



NOVEMBER 2018

REview



COMING UP

NEW MEMBER ORIENTATION

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

SOCIAL EVENTS

November 7; 10:00 am - 11:00 am
OABR Boardroom

YPN ADVISORY BOARD

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

CODE OF ETHICS TRAINING

November 9; 8:30 am - 12:30 pm
OABR Education Center

EDUCATION FORUM

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

TURKEY BOWL & TOYS FOR TOTS

November 14; 11:00 AM - 5:00 PM
The Mark, Elkhorn, NE

AFFILIATES COUNCIL

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

GOVERNMENTAL AFFAIRS

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

MLS Consolidation

Preserving the Goal of a Smooth Transition

It's not the news anyone wanted to hear regarding the start-date for a Regional MLS, but the latest word coming from our software vendor is: **DELAY**.

As MLS Mangers, we feel it is important to be as transparent as possible during process and keep our members up-to-date so as to leave little doubt about "what's happening with the MLS?" We also want to ensure your expectations are in-line with a realistic time-line for a fully operational and fully integrated system.

Following the latest discussions on conversion progress with Black Knight, the implementation team recommends a 60-day delay before we can have a Regional system with data from both markets up and running. The two-month delay follows an extensive examination of both MLS system's data structure and content. In the end, Black Knight's implementation team recommended the postponement to ensure a smoother transition.



Continued on Page 16.

YPN Giving Back



The Omaha Area Board of REALTORS® Young Professionals Network (YPN) was active in the North Omaha community in October assisting Abide with their efforts painting, mowing, and visiting with neighborhood residents. *Pictured: Amy Dritely, Mindy Kidney, Kyle Schulze, Katrina Fosmer and daughter, and Porscha Smith. Photos on Page 3.*



YPN is looking for new members! Are you under 40? Join the Network by contacting Kyle or Mindy today.

Kyle Schulze, 2018 YPN Chair
kyle.schulze@bhhsamb.com

Mindy Kidney, 2018 Vice Chair
mindykidney@gmail.com



Omaha Area Board of
REALTORS®
11830 Nicholas Street
Omaha, NE 68154
402-619-5555 tel
www.OmahaREALTORS.com

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2019 Board of Directors

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Perre Neilan

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Message from the OABR President

Vote November 6

If you did not participate in early voting, be sure to vote on Tuesday, November 6. Every vote counts, and there is much at stake.

The work we do as REALTORS®, and as an organization, is noble, good, and lasting. Voting is our opportunity to exemplify and solidify this point. Nebraska polling place information is available at: www.votercheck.necvr.ne.gov/VoterView/PollingPlaceSearch.do.

Volunteers Rock!

One of the great parts of being your President is the opportunity to meet with the OABR Committees and the agents who volunteer their time in them. I want to thank everyone who has stepped forward and volunteered to help throughout the year. Your dedication makes us stronger and helps us better serve our membership and our community.

Thank you to our committee chairs currently serving the OABR membership:

Affiliates Council: Laura Longo, Centris Federal Credit Union

Diversity Committee: Ervin Youmans, Nebraska Realty

Education Forum: Annali Leach, CBSHOME

Governmental Affairs Committee: Joe Gehrki, CBSHOME

RPAC: Bill Swanson, CBSHOME

MLS Users Group: Sean Lee, Nebraska Realty

Social Events Forum: Deda Myhre, Nebraska Realty

YPN: Kyle Schulze, BHHS Ambassador Real Estate

Women's Council: Denise Poppen, BHHS Ambassador Real Estate

We have a great group of volunteers, but we need new voices to step forward and help our organization grow and adapt to all the challenges ahead. We have a core group of committees that are open to all REALTORS®. All committee meetings are posted on the website. Check the OABR Calendar to find the date and time for each committee. Please visit any of them and ask the Board, or myself, about joining or if you have any further questions.

Career Development Week

Looking to get a Designation or Certification? You are in luck! The Nebraska REALTORS® Association has set up a Career Development Week, November 26 - 30, at the Embassy Suites, La Vista. Earn your ABR or SRS Designation or the PSA Certification. This is a great opportunity for you to become a Sellers Representative Specialist, learn about pricing strategies, and become an Accredited Buyer Representative. We encourage all members to look into taking one or all of these classes. For more information and to register, visit: www.nebraskarealtors.com.

