you should be proud of this gift back to the community. To learn more about the Abide Network, go to: www.AbideOmaha.org.

The OABR Foundation is a 501(c)(3) charitable organization operated by the Omaha Area Board of REALTORS® who also pay all administrative costs, so that 100 percent of all contributions go directly back into the community. To support this effort and to put us on track to support additional charitable efforts in the community, make a donation by visiting www.OmahaREALTORS.com/OABRfoundation.



Ron and Twany Dotzler, founders of Abide Network with OABR Foundation Board Members Mark Leaders, Monica Lang, Deda Myhre, Cathy Blackman, and Joe Gehrki. Not pictured are Jerry Ahlvers, Susan Clark, Doug Dohse, and Lindsey Krenk.

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GO-ASHI Greater Omaha Chapter American Society of Home Inspectors

The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession. The members of GO-ASHI promote this mission through continued education provided at our monthly meetings.



February 2018 meeting attendance:
Guest Speakers: Arla Meyer - Nebraska Realty
John Fowler - Home Services Repair

Jon Vacha ACI (President) - Home Standards Inspection Services

Steve Marten ACI (Treasurer) - Homespec Property Inspections

Mike Frerichs ACI (Secretary) - Home Buyers Protection Co

Byrd, Mark ACI - Accurate Building Inspection

Crnkovich, Rick ACI - Heritage Home Services, Inc

Eggenberg, John ACI - Surehome Inspection Services

Petersen, Bret ACI - Home Buyers Protection Co

Simmerman, Brent ACI - Midlands Home Inspections, Inc

Thiele, Dick ACI - Market Property Inspection, LLC

Vacha, Steve ACI - Home Standards Inspection Services

*ACI denotes ASHI Certified Inspector

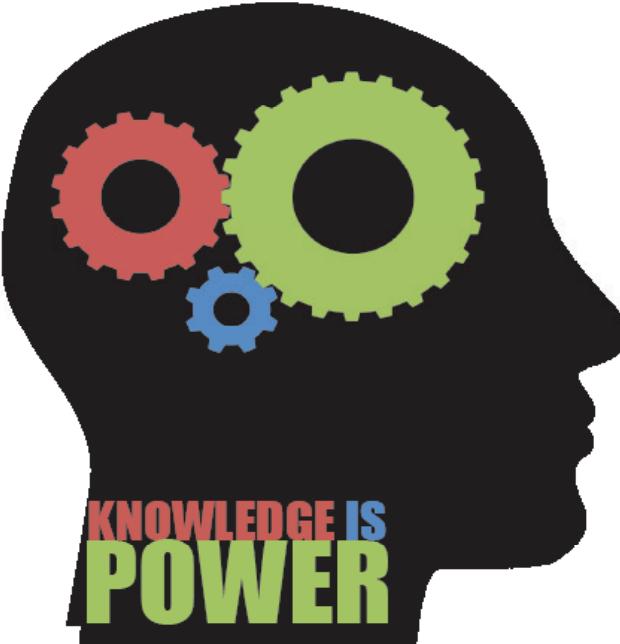
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State of the REAL ESTATE MARKET in 2018 (999T)

Gregg Mitchell started out as a real estate sales agent, receiving his appraisal license in 1978. President of Mitchell & Associates for more than 20 years, Gregg has personally conducted and supervised valuations of more than 30,000 homes in the greater Omaha area.

Gregg received his Residential Membership (RM) in 1987 and his Senior Residential Appraiser certification in 1990. Gregg is a member of the National Association of REALTORS®, the Nebraska REALTORS® Association, the Omaha Area Board of REALTORS®, and the Great Plains REALTORS® Multiple Listing Service. He also served on the Nebraska Real Property Appraiser Board.

Thursday, March 15, 2018

10:00 - 11:00 a.m.

OABR Education Center

11830 Nicholas Street
Omaha, NE 68154

This FREE session will provide you with one hour of Broker Approved Training. For Broker Approved Credit, talk with your broker.

*Coffee and cookies will be provided.

