



# REview



## COMING UP

### **NEW MEMBER ORIENTATION**

May 1; 8:30 am - 4:00 pm  
May 2; 8:30 am - 4:00 pm  
OABR Education Center

### **DIVERSITY COMMITTEE**

May 8; 11:00 am - 12:00 pm  
OABR Boardroom

### **EDUCATION FORUM**

May 9; 8:30 am - 9:30 am  
OABR Boardroom

### **SOCIAL EVENTS**

May 9; 10:00 am  
OABR Boardroom

### **GOVERNMENTAL AFFAIRS**

May 9; 11:00 am - 12:00 pm  
OABR Boardroom

### **YPN ADVISORY BOARD**

May 10; 2:00 pm - 3:00 pm  
OABR Boardroom

### **AFFILIATES COUNCIL**

May 15; 9:00 am -10:00 am  
OABR Education Center

### **Omaha and Lincoln: One Region, One MLS?**

Real estate agents often face geographic limitations with their MLS. When consumers have the need, they can expand their boundaries online, but all too often agents are trapped inside the local boundary of their MLS.

Within a 50-mile radius of Omaha's city center, 1.3 million people reside and the distance between them becomes shorter with todays enhanced roadways and Internet service. Many now subscribe to more than one MLS as a solution; however, over time, the overlapping market develops and creates challenges for the MLS organizations, not to mention the financial burden of brokers and agents paying for two or more MLS systems that are only minutes from each other on the highway. Such is the case with Lincoln, Omaha, and Council Bluffs.

Last July, a group of interested REALTOR® members with the Omaha and Lincoln MLS systems began meeting with visions of a regional system between the two cities. Recently, the joint task force announced their intentions to move forward with recommendations for a single, regional MLS system to serve both markets. If all goes well, the Lincoln-Omaha regional MLS system would launch in the next six to twelve months, pending approval by the two MLS boards. Believe it or not, it is not a simple task to merge two unique databases together and standardize the rules and policies entrenched in each local market. Several hurdles remain. However, the outlook is positive!



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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

### Market Frenzy!

I recently attended a real estate market overview presented by Gregg Mitchell of Mitchell and Associates. Gregg does a fantastic job of analyzing the Omaha metro real estate market. Summarizing some of Gregg's findings are: in 2017 the medium price was up by 4.5%. We are all familiar with the market conditions, low inventory and rates, multiple offers, and escalation clauses. It appears that 2018 is heading in the same direction.



**Mark Leaders**

President

New construction sales have been very strong with an ever-increasing price point. The costs of labor, materials, permits and land have been big influences in the rising prices. Many homeowners are deciding to stay in their homes and remodel versus moving. They can't find suitable housing and if they are downsizing. They are paying more and getting less.

As a listing agent, you really need to have your comparable sales ready for your appraiser. Let them know what the market activity has been like and help them justify the values. We all need to work together for the good of our customers. Gregg also mentioned that the new construction sales that are not entered into MLS cannot be used as a comparable per some national lenders. In January 2018 a new agreement type, Compensation Agreement, was added to the MLS to allow properties to be entered as comparables in cases where an agent only represents the buyer.

The Millennial generation is entering the real estate market, but the lack of affordable housing has been frustrating not only for the buyers, but the agents as well. We are in a crazy market, but if we stay flexible and keep sharing information freely, we will all succeed. The interest rates may pick up a bit, but we still have very affordable housing available.

Hang in there and don't forget to have some down time to relax!

Remember, **REALTORS® Own It!**

Mark





*Continued from Page 1*

Together, Midlands MLS in Lincoln and Great Plains REALTORS® MLS in Omaha, serve 4,000 subscribers in Eastern Nebraska. That number comprises nearly 80 percent of all REALTORS® in the state of Nebraska.

