



APRIL 2018

REview



COMING UP

NEW MEMBER ORIENTATION

April 3; 8:30 am - 4:00 pm
April 4; 8:30 am - 4:00 pm
OABR Education Center

NEBRASKA REALTORS® ASSOCIATION CONVENTION

April 9 - 11
Embassy Suites

EDUCATION FORUM

April 11; 8:30 am - 9:30 am
OABR Boardroom

YPN ADVISORY BOARD

April 12; 2:00 pm - 3:00 pm
OABR Boardroom

AFFILIATES COUNCIL

April 17; 9:00 am - 10:00 am
OABR Education Center

GOVERNMENTAL AFFAIRS

April 18; 10:00 am - 11:00 am
OABR Boardroom

KNOWLEDGE IS POWER

April 19; 9:00 am - 12:00 pm
OABR Education Center

Fair Housing Makes Us Stronger!

Commemorating 50 Years of the Fair Housing Act

By Germaine Gosevac, Investigator for the Fair Housing Center of Nebraska-Iowa

April 11, 2018 marks the 50th anniversary of the passage of the Federal Fair Housing Act. The letter and spirit of the Act seeks to eliminate housing discrimination and residential segregation across the country. This landmark civil rights bill was the result of years of individual and collective struggle against discrimination in sales, financing, rental and other housing-related transactions.

The Fair Housing Act protects the buyer or renter of a dwelling from discrimination based on race, color, religion and national origin; later amendments expanded protections for sex, familial status (presence of children), and disability.



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**Omaha Area Board of
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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.



Message from the OABR President

Spring is here!



Mark Leaders
President

Spring is here which means 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 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 much 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



Omaha Area Board of REALTORS®

2019 Board of Directors

Officer and Director Application

The Omaha Area Board of REALTORS® Nominating Task Force seeks REALTOR® volunteers to serve on the 2019 Board of Directors, filling the open positions indicated below.

The officers of the Board include the offices of President, President-Elect and Secretary/Treasurer. These offices are elected for one-year terms except the President-Elect automatically becomes President at the end of the term. Each of the seven elected directors serves a three-year term, with staggered start dates.

Current bylaws require all Officer Candidates to have previously served as an OABR Director for at least two years. All officer candidates must be from different companies. Current bylaws require all Elected Director Candidates to have been an OABR member for at least four years. No more than two of the elected directors shall be from the same company.

The elective years for all terms of office coincide with OABR's fiscal year, September 1 through August 31.

Interested REALTOR® members should submit the application located at www.OABRdocs.com/DirectorApplication.pdf prior to May 1, 2018

2019 OABR Board of Directors

<u>Officers</u>	President	Doug Dohse, BHHS Ambassador Real Estate
	President-Elect*	_____
	Secretary-Treasurer	_____

<u>Elected Directors</u>	Director 2019	Nancy Bierman, P J Morgan Real Estate
	Director 2019	Lindsey Krenk, RE/MAX Results
	Director 2020	Megan Bengtson, Nebraska Realty
	Director 2020	Jessica Sawyer, Nebraska Realty
	Director 2021	_____
	Director 2021	_____
	Director 2021	_____

<u>Other Directors</u>	Immediate Past President	Mark Leaders, CBSHOME Real Estate
	GPRMLS Chair	Susan Clark, P J Morgan Real Estate**
	Affiliate Council Chair	Laura Longo, Centris Federal Credit Union**
	Women's Council President	Denise Poppen, BHHS Ambassador Real Estate**

*Traditionally the Secretary/Treasurer has advanced to the President-Elect position but is subject to the Nominating and Election process. Susan Clark currently serves as the 2018 Secretary/Treasurer.

**Currently serve as 2018 Vice-Chair/President-Elect. Subject to confirmation.



Continued from Page 1

Since the passage of the Fair Housing Act in 1968, there have been a number of positive steps towards ensuring that all Americans have the right to equal opportunity to live in the neighborhood of their choice regardless of their protected status. These advances represent significant progress towards the stride for human dignity. Today, the Fair Housing Act continues to be a critical tool for achieving justice and equality by aiming to eliminate housing discrimination and encouraging social inclusion.