Register online at www.ims.oabr.com or send your reservations to one of the following:

OABR
11830 Nicholas St.
Omaha, NE 68154

Fax: 402-619-5559

Email: Donna@OmahaREALTORS.com

Name _____ License # _____

Company _____ License Type _____

Phone _____

Email _____

A Tropical Chili Cook-Off

A record breaking \$2,345 was raised for the annual Virtual Food Drive for the Food Bank for The Heartland this year. This number, plus the amount of food donated at the 21st Annual Chili Cook-Off totals 7,174 meals.

The Chili Cook-Off was held at the OABR office on Wednesday, February 21. 31 chili chefs tried to impress six guest judges, including Herb Freeman, Nebraska REALTORS® Association 2018 President; Tammy Brookhouser, Nebraska REALTORS® Association CEO; Kelly Nyberg, Channel 3 The Morning Blend; David Earl, Channel 7 News; Brian Barks, Omaha Food Bank for the Heartland; and KPTM 42 Commentator, Radio Personality, and blogger, Tom Becka.

The winner of the Virtual Food Drive was Nebraska Realty with over \$733 collected. Second place went to RE/MAX Results and 3rd place went to CBSHOME. Great job everyone!

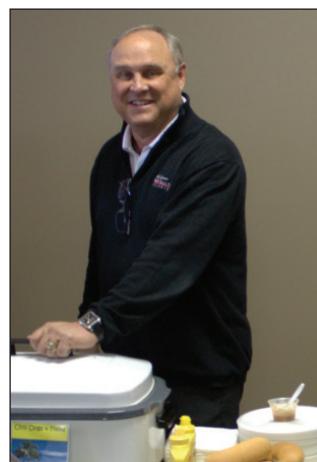
Congratulations to our Grand Giver Award recipients: Nebraska Realty, CBSHOME, and the OABR Affiliates.

Congratulations to the Winning Chili Cook-Off Chefs!

1st Place - Vaughn Wiebusch – RE/MAX Results
(\$100 Gift card to Focus Printing)

2nd Place - Tracy Ostransky – Arbor Bank
(\$60 Gift card to Focus Printing)

3rd Place - Chris Myers – Leaping Lizards Locksmiths
(\$40 gift card to Focus Printing)





Membership

See the full membership report at:
www.omaharealtors.com/membership-report



JANUARY ACTIVITY	MO.
New REALTOR® Members	62
Reinstated REALTOR® Members	5
Resignations	27

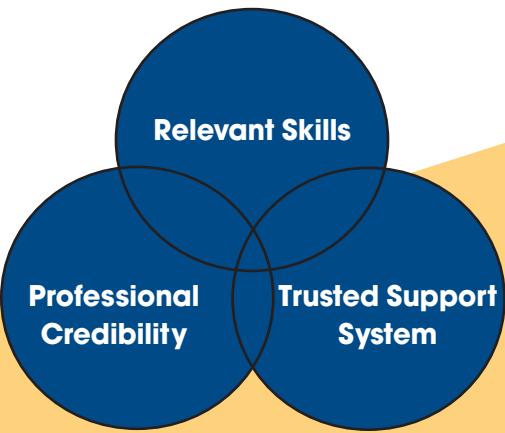
OABR - February 1

	2018	2017
Designated REALTORS®	204	197
REALTOR®	2476	2314
REALTOR® Emeritus	50	48
TOTAL REALTORS®	2730	2559
Institute Affiliate	66	66
Affiliate	427	387

GPRMLS - February 1

	2018	2017
Participants (OABR)	196	189
Participants (MLS only)	71	64
Subscribers (OABR)	2485	2326
Subscribers (MLS only)	233	211
TOTAL	3013	2817

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RPAC PHOTO DAY

\$25 *All proceeds go to RPAC!*

Tuesday, March 20

1:00 pm - 4:00 pm

Wednesday, March 21

9:00 am - 12:00 pm

Held at the OABR Office

11830 Nicholas St
Omaha, NE 68154

Time for a new headshot?
Get yours with a
\$25 investment
in RPAC!