MLS consolidation is not unique to Nebraska, in fact, it is a trending solution across the country that is expected to continue. According to Kevin McQueen an MLS industry consultant affiliated with the T3 Sixty Group, there are 677 MLS operations in the U.S., down from around 900 a few years ago. Interestingly, 88 MLS operations serve 80 percent of the 1.3 million REALTORS® in the U.S. The country's largest MLS serves 85,000 agents.

Paragon MLS software currently used by GPRMLS, is consistently rated high among users for its ease of use, speed, and multitasking options, it will become the face of the new expanded Regional MLS serving the Lincoln-Omaha areas. Paragon users will experience some changes as data fields are converted into industry-standard MLS data formats. The Paragon configuration has already had a number of tweaks looking ahead toward regionalization. For example, the CRS Data module has been integrated into the system and now includes public-record and demographic information for 12 surrounding counties; the Homesnap Pro mobile app is now included with your MLS subscription. There have also been minor changes to local MLS rules.

The expanded regional system will provide benefits for brokers, agents, and consumers alike. For brokers, it means maintaining control over day-to-day MLS operations, allowing brokers to ensure that critical data security and data standardization requirements are met. Large brokers and small brokers, from all areas, will be represented on the new Board.

The larger regional system benefits agents by assisting with collaboration and cooperation across the region. Today, MLS information is readily available to consumers across artificial MLS lines. The regional MLS makes access and search as seamless for REALTORS® as well.

Larger MLS operations also tend to have more robust MLS systems benefiting all users, as well as providing certain efficiencies leading to cost savings for brokers and vendors. Those operating in multiple markets enjoy savings on public-display websites and back-office broker operations.

Agents belonging to a consolidated MLS saves time and money by reducing the need to subscribe to and learn multiple MLS platforms with different local rules and fees. By consolidating, brokerage firms are provided with what they need to succeed in today's industry. With fewer MLSs to join, the internal technology requirements are reduced.

Most importantly, consolidating MLSs keep brokerages a step ahead of consumers and position REALTORS® to compete more effectively. The ultimate goal is to create the next era of MLS that preserves compensation and cooperation, promotes the expansion of an efficient marketplace and provides participating brokerage firms greater control of and access to their listing content.

More updates will follow as the joint task force is now finalizing its recommendations, subject to the approval of both organizations, for the shared ownership of the MLS system. Once approved, a Board of Directors will be established, a common set of MLS Rules and Policies will be adopted, and a more-detailed timeline will be determined.

# OABR & SWIAR Show Homeowners Their Support



Each year, REALTORS® recognize the significance of the 1968 Fair Housing Act and reconfirm commitment to upholding fair housing law. This year, members publicly celebrate the 50th anniversary of the Act.

On April 5, over 150 REALTORS® and friends joined hands across the Bob Kerrey Pedestrian Bridge, bridging the gap between Iowa and Nebraska. This symbolic event showed current and future homeowners that REALTORS® will never discriminate based on age, sex, religion, race, disability, familial status, color, sex, or even on which side of the river you live.

In recognition of the significance of this event, Mayor Jean Stothert attended to proclaim the month of April "Fair Housing Month" in Omaha.

Learn more about the Fair Housing Act:  
<http://nar.realtor/fair-housing>.



Pictured left to right: Doug Dohse, CRS - OABR President Elect, Mark Leaders, CRS - 2018 OABR President, Jean Stothert - Mayor of Omaha, Ervin Youmans, GRI - 2018 Diversity Committee Chair.





## Affiliate Spotlight

### Why Is It Important to Get a Home Inspection?

By Jan Eggenberg, SUREHOME Inspection Services



### TOP 10 HOME INSPECTION PROBLEMS

**1. Drainage:** Concrete work and foundation grading can settle over time. If the settlement is significant, water may drain toward house causing water seepage into basement and foundation damage.

**2. Wiring:** Wiring installed by home owners is normally the cause for concern here. Exposed romex wiring, improperly wired outlets and double tapped or oversized circuit breakers are common conditions found in older homes. Insurance companies are concerned with older knob and tube wiring and fused panels.