In addition to federal laws which prohibit housing discrimination, some states and municipalities have expanded fair housing protections; including the City of Omaha, which has included protections based on age (forty and above) and marital status. Discrimination and residential segregation remain issues of large concern in Omaha and nationwide where a person lives has a fundamental impact on their access to opportunity.

Equal access to opportunity is a timeless American value and critical to promoting economic growth and social advancement. Barriers to housing choice are also barriers to resources for advancement and other opportunities; such as transportation, education, health care, credit, and employment. The surest path to guarantee equal access to opportunity is by enforcing fair housing laws and dismantling barriers to housing choice.

From its inception, the Fair Housing Act not only prohibited discrimination in housing related activities and transactions, but also embedded a duty to “Affirmatively Further Fair Housing” (AFFH) by requiring meaningful actions be taken to overcome patterns of systemic segregation and create more inclusive communities. The AFFH provision sets out a framework for local governments, states and other recipients of federal funds to overcome historic patterns of segregation, promote fair housing choice, and foster inclusive and accessible communities free from discrimination.

This April as we commemorate half a century of progress towards fair housing and despite the advancements in Fair Housing laws, the National Fair Housing Alliance reports that there are over four million instances of housing discrimination that occur each year and many of America’s neighborhoods remain highly segregated.

As it was in 1968, when the Fair Housing Act was enacted, our nation is confronted with a growing disinterest in the status quo and is seemingly more politically polarizing than ever. Therefore, as in '68, it is crucial that we hold fast to our nation’s fundamental ideals of equality and justice for all. Future generations depend on our commitment to fair housing principals to achieve equal access to healthy, economically stable, diverse and inclusive communities. By upholding the promise of the Fair Housing Act together we insure equal opportunity for all to achieve the American Dream.



“At long last, fair housing for all is now a part of the American way of life. We have come some of the way, not near all of it. There is much yet to do.”

- President Johnson, 1968

Continuing Education



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Omaha Area Board of REALTORS®

Qualifying a Home Inspector



By Steve Vacha
President

I periodically get asked to speak on the subject of home inspections to real estate schools and groups in Omaha and Lincoln. An agent recently suggested I write an article on qualifying home inspectors.

There are three main areas to verify: 1) Are they properly trained? 2) Are they Insured? 3) What are their business practices?

Trained? That's an easy question! Are they ASHI affiliated, certified or at least working towards certification. ASHI, the American Society of Home Inspectors, is the main association for home inspectors in the United States. If a state has licensing laws for home inspectors, ASHI is the standard that all states have adopted.

To be ASHI certified, an inspector needs to pass two professional exams, complete 250 fee-paid inspections, and do 20 hours of

continuing education yearly.

Find out if the inspector supports ASHI and attends their local meetings.

Another good way to qualify your inspector is to find out if he or she has the life experience to help them develop the discerning judgement an inspector needs.

Finally, does the inspector have the ability to clearly identify the strengths and concerns of the home in their report and communicate that information in an objective manner?

Insured? Check to see that the inspector or inspection company has the proper errors and omission insurance. In addition, do they have liability insurance? In Omaha, to have access to a Supra key the inspection company had to provide proof of insurance. At this time, Lincoln does not require insurance to get a key.

Business Practices? Does the inspector have every client sign an inspection agreement to spell out the parameters of what a home inspection is? This is normally re-



quired by most insurance companies, and a best practice.

Other business practices you may want to consider are professional demeanor (vehicle, dress, presentation) and finding out their process of scheduling inspections to best meet your needs. During the process of a home sale, the inspection company should be easily accessible and available to help and answer agent/client questions.

Finally, ask if home inspections are their full-time job.

Remember that your inspector/inspection company is working for you and should be glad to answer these questions prior to doing business with you or your potential buyer.



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How to Stay Cool through Closing!

A well-maintained, working air conditioner will be very important during Spring and Summer real estate transactions. Showing a “cool” home can make the difference in your client’s perception of the home. Also, everyone wants inspections to come back with no issues. Air conditioning maintenance can help ensure one less issue to resolve.