Tips to help you look your best!

- Wear your best business attire so you'll feel comfortable and confident.
- Avoid patterns, instead choose a solid color that complements you.
- Apply your makeup using natural light for the best finish.
- Use matte powders and eye shadows to avoid a shiny face.
- Wear a brighter color lipstick than usual.
- Practice your smile so you can evaluate it before hand.

Contributions are not deductible for federal income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. 85% of each contribution is used by your state RPAC to support state and local political candidates; 15% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116.

Please include completed form below.

Name _____ Company _____

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Total \$ _____ CC # _____ Expiration Date _____

CVV # (3 digit code on back) _____ Card Type: Visa _____ Master Card _____ Discover _____ American Express _____

To schedule, contact Donna Shipley at Donna@OmahaREALTORS.com or 402-619-5551.

Make checks payable to RPAC.

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Sherri Daly



Jane Ploughman



Leslie Petersen



Kurt Pfeffer



Gary Price



Scott Rosenthal



Tammy Smart



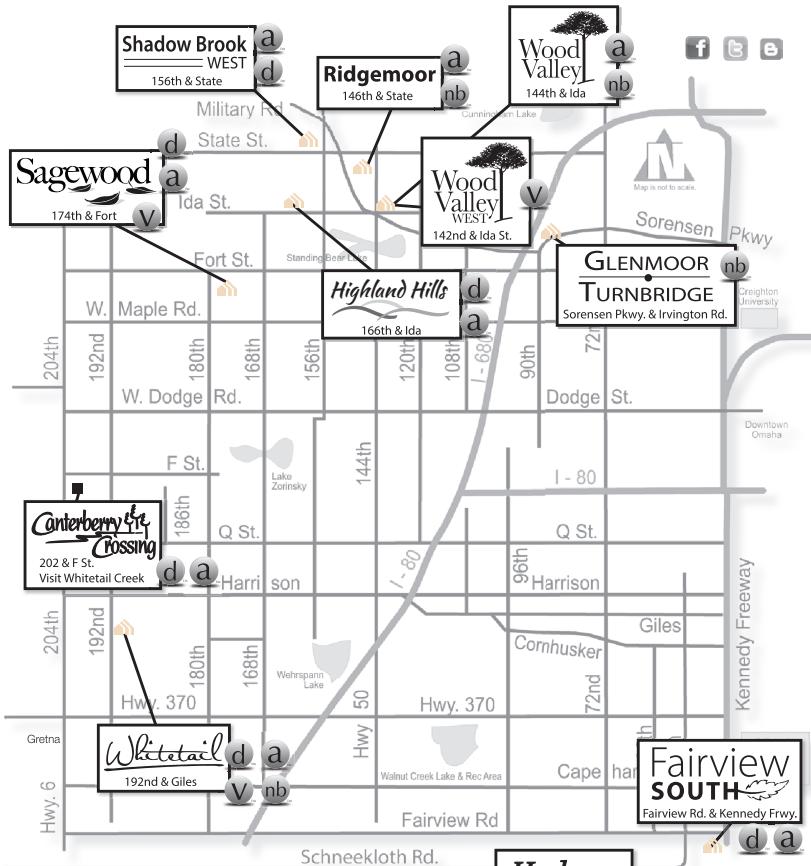
Shawn McGuire
Sales Manager



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- lifestyle villa

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champagne, and your chips (\$1000 worth)

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For details on sponsoring this event,
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bridget@hsinspections.com

An event to benefit Habitat for Humanity



Code of Ethics: Articles 10 - 12

Article 10

REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14)

REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Amended 1/14) [listen]

Standard of Practice 10-1

When involved in the sale or lease of a residence, REALTORS® shall not volunteer information regarding the racial, religious or ethnic composition of any neighborhood nor shall they engage in any activity which may result in panic selling, however, REALTORS® may provide other demographic information. (Adopted 1/94, Amended 1/06)