**3. Leaking Roof:** Improper flashings are the cause of most roof leaks. Improper attic ventilation can contribute to ice damning during winter months.

**4. Furnace and Air Conditioning:** The average life span of a gas furnace is about 25 years. The furnace is checked for gas leaks and abnormal carbon monoxide levels. Dirty filters and humidifiers are common minor conditions. A cracked heat exchanger is a significant concern. The average life of an air conditioner is about 20 years. An air conditioner that is not cooling properly is referred to a heating contractor for repairs. The exterior and interior components are checked as part of the inspection.

**5. Maintenance:** If regular maintenance is neglected for too long problems will occur. Peeling paint and loose caulk lead to wood rot on exterior. Foliage in contact with siding keeps siding damp and contributes to deterioration.

**6. Minor Structural:** Cracked and shifted foundation walls are typically caused by poor foundation drainage or improper construction. "Street Creep" is also an easily diagnosed condition that can cause foundation problems.

**7. Plumbing:** Most plumbing problems are found in older homes. Corrosion at cast iron drain lines are identified by "blisters" on pipes. Galvanized steel water supply lines clog over time causing low water flow. A dielectric union should be used when connecting newer copper pipes to the older steel pipes. "S" traps at sinks and improper venting are not unusual in older homes. Is the drain stack clean out cap original or has it been replaced with a newer plastic cap? A plastic cap could indicate repeated "ROTO-rooting" of the main sewer line.

**8. Leaking Doors and Windows:** The culprit here is normally flashing or lack of caulking. Severe wood rot can also cause leaking. If leak continues for a long period of time, wood rot at house framing and mold will become a problem.

**9. Ventilation:** Proper attic ventilation is necessary for air quality in the house. Inadequate ventilation can leave attic too hot in the summer. The attic will be too warm and moist in the winter. Interior rooms with an exterior wall normally have a heat vent. The heat vent is not always present if the room is finished by the homeowner.

**10. Environmental:** Radon is the leading cause of lung cancer, after smoking. Testing is becoming more popular. The cost of the radon test is about ten percent of what it will cost to correct a high radon level. Mold has been with us since the beginning of time. Some types of mold are more dangerous than others. Significant levels of mold occur when a water leak of any kind keeps an area damp for a period of time.

#### Home Inspection – Radon Testing – Mold Testing

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## NRA REALTOR®-of-the-Year

Vince Leisey of Berkshire Hathaway HomeServices Ambassador Real Estate was named REALTOR®-of-the-Year by the Nebraska REALTORS® Association on Tuesday, April 10 at their annual convention at Embassy Suites in Omaha.

Vince was the 2011 OABR President, has participated in countless committees, and served on the Board of Directors and the MLS Board of Directors. Vince is an industry leader whose involvement in his work and dedication to giving back is inspirational. Congratulations, Vince!



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

### GOVERNOR'S CLUB (\$500+)

Pierce, Rachel, Benchmark Mortgage

### SENATOR'S CLUB (\$150+)

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 Vacha, Steve, Home Standards Inspection Services  
 Worley, Tricia, SAC Federal Credit Union

### 99 CLUB (\$99+)

Graves, Mark, Mark Graves Photography  
 Miers, Lisa, MB Financial Bank

### 50 CLUB (\$50+)

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## Contract Pending Policy

### A Quick Reminder...

When a seller accepts an offer to purchase, the property's Active status must be changed to Pending within 48 hours (MLS Rule 2.5).

However, if a seller instructs that the listing maintain its Active-status in an effort to attract backup offers, and seller is unable to immediately accept an offer, due to the previously accepted contract, then the words "Contract Pending" shall be added to the Public Remarks within 48 hours of the earlier contract acceptance.

In cases where the accepted offer includes a first-right-of refusal, or similar clause, the words "Contract Pending" can be replaced with "Subject to First Right of Refusal" in Public Remarks.



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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.