Doug



Doug Dohse
2019 President

REpurpose

OABR Foundation

Every day, REALTORS® use their trained skills to lead others to home ownership and improve the Community of Greater Omaha.

The OABR Foundation is committed to creating a lasting impact alongside you. The foundation makes this happen in causes that support real estate education, housing assistance, and overall community needs.

The OABR Foundation accepts tax-deductible contributions at any time throughout the year to help support local charities consistent with the Foundation's mission, including: ABIDE, Hope Center for Kids, Holy Name Housing, the REALTORS® Relief Foundation, and the UNO Real Estate Scholarship Program.

2018 Support

Because of generous donations from the REALTOR® community, the OABR Foundation has been able to fund the restoration of a Lighthouse for Abide. Volunteer contractors are working hard to rebuild a house in North Omaha that will soon be ready to be home to a special family that will work with Abide to continue to affect the neighborhood.

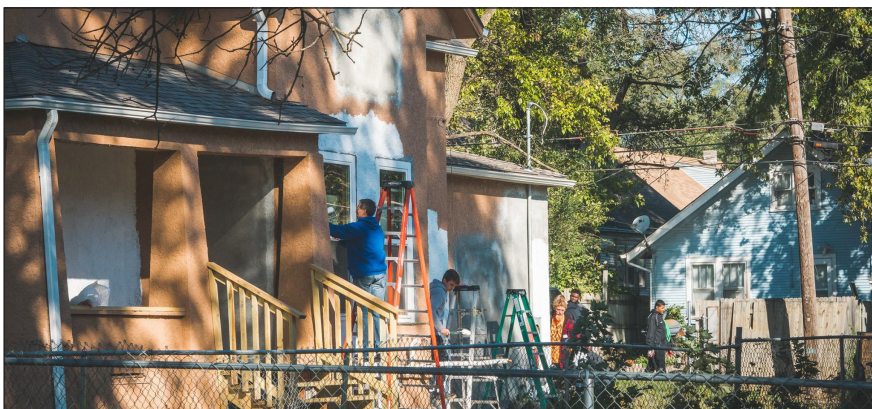
In response to Hurricane Florence, the Foundation also directed support to the REALTORS® Relief Foundation (RRF). The RRF exists as a 501(c)(3) organization established by the National Association of REALTORS® to provide housing-related assistance to victims of disasters including the housing needs for REALTORS®.

Now we need you!

Enhance the REALTOR® name, show Omaha you care, and make a genuine difference in your community by donating today! **Our goal is to raise \$100,000 for these charities and causes in 2018.** We can reach this goal through individual donors, as well as through attendance of many of the events sponsored by OABR. Look for these supporting events and add them to your calendar!

You can support the OABR Foundation by donating through OmahaREALTORS.com/OABRfoundation. The OABR Foundation is a 501(c)(3) charitable organization, that donates 100% of all contributions made. OABR pays all administrative costs.

YPN Giving Back



REALTOR® RING DAY



FRIDAY, DECEMBER 7
10:00 AM - 4:00 PM

SIGN UP TO RING!
OABRRINGDAY.COM
OPEN TO REALTORS® & AFFILIATES!

Can't Ring? Text!

Text REALTORSring to 41444 and receive a donation link!

COSTUME CONTEST
TRAVELING TROPHY AWARDED
FOR BEST TEAM COSTUME!



SIGN UP TO RING ONLINE OABRRINGDAY.COM

Responding to State Landlord Concerns

Recently, there is a local effort to reintroduce a city ordinance requiring landlord and/or rental property registration, coupled with an annual city code inspection of all rental properties. Several members potentially impacted by this have asked about our response which is published below, as of October, 2018.

The Omaha Area Board of REALTORS® is focused on individual rights to own and use real property as guaranteed by the U.S. Constitution and the State of Nebraska. As such, local REALTORS® are concerned when issues arise that impact those rights.