Standard of Practice 10-2

When not involved in the sale or lease of a residence, REALTORS® may provide demographic information related to a property, transaction or professional assignment to a party if such demographic information is (a) deemed by the REALTOR® to be needed to assist with or complete, in a manner consistent with Article 10, a real estate transaction or professional assignment and (b) is obtained or derived from a recognized, reliable, independent, and impartial source. The source of such information and any additions, deletions, modifications, interpretations, or other changes shall be disclosed in reasonable detail. (Adopted 1/05, Renumbered 1/06)

Standard of Practice 10-3

REALTORS® shall not print, display or circulate any statement or advertisement with respect to selling or renting of a property that indicates any preference, limitations or discrimination based on race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity. (Adopted 1/94, Renumbered 1/05 and 1/06, Amended 1/14)

Standard of Practice 10-4

As used in Article 10 "real estate employment practices" relates to employees and independent contractors providing real estate-related services and the administrative and clerical staff directly supporting those individuals. (Adopted 1/00, Renumbered 1/05 and 1/06)

Article 11

The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage; specifically, residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate.

REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10)

Standard of Practice 11-1

When REALTORS® prepare opinions of real property value or price they must: be knowledgeable about the type of property being valued, have access to the information and resources necessary to formulate an accurate opinion, and be familiar with the area where the subject property is located unless lack of any of these is disclosed to the party requesting the opinion in advance.

When an opinion of value or price is prepared other than in pursuit of a listing or to assist a potential purchaser in formulating a purchase offer, the opinion shall include the following unless the party requesting the opinion requires a specific type of report or different data set.

Standard of Practice 11-2

The obligations of the Code of Ethics in respect of real estate disciplines other than appraisal shall be interpreted and applied in accordance with the standards of competence and practice which clients and the public reasonably require to protect their rights and interests considering the complexity of the transaction, the availability of expert assistance, and, where the REALTOR® is an agent or subagent, the obligations of a fiduciary. (Adopted 1/95)

Standard of Practice 11-3

When REALTORS® provide consultive services to clients which involve advice or counsel for a fee (not a commission), such advice shall be rendered in an objective manner and the fee shall not be contingent on

the substance of the advice or counsel given. If brokerage or transaction services are to be provided in addition to consultive services, a separate compensation may be paid with prior agreement between the client and REALTOR®. (Adopted 1/96)

Standard of Practice 11-4

The competency required by Article 11 relates to services contracted for between REALTORS® and their clients or customers; the duties expressly imposed by the Code of Ethics; and the duties imposed by law or regulation. (Adopted 1/02)

Article 12

REALTORS® shall be honest and truthful in their real estate communications and shall present a true picture in their advertising, marketing, and other representations. REALTORS® shall ensure that their status as real estate professionals is readily apparent in their advertising, marketing, and other representations, and that the recipients of all real estate communications are, or have been, notified that those communications are from a real estate professional. (Amended 1/08)

Standard of Practice 12-1

REALTORS® may use the term "free" and similar terms in their advertising and in other representations provided that all terms governing availability of the offered product or service are clearly disclosed at the same time.

(Amended 1/97)

Standard of Practice 12-2

REALTORS® may represent their services as "free" or without cost even if they expect to receive compensation from a source other than their client provided that the potential for the REALTOR® to obtain a benefit from a third party is clearly disclosed at the same time. (Amended 1/97)

Standard of Practice 12-3

The offering of premiums, prizes, merchandise discounts or other inducements to list, sell, purchase, or lease is not, in itself, unethical even if receipt of the benefit is contingent on listing, selling, purchasing, or leasing through the REALTOR® making the offer. However, REALTORS® must exercise care and candor in any such advertising or other public or private representations so that any party interested in receiving or otherwise benefiting from the REALTOR®'s offer will have clear, thorough, advance understanding of all the terms and conditions of the offer. The offering of any inducements to do business is subject to the limitations and restrictions of state law and the ethical obligations established by any applicable Standard of Practice. (Amended 1/95)

Standard of Practice 12-4

REALTORS® shall not offer for sale/lease or advertise property without authority. When acting as listing brokers or as subagents, REALTORS® shall not quote a price different from that agreed upon with the seller/landlord. (Amended 1/93)