**April 2018 meeting attendance:  
Guest Speaker: Steve Hudson –  
Terracon**

Tim Krof ACI (Vice 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

Ruel, Forrest - Home Standards Inspection Services

Six, Dave ACI - Home Standards Inspection Services

Thiele, Dick ACI - Market Property Inspection, LLC

Wallace, Les - Advanced Building Inspections

\*ACI denotes ASHI Certified Inspector

# Continuing Education

- **Appraisal Institute**

[www.ainebraska.org](http://www.ainebraska.org)  
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- **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 Vojchelhoske)

[www.mrrealestatece.com](http://www.mrrealestatece.com)  
402-660-0395

- **REResults Coaching** (Mark Wehner)

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## Identifying Fall Hazards Priority



**By Steve Vacha**

*President*

Falls are the number one cause of injury in our homes. We all know of someone who fell, and how it dramatically affected

their life. In his 60s, my father fell hard on his knees onto concrete and never really recovered.

With our inspectors, I often speak of the importance of identifying the little or seemingly obscure things in our reports. For those of us working in this industry, these little imperfections become normal items if we are not careful.

One-inch offsets in exterior walkways; irregular stair risers; missing hand rails; loose and improperly stretched carpeting...the list could go on.

These items might seem normal or insignificant to a younger person. But, even the most athletic of us, can slip on an icy step, and if there is not a secure, graspable

handrail, we all fall. Gravity has very little forgiveness.

When I inspect for younger folks, I often remind them, they will have guests who will greatly benefit from safe access and walking surfaces.

Not long ago I was inspecting a home for a retired gentleman. I listed several 1" offsets – one being where the driveway met the garage. I also listed irregular riser heights at the front steps.

When I went over these items with him at the walk-through, he was so appreciative that I had noted these items. He went on to tell me he once had a garage sale in a previous home where a person tripped on the 1" offset going into the garage. Getting off the concrete floor, the person threatened him with a lawsuit. Next, this client told me of an Aunt who tripped on a set of concrete steps with irregular riser heights, fell backward, hit her head on the concrete sidewalk and died from the injury.

Often buyers are so excited about a home



they are interested in that they overlook potential safety concerns. If accidents later occur, many look for someone to blame.

Injuries from falls can be from painful to severe. Fortunately, I find most real estate agents are in tune with the safety items on a home inspection. This is so wise.

I am proud to say the home inspection industry has greatly helped in making our homes a safer place for us and our guests. Encouraging buyers to have full home inspections, is protection for agents buyers, and themselves.

We all will experience a fall – directly or with a loved one someday. We should make fall prevention a priority to minimize the possibility of risk.



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All loans are subject to credit and property approval. Program guidelines and loan terms are subject to change at any time. Actual payments and terms may vary based on individual situation and current interest rates. This does not constitute an offer or commitment to lend.

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



### MARCH ACTIVITY

	MO.	YTD
New REALTOR® Members	51	147
Reinstated REALTOR® Members	5	12
Resignations	6	57

### OABR - March 1

	2018	2017
Designated REALTORS®	203	196
REALTOR®	2524	2381
REALTOR® Emeritus	49	49
<b>TOTAL REALTORS®</b>	<b>2776</b>	<b>2626</b>
Institute Affiliate	68	65
Affiliate	437	397

### GPRMLS - March 1

	2018	2017
Participants (OABR)	195	187
Participants (MLS only)	71	64
Subscribers (OABR)	2535	2388
Subscribers (MLS only)	240	213
<b>TOTAL</b>	<b>3041</b>	<b>2852</b>