In response to the current concerns over the Yale Apartments and Code Inspections, Governmental Affairs Director, Perre Neilan, states "The idea of a landlord registry is an overreaction. We want to be part of the solution, but we want to do it right, not fast." We are currently working, and meeting with elected and appointed city officials, so our response will react to changes as we move forward.



Perre Neilan

The statement on Private Property Rights (below) is taken from the body of OABR's Public Policy, which is updated and published at: www.omaharealtors.com/govt-affairs-advocacy.

Housing Standards

REALTORS® believe that every individual should have the opportunity to live in safe and decent housing; similarly, the REALTOR® organization does not advocate for the ownership of sub-standard, unsafe housing. To the contrary, The Omaha Area Board of REALTORS® supports the timely enforcement of existing building codes – especially when related to the health and safety of local residents.

Local governments should be empowered with the ability to react quickly to any housing complaint by initiating appropriate enforcement proceedings that are supported by ample civil penalties in the case of non-compliance. The creation of additional programs, licensing or mandatory inspections of properties, in the absence of a housing complaint, serves to make local government larger and does not provide the overall focus needed to eliminate the community's worst housing problems.

Therefore, local government should center its efforts on current building code violations and an effective enforcement process that includes deliberate civil penalties applicable to those individual property owners defiant of compliance.

The Omaha Area Board of REALTORS® believes the continuing need and the demand for safe and affordable rental housing can best be met by investors who are willing to take long-term capital risks unencumbered by burdensome and unnecessary regulation imposed by government at the local, state and national levels.

Stay Current with OABR

Want to stay up to date on the most current conversations? Join the Governmental Affairs Committee! Being involved in Governmental Affairs is as exciting as it is important; both as a citizen of Omaha and as a REALTOR®. By being involved in the committee, you surround yourself with industry specialists and open yourself up to learn about current topics that impact your business.

Omaha Area Board of REALTORS® Governmental Affairs Committee



Come join us!

The third Wednesday of every month.

**10:00 am | OABR Education Center
11830 Nicholas St | Omaha, NE**

***Advocating for Property, Omaha,
& REALTORS®.***



Woman Up! With Women's Council

Appreciating the Past, Admiring the Future

Women's Council of REALTOR® members gathered for a morning of inspiration and encouragement this past month. President Angel Starks led the event with enough energy to encourage the entire room and motivated all in attendance to be involved and grow in the industry.

National President, JoAnn Stevens chronicled the story and brought excitement to the future of the Women's Council of REALTORS®. She spoke of her personal experience and the opportunities brought to her by being part of the Women's Council.

Said Angel, "What an awesome experience to witness a current national Women's Council President interact with attendees, including many local past presidents and one national past president, and a phenomenal women's leadership panel! It was truly an historic moment!"

A panel consisting of six Past Presidents (JoAnn Stevens, Susan Clark, Karen Jennings, Angel Starks, Joni Craighead, Lisa Ritter) and two active members (Ashley Kuhn and Megan Bengtson) discussed prevalent issues faced by REALTORS® and women in the industry.



*National Women's Council of REALTORS® President,
JoAnn Stevens*



Great minds think alike!



JoAnn Stevens shares Women's Council History



Past Presidents Panel

The Perfect Neighborhood to Raise Your Children

New Homes \$300,000—\$450,000

Our Quality & Experienced Builders

Advantage Development
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 Boltinghouse Homes
 Carlson Custom Homes
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 D&E Custom Building & Design
 Elite Custom Design
 Jeck & Company
 Landmark Performance Homes
 Legendary Homes
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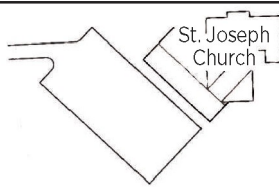
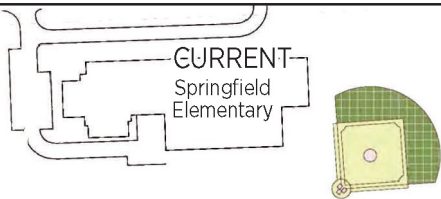
MOPAC TRAIL NEARBY