Standard of Practice 12-5

Realtors® shall not advertise nor permit any person employed by or affiliated with them to advertise real estate services or listed property in any medium (e.g., electronically, print, radio, television, etc.) without disclosing the name of that Realtor®'s firm in a reasonable and readily apparent manner either in the advertisement or in electronic advertising via a link to a display with all required disclosures. (Adopted 11/86, Amended 1/16)

Standard of Practice 12-6

REALTORS®, when advertising unlisted real property for sale/lease in which they have an ownership interest, shall disclose their status as both owners/landlords and as REALTORS® or real estate licensees. (Amended 1/93)

Standard of Practice 12-7

Only REALTORS® who participated in the transaction as the listing broker or cooperating broker (selling broker) may claim to have "sold" the property. Prior to closing, a cooperating broker may post a "sold" sign only with the consent of the listing broker. (Amended 1/96)

Standard of Practice 12-8

The obligation to present a true picture in representations to the public includes information presented, provided, or displayed on REALTORS®' websites. REALTORS® shall use reasonable efforts to ensure that information on their websites is current. When it becomes apparent that information on a REALTOR®'s website is no longer current or accurate, REALTORS® shall promptly take corrective action. (Adopted 1/07)

Standard of Practice 12-9

REALTOR® firm websites shall disclose the firm's name and state(s) of licensure in a reasonable and readily apparent manner.

Websites of REALTORS® and non-member licensees affiliated with a REALTOR® firm shall disclose the firm's name and that REALTOR®'s or non-member licensee's state(s) of licensure in a reasonable and readily apparent manner. (Adopted 1/07)

Personals



CONGRATULATIONS to **Don Karnish** of BHHS Ambassador Real Estate on receiving the SRES designation.

CONGRATULATIONS to **Kimberly Kuklin** of BHHS Ambassador Real Estate on receiving the ABR and SRES designations.

CONGRATULATIONS to **Donna Shipley** of the Omaha Area Board of REALTORS® on receiving the ePRO designation.

CONGRATULATIONS to **Wendy Welch** of the BHHS Ambassador Real Estate on receiving the MRP designation.

CONGRATULATIONS to **Dakotah Smith** of Redfin Corporation on the recent birth of his daughter, Felicity Rose born February 13.

CONDOLENCES to **the family of Joanie Wilder** of Better homes and Gardens Real Estate on her recent passing.

CONDOLENCES to **Leslie Dollinger** of Better homes and Gardens Real Estate on the recent loss of her husband.

Send us your news!

Contact Diane Stevens at 402-619-5557 or Diane@OmahaREALTORS.com.

Sign up for REALTOR® Party Mobile Alerts

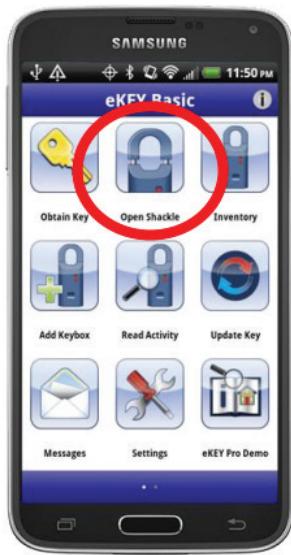
TEXT REALTORS
to 30644

Supra Tip



Releasing the Shackle on your LockBox

Wait to release the shackle on your Lockbox until you are at your listing and ready to hang it. Supra Lockboxes use Geo Fencing to tag the area where the shackle is released to pair the Lockbox to the correct listing in the MLS. This improves your showing notifications to show the exact address of your Lockbox rather than just the serial number. Example: Jane Smith entered 1234 Elm Street VS. Jane Smith entered Lockbox # 33221133.