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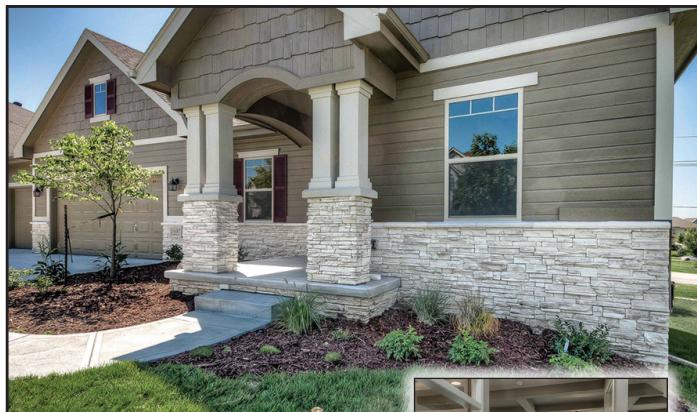
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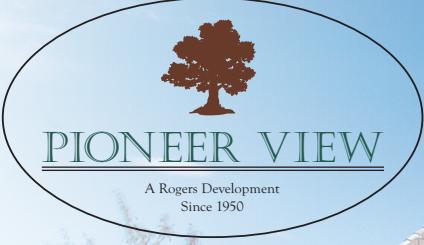


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## Personals

**CONDOLENCES** to **Allison Speer** of Keller Williams on the recent loss of her husband.



## Designations



**Congratulations to the following members on earning a certification or designation!**

**CONDOLENCES** to the **family of Don Buehler**, who passed away on April 8th after a lengthy battle with cancer. Don was an agent on the Jansen Team with NP Dodge.

John Begley, CBSHOME Real Estate - SRES  
Sean Lee, Nebraska Realty - SRES  
Kathy Shunk, Better Homes and Gardens R.E. - SRES  
Dawn Grimshaw, Better Homes and Gardens R.E. - RENE  
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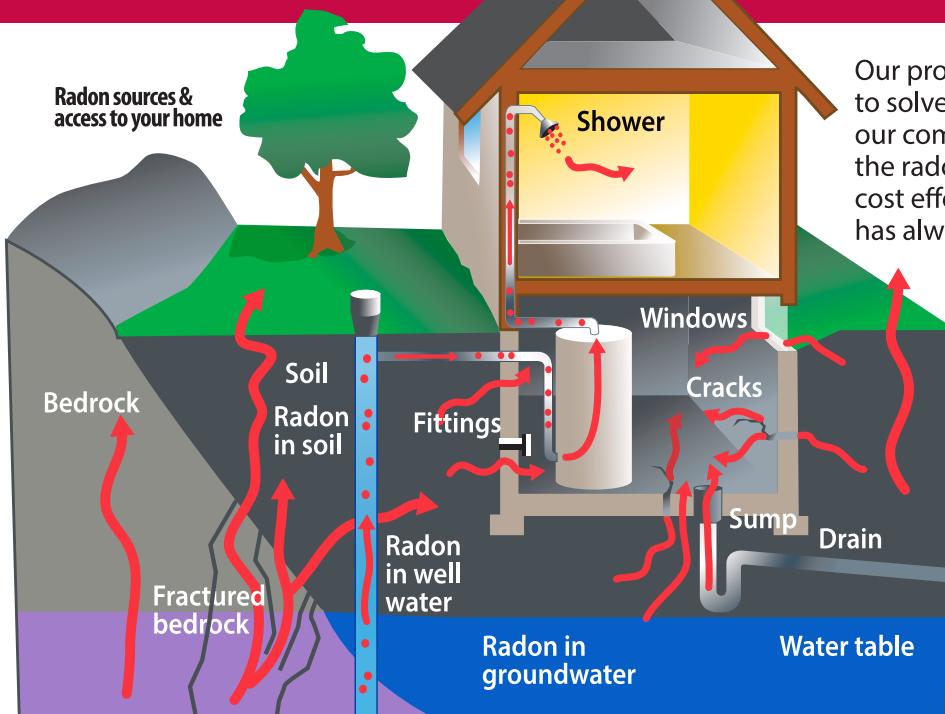
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Investments are not deductible for federal income tax purposes. Investments to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may invest more or less than the suggested amounts. The National 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

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# Diversity Scholarship Recipient

## Jose Memije

The OABR Diversity Committee works 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 that REALTORS® will be 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; Jose Memije of Keller Williams Greater Omaha.