**Don't wait until the first hot day...
to start your air conditioner!**

ADVICE FOR ALL HOMEOWNERS:

Warm weather is coming and most people wait until they really need the cool air before turning it on to check it. Unfortunately, many people will be disappointed and HOT, when the air conditioner does not work.

One of the easiest things you can do for your cooling equipment is to change the filter regularly. Keeping the outside unit clean is very important and will promote a healthy indoor environment. Annual maintenance will allow your units to run their best. The efficiency and savings will be maximized and repairs are minimized. Documentation will give the buyers “peace of mind” knowing the heating and cooling equipment has been properly maintained.

A programmable thermostat is another way to maintain a conditioned home. A homeowner can save up to 15% on energy consumption with having one installed. Heating and cooling can be managed with whole home automation, too.



Brenda Stuart
Home Warranty
Manager

LIFE EXPECTANCY OF A/C:

On average, it's around 10-12 years. If replacing your units, you can take advantage of energy saving technologies and cost efficiencies. Replacing with a new a/c system with a Seasonal Energy Efficiency Ratio (SEER) of 20 can save a homeowner up to 60% on their annual cooling costs.

WHEN NEW EQUIPMENT IS NEEDED:

Selecting contractors to perform work on HVAC is a huge decision. Don't be afraid to ask these questions:

- Are they licensed with the city?
- How long have they been in business?
- Are they members of BBB in good standing?
- Do they carry proper insurance?
- How long will the installation/repair take?
- Do they guarantee/warranty their work?
- Are their employees drug tested?
- Do they perform background checks?
- Will they respond 24/7?



If you need maintenance performed, repairs, considering new equipment or need a second opinion, please contact ServiceOne at 402-593-1111 or www.ServiceOne.com for more information.



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AFFILIATES

a council of the
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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 MARCH MEETING ATTENDANCE:

Lisa Powell (President) – P & P Insurance Agency
 Laura Longo (Vice President) – Centris Federal Credit Union
 Jan Eggenberg (Secretary) – SureHome Inspection Co
 Brenda Stuart (Treasurer) – ServiceOne Inc
 Anderson, Brenda – HomeServices Lending LLC
 Bonnstetter, Lori – 2-10 Home Buyers Warranty
 Cunningham, Kayla – J H Willy
 Dobrovolny, Joe – Equitable Bank
 Doeschot, Melanie – Ambassador Title Services
 Dritley, Amy – Peoples Mortgage Company
 Franco, Summer – Benchmark Mortgage
 Gaskin, Tammy – Gaskin Property Inspections LLC
 Goodman, Jen – American National Bank
 Hamrick, Samantha – Northwest Bank
 Hart, Irene – Amoura Productions Photography
 King, Sherri – Renew Resurfacing
 Lamoureux, Jeanne – Centris Federal Credit Union
 Major, John – MB Financial Bank
 McGee, Mark – American National Bank
 Miers, Lisa – MB Financial Bank
 Miller, Scott – MB Financial Bank
 Myers, Chris – Leapin Lizard Locksmiths
 Nelson, Al – Trustworthy Title & Escrow
 Paulson, Paula – First National Bank
 Rasmussen, Brent – Mortgage Specialists LLC
 Saum, John – SAC Federal Credit Union
 Schlabs, Ryan – Northwest Bank
 Shafer, Kayla – Home Warranty of America
 Sladek, Mary – My Insurance LLC
 Smythe Jody – Retirement Funding Solutions
 Trescott, Erin – MB Financial Bank
 Vacha, Bridget – Home Standards Inspection Serv
 Walker, Wendy – SAC Federal Credit Union
 Worley, Tricia – SAC Federal Credit Union

UPCOMING MEETINGS:

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

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

APRIL ORIENTATION SPONSORS

Jody Smythe – Retirement Funding Solutions
 Brent Rasmussen – Mortgage Specialists LLC
 Paula Paulson – First National Bank
 PK Kopun – Centris Federal Credit Union

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as of 3/12/18

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Midlands Regional CIE is connecting individual commercial brokers in the Lincoln-Omaha region on an efficient, cost effective platform uniquely designed for commercial real estate. Participating brokers share property data and eliminate fragmentation in the region utilizing the Catylist online network. Big and small companies alike can take advantage of resulting efficiencies and focus more resources serving clients.