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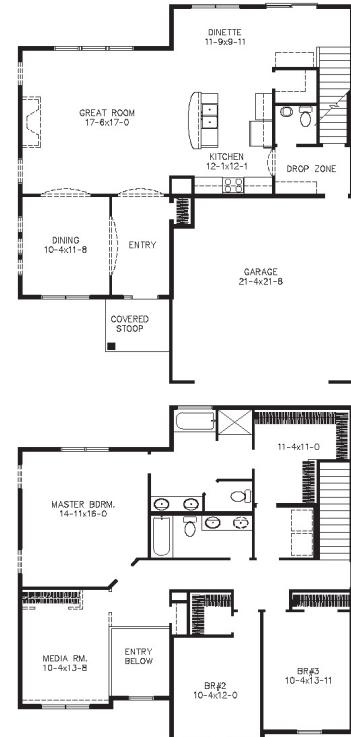
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Diversity Scholarship Recipient



Shanel Mclemore



The OABR Diversity Committee is working hard to heighten awareness and increase diversity in the real estate profession. They have the privilege to offer an Ethnic Minority Outreach Scholarship to qualified candidates and help mentor them during their classes, exams, and into their OABR membership.

The Committee has a vision of REALTORS® being the leaders in a culturally diverse real estate market. REALTORS® who are able to effectively reach out to all diverse groups in their community are not only positioned for success but can take pride in knowing that they have participated in the expansion of homeownership to all Americans.

The Diversity Committee would like to share with you a past recipient who has made a commitment to be successful, Shanel Mclemore.

About Shanel

Where did you grow up?

I was raised in Bellevue, Nebraska. In 1990 my parents decided to retire in Nebraska, where my mother is from so we could be close to her family.

What Brokerage do you work for? Are you a member of any other organizations in your community?

I decided on NP Dodge, I love the family feeling this company has and the morals ingrained in this company. As of now I am not in any organizations but I plan to join a few.

What did you do before you became a REALTOR®?

I was in dental assistant for the past 11 years - a job I loved and admired.

When did you get your real estate license and what inspired you to become a REALTOR®?

I received my real estate license in December 2017 and was official January 2018. My desire to become a REALTOR® was from my father-in-law. His ambition and expertise in real estate had me hooked. I love that he would let me work along side him, teaching me this field and most importantly seeing his bond with his clients.

What is the most rewarding part of your job as a REALTOR®?

Interacting with people and helping them find their dream home.

What else would you like us to know about you?

I am very happy to finally be doing what my heart has always wanted to do. I am very appreciative that I was able to be a recipient of the Ethnic Minority Outreach Scholarship. Thank you. It has really helped me in being able to pursue my dream.

Questions or Comments? Contact:

Donna Shipley, Programs Director
Equal Opportunity Cultural Diversity Task Force
402-619-5551 or Donna@OmahaREALTORS.com



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Safety at Property Showings

Minimize your risk by adopting these safety tips:

- When you have a new client, ask him/her to stop by your office and complete a Prospect Identification Form preferably in the presence of an associate. Get the client's car make and license number.
- Call references and verify their employment and current address, and retain this information at your office.
- Check county property records to confirm the ownership of a property before you go to a listing appointment or approach a for-sale-by-owner listing. The more information you have, the easier and faster it is for police to catch a perpetrator if you become a victim.
- Introduce the prospect to someone in your office. A would-be assailant does not like to be noticed or receive exposure, knowing a person could pick him/her out of a police lineup.
- Always let someone know where you are going and when you will be back; leave the name and phone number of the client you are meeting.
- Have a check-out employee board at work, listing your name, destination, customer name, date and expected return time.

- Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights as you go through, and don't lower any shades or draw curtains or blinds.
- Be sure to use the lockbox property-key procedure that has been established to improve real estate agent safety. A reliable, secure lockbox system such as those made by REALTOR Benefits® Program partner SentriLock (www.sentrilock.com) ensures that keys don't fall into the wrong hands.
- Try to call the office once an hour to let people know where you are.

Remember - Never meet strangers alone! Report suspicious activity. Call 911 if you feel you are in immediate danger. It is the our goal to provide you with access to updated safety information, keeping REALTORS® safe while frequently meeting with strangers in public and private locations.

For more REALTOR® safety information visit:
www.omaharealtors.com/realtor-r-safety-1

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