Springfield Elementary Site

School Opening 2022

Pending Bond Approval Spring 2019



GDR
Graves Development Resources



Subdivision Planned by
World-Renowned Rick Harrison Site Design

- Park-Like Streetscape
- Spacious Views
- Small Town Living Next to the City
- Top-Rated Elementary School Across the Street
- Walking Distance to Recreation, Food & Shopping (6 blocks to downtown Springfield)
- 5 Minutes South of I-80 & 144th Street 10th Avenue & Main Street • Springfield, NE

Lowest School District Taxes in Sarpy County



Where They Started, Why They Stayed Active

Many local REALTORS® are committed to the industry and are active in committees, education, and networking at the local level. Many active members pursue leadership positions such as a committee chair, and possibly the Board of Directors. From an outside perspective, it may be easy to assume that REALTORS® get involved only for personal growth, business referrals, or to gain the resume boost that comes with leadership titles. While personal development is a benefit of being active in the Omaha Area Board of REALTORS®, we find that many stay involved even after their term as president has passed.

Recently, committee leaders gathered to discuss their plan and visions for 2019. In addition, three OABR Past Presidents spoke of their involvement, then detailed how they first got involved and why they continue to volunteer their time. Their stories show their passion for their fellow REALTORS® and for the mission of the REALTOR® organization as a whole.



Deda Myhre

Deda Myhre, 2014 Past President, got her start with the Omaha Chapter of the Women's Council of REALTORS®. Deda saw things in the industry that needed changing. Said Deda, "I have always believed that you shouldn't complain about something unless you are willing to put in the work to change it".

After Deda started her involvement with Women's Council, she quickly learned there is more that goes on behind the scenes than she had realized and saw the importance of the work being done by the Women's Council and other OABR committees. Her voice was heard because of her involvement and she was able to make a real difference to the industry that she cares so much about. Deda originally feared getting involved meant giving an excess of her time away in an already busy schedule, but soon she found herself wanting to volunteer even more time.

Deda has been a REALTOR® for 17 years and has been a part of numerous OABR committees, as well as her service as a director and officer. Through the years, she has learned the value of getting involved and remains active in OABR so she can continue to make a difference in the business, and to inspire future leaders. Deda says her biggest surprise was how little time her ongoing volunteerism required, how many great relationships she developed, and how much fun it continues to be!

Joe Gehrki, 2009 Past President, began his involvement with the REALTOR® organization sitting in on Governmental Affairs committee meetings. Being new to the business, he was curious how certain regulations for REALTORS® became law, then he went looking for answers. The Governmental Affairs Committee afforded him the opportunity to learn more. Joe has been an OABR member for 30 years. His involvement has allowed him to move forward to Chair the Governmental Affairs Committee, be in leadership at the local, state, and national level. Today, Joe is NAR's Federal Political Coordinator for Nebraska Senator Ben Sasse.



Joe Gehrki

Even though Joe has progressed to do what most would consider "bigger and better" things; he is still involved at the local committee level because it is "his first love!" Joe commented at the leadership meeting, "I love these people. I love this industry. Being an active member in OABR gives everyone the connections and knowledge needed to propel their business to new heights."



Lisa Ritter

Lisa Ritter, 2012 Past President, admittedly got involved because she was tired of seeing a male majority leading the industry; she wanted to "shake things up."

Lisa also started with the Omaha Chapter of the Women's Council of REALTORS®. There she gained confidence and leadership skills, and through the years stepped forward to be involved in numerous committees, eventually serving as State President where she was able to impact the REALTOR® organization on an even larger scale.

"As I've gone around to other local associations across the country, I've been able to see that OABR specifically makes getting involved easy! The support, resources, and opportunities provided are invaluable and OABR members should consider themselves lucky to be part of such a great association." Lisa went on to say that "Leading isn't about being the smartest person in the room. It's about asking questions and inspiring those around you." She then inspired all of us to get involved, think big, and make the industry better for all.

RPAC CE Day 2018



Paula Monthofer, nationally recognized real estate speaker and favorite at OABR, teaches Tech Ethics and The Business of People.