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Joining Midlands Regional CIE allows you to join with individual membership, meaning your entire company does not need to join.



CUTTING EDGE PLATFORM

Commercial brokers acting now can become charter subscribers in the area's first regional property database built exclusively for commercial real estate.



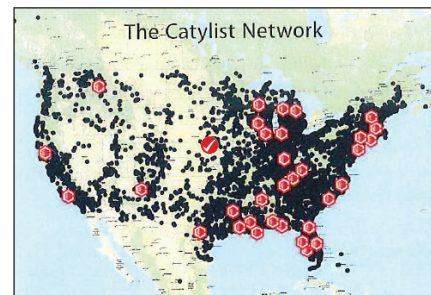
ELIMINATE COMMERCIAL FRAGMENTATION

Midlands Regional CIE consolidates commercial property data into an efficient regional search, allowing brokers to effectively increase the speed and reach of marketing efforts.



CONNECT NATIONALLY

Participants in the Midlands Regional CIE become connected with a growing national network that includes 40 markets already utilizing the Catylist system.



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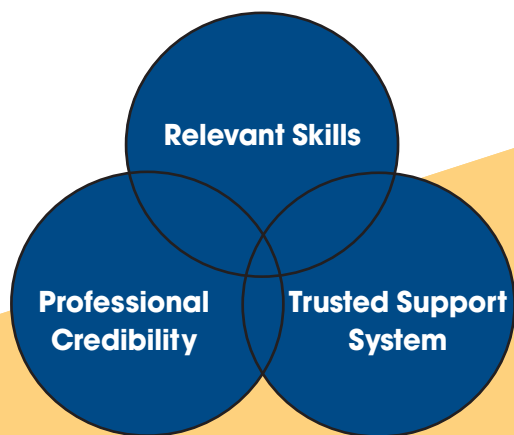
The 53rd Rho Epsilon Banquet was held last month honoring the top real estate students in the UNO Real Estate program. Rho Epsilon President and OABR Member, John Bredemeyer SRA, emceed the event. Mark Leaders CRS and Doug Dohse CRS, the OABR 2018 President and Vice President, presented the Omaha Area Board of REALTORS® Scholarship to two recipients, Gabrielle Estivo and Taylor Roscoe. Congratulations to these deserving students!

Rho Epsilon was formed to encourage real estate education opportunities for students and practitioners, establish partnerships with business, governmental, and professional organizations, expand real estate research initiatives to the community, and much more. You can learn more about this program at unoomaha.edu.



Pictured left to right: John Bredemeyer, Mark Leaders, Gabrielle Estivo, Taylor Roscoe, and Doug Dohse.

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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.



March 2018 meeting attendance:
Guest Speaker: Buffalo Losee –
Buffalo Built

Jon Vacha ACI (President) - Home Standards Inspection Services
Tim Krof ACI (Vice President) - Home Standards Inspection Services
Steve Marten ACI (Treasurer) - Homespec Property Inspections
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- Home-Office Deduction strategies that work. It's easier and safer to maximize now, you'll learn how.

FRIDAY, APRIL 20, 2018
9:00 AM - 12:00 PM

Please arrive at 8:45 am for registration.
Seminar starts promptly at 9:00 am.

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2017 proved to be one of the most successful years in OABR history.