### Where did you grow up?

I was born in Mexico city in February 7, 1997. In the small town I was born, there were no opportunities for further education or careers. Unfortunately school was not free. My dad had to work three jobs, from 5:00 am to 1:00 am. When I turned six, my parents decided that we had to move to the United States since that was the only place they thought we could escape poverty and violence. We made it to Omaha, Nebraska in 2003. When we first arrived, it seemed like I was in a dream since every building and house looked like it was a scene from a movie. The first year was the toughest since we didn't speak English. Every time I learned a new word at school I would get home and teach it to my parents. Over time I learned English and took advantage of every chance I had since my parents never had the chance. In May of 2015 I graduated from Omaha Central High School. I started classes at Metropolitan Community College in my Junior year of High School, so when I graduated I was already a year in college.

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

I obtained my license in March of 2018. My inspiration to become a REALTOR® started back when I was 12 years old. My parents always dreamed of calling a property their home, but being uneducated in real estate it was hard to buy a property. I realized that so many people must be going through the same step in their life. My biggest goal is to help clients fulfill their dreams of buying their home and make it as smooth as possible. I would like to help low-income families buy a home and educate as many people as I can in real estate.

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

I can make someone's dream of owning a home come true.

### What else would you like us to know about you?

On August 30, 2016 I suffered a brain aneurysm. I was in the hospital over a month waiting for a 10 hour surgery. After the surgery I couldn't walk so I had two months of physical therapy. Sometimes at night I would ask myself how can a 19-year-old go through something so terrible? All I cared was that I had a second chance and after that life changing experience, I had to work on my dreams and help others because for some of us life could change in just a second. My life has changed drastically. Now I have a six-month-old daughter, am married, and now my license will give me opportunities to help others fulfill their dreams of buying a home.

### Questions or Comments? Contact:

Donna Shipley, Programs Director  
402-619-5551 or [Donna@OmahaREALTORS.com](mailto:Donna@OmahaREALTORS.com)



# 10 STEPS TO A **SAFE** OPEN HOUSE



## **1. Park where you cannot get blocked in.**

Take a few minutes to make sure you have a clear line of sight to your vehicle, free from trees or shrubbery that could serve as a hiding place.

## **2. Meet the neighbors. There's safety in numbers.**

Introduce yourself, point out your car, and invite the neighbors over to the open house.

## **3. Advise clients about valuables.**

Get to an open house early, allowing yourself time to do a walk-through with the clients to point out items they need to secure.

## **4. Be aware and work in teams.**

The #1 place agents are attacked is the front door. When opening a KeyBox, turn your back against a wall to avoid being attacked from behind. Or invite an affiliate, such as a home inspector, to sit in on the open house with you.

## **5. Establish your escape routes.**

Walk around the house and notice how to get in and out of rooms. If there is a fence in the backyard with a gate, unlock it for an easy exit.

## **6. Set up for safety.**

Hang decorative bells on every outside door that you have unlocked. This will alert you whenever someone enters the house. Leave your purse or briefcase in the trunk of your car before entering the house. Carry only what you need.

## **7. Check out your guests as they arrive.**

As soon as someone comes in, introduce yourself and direct them to a sign-in sheet. Ask yourself, 'Is this someone I'm comfortable to be alone with?' If not, enlist your support team.

## **8. Never turn your back on a prospect.**

Let prospects walk in front of you. Both men and women can be violent, so this advice applies regardless of the visitor's gender.

## **9. Never go into rooms without an escape route.**

When showing visitors around, never go into rooms with no escape routes, instead direct visitors to those rooms.

## **10. Close up in teams.**

If another agent is doing an open house nearby, offer to walk to theirs and close up with them, then both of you can go to your house to do the same.

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