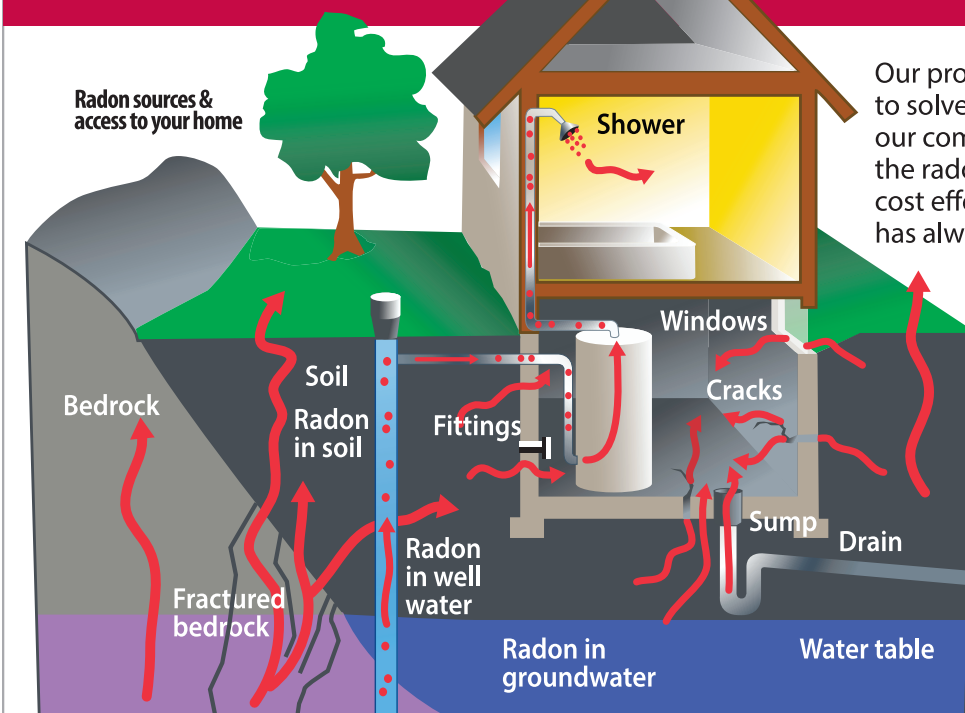
Your support allowed us to actively monitor numerous bills, support 40+ local election candidates, and play a key role in representing our industry.

We hope you enjoyed the RPAC Appreciation Party at Blazin' Pianos this March! Watching Bill Swanson perform "I'm a Little Teapot" for the crowd will be one for the books!

Support RPAC in 2018 to bring even more success to RPAC and be part of next year's appreciation party. Bill will be taking song requests throughout the year!

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www.omaharealtors.com/membership-report



FEBRUARY ACTIVITY	MO.	
New REALTOR® Members	34	
Reinstated REALTOR® Members	2	
Resignations	24	
OABR - February 1	2018	2017
Designated REALTORS®	205	198
REALTOR®	2492	2347
REALTOR® Emeritus	49	48
TOTAL REALTORS®	2746	2593
Institute Affiliate	66	68
Affiliate	428	391
GPRMLS - February 1	2018	2017
Participants (OABR)	196	189
Participants (MLS only)	72	63
Subscribers (OABR)	2500	2357
Subscribers (MLS only)	236	213
TOTAL	3004	2822

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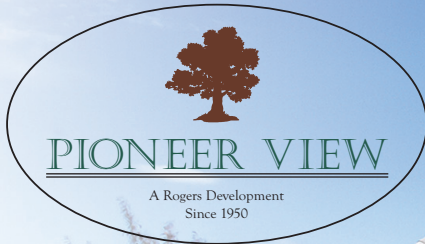
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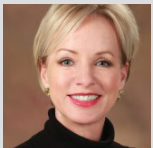
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Andrea Cavanaugh (2)
Deb Ellis (2)
Michael Bridges (2)
Michelle Roy (2)
Tim McGee (2)
Todd Bartusek (2)



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OmahaREALTORS.com/supra-key-system

HELP OUR Veterans

How You Can Help!

The Convention Committee is requesting all members help our Veterans by donating needed items for the VA Hospital and Nebraska Veterans Home. These items can be dropped off at the Convention! The Convention Committee will take care of distributing donations following the event.

Items Needed

- Razors
- Shaving Cream
- Shampoo & Conditioner (Not Travel Size)
- Phone Cards
- Body Wash (Not bar soap or travel size)
- Roll-on Deodorant
- Combs
- Toothbrushes

Items can be dropped off at the OABR Office April 9 - 11th.

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Personals



CONGRATULATIONS to **Loretta McNally** of RE/MAX Platinum on receiving the GRI designation.

CONGRATULATIONS to **Carmen Bunde** of CBSHOME Real Estate on receiving the GRI designation.

CONGRATULATIONS to the following members on receiving the **RENE Certification**. *The Real Estate Negotiation Expert certification is for real estate professionals who want to sharpen their negotiation skills. The RENE certification program gives REALTORS® the tips and tools they need to be skillful advocates for their clients.*

- Sherri Hinkel, Keller Williams Greater Omaha
- Sara Storovich, Nebraska Realty
- Annali Leach, CBSHOME Real Estate
- Justin Lorimer, RE/MAX Results
- Molly Amick, Nebraska Realty
- Milton Schneider, Nebraska Realty
- Danielle Dubuc Pedersen, Coldwell Banker REA
- JoAnn Wellsandt, CBSHOME Real Estate

CONGRATULATIONS to **Elizabeth Aspen Lowndes** of BHHS Ambassador Real Estate on receiving the SRES designation.

CONGRATULATIONS to **Cha-Naise Mack** of BHHS Ambassador Real Estate on receiving the BSP designation.

CONDOLENCES to **Patricia Jansen, Bridget Jansen, Lisa Jansen-Bartholow, and Ken Jansen** all of NP Dodge on the recent loss of her husband/their father/his brother.

CONDOLENCES to **Ken Murray** of Nebraska Realty on the recent loss of his father.

Send us your news!

Have news to share?

We'd love to hear it!

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



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Questions about

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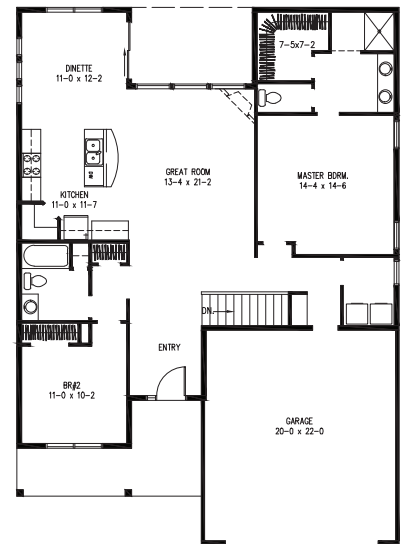
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Code of Ethics Training Course 10985R1

The National Association of REALTORS® requires completion of ethics training by all members every two years. The next deadline is December 31, 2018.

\$25 - All Proceeds Support RPAC

Non-members will be charged \$50



Investments are not deductible for federal income tax purposes. Investments to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may invest 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 invested or decision not to invest. You

may refuse to invest without reprisal. 85% of each investment 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.



Friday, June 8, 2018

8:30 am - 12:00 pm

OABR Education Center

11830 Nicholas Street
Omaha, NE 68154

Please note: This course is also good for 3 hours of Continuing Education.

Snacks and refreshments will be provided.

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

OABR

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The 10-Second Rule

One of the most common reasons that people find themselves in dangerous situations is that they weren't paying attention. Take a few precious seconds during the course of your day to assess your surroundings.

Take 2 seconds *when you arrive at your destination.*

- Is there any questionable activity in the area?
- Are you parked in a well-lit, visible location?
- Can you be blocked in the driveway by a prospect's vehicle?

Take 2 seconds *after you step out of your car.*

- Are there suspicious people around?
- Do you know exactly where you're going?

Take 2 seconds *as you walk towards your destination.*

- Are people coming and going or is the area unusually quiet?
- Do you observe any obstacles or hiding places in the parking lot or along the street?
- Is anyone loitering in the area?

Take 2 seconds *at the door.*

- Do you have an uneasy feeling as you're walking in?
- Is someone following you in?

Take 2 seconds *as soon as you enter your destination.*

- Does anything seem out of place?
- Is anyone present who shouldn't be there or who isn't expected?

Safety in Just 10 Seconds

It takes just 10 seconds to scope out your surroundings and spot and avoid danger. Make this "ten-second scan" a habit in your everyday work as a real estate professional. Then share it with someone else.

Source: "What You Can Do About Safety," REALTOR® Magazine

REALTOR® Safety Reminder: If you ever feel you are in immediate danger, call 911.

Agents should NEVER meet unknown customers alone.
Work together, stay safe!

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**For More information or to coordinate a community meeting, please contact:
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