Benefits of a Pre-Listing Inspection



By Jon Vacha
Vice President

By being proactive and investing in a pre-listing inspection a seller can enjoy many benefits.

The inspection can help the seller avoid surprises and identify and prioritize the list of concerns buyers will see or become aware of. But what about sellers who don't necessarily want to know what is wrong with their house? The larger items found on a pre-listing inspection will almost always also be found by the buyer's inspector. Take the guesswork out of what "could be" found. A timely heads up for a seller helps everyone involved.

A pre-listing inspection allows time to get estimates for the potential work needed, so a realistic cost of repair is clear. In some cases knowing the

potential work needed according to a professional third party also helps the seller understand a realistic asking price for the house.

Sellers and listing agents can avoid scrambling to find contractors and paying top dollar for repairs done specifically as requested by the buyer in a short time frame. In many cases a qualified contractor can make the needed repairs just as well as, but cheaper than, a licensed plumber or electrician.

Help market the listing with a "Pre-Inspected" sign in the front yard and the Home Inspection report on the kitchen counter. Buyers appreciate the proactive and professional characteristics that a pre-listing inspection gives a listing.

In many real estate markets around the country it is considered part of the normal process of listing a house to get



a pre-listing inspection because of the benefits to everyone involved. In recent years we have seen a steady increase in demand for pre-listing inspections.

HOME STANDARDS 9TH ANNUAL Holiday Meal Giveaway

With each inspection completed now through November 20, we will donate \$10 to the Food Bank for the Heartland – in time to help with a Thanksgiving meal for those in need.



HomeStandardsInspections.com

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LOCALLY OWNED & OPERATED • SATURDAY INSPECTIONS AVAILABLE



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Andy Alloway



Henry Kammandel



Kellie Konz Wiczorek



Vince Leisey



Matt Rasmussen



Dionne Housley



Mike Riedmann

STERLING 'R' INVESTORS \$1,000+



Jerry Ahivers



Darla Bengston



Bill Black



Angela Brant



Joni Craighead



Teri Dennhardt



Nate Dodge



Brandon Frans



Tracy Frans



Joe Gehrki



Gene Graves



Chris Haney



Jack Harvey



Sue Henson



Lisa Jansen-Bartholow



Karen Jennings



Peter Katt



Mindy Kidney



Lindsey Krenk



Monica Lang



Mark Leaders



Justin Lorimer



Ralph Marasco



Deda Myhre



Perre Neilan



Laura Osborn



Brent Rasmussen



Susan Rauth



Dennis Ritter



Lisa Ritter



Chris Rock



Doug Rotthaus



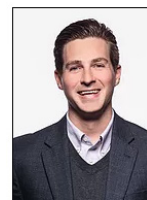
Becky Sandiland



Jessica Sawyer



Kyle Schulze



Dakotah Smith



Brenda Stuart



Julie Tartaglia



Dixie TenEyck



Mark Wehner



Brian Wilson



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Creating a Connected Marketplace

Midlands Regional Commercial Information Exchange



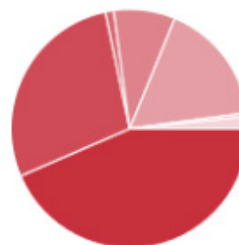
MRCIE continues to grow its membership, adding value to professionals and clients throughout Nebraska and Iowa. Subscribers can use MRCIE to promote all types of commercial properties and access valuable data directly through RPR Commercial.

MRCIE connects individual commercial brokers in the greater Lincoln-Omaha region on an efficient, cost effective platform uniquely designed for commercial properties. Participating brokers share 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 following leads and serving clients.

Find more listings and join MRCIE for \$50 a month at MRCIE.org.

Commercial Property Types



- Office
- Retail-Commercial
- Shopping Center
- Industrial
- Land and Farm
- Hospitality
- Multi-Family

186 Commercial Professionals

813 Sale/Lease Transactions

1,539 Property Listings

Traffic Counts Added to RPR Commercial Reports

RPR has recently announced practitioners now have the option to include traffic counts in RPR Commercial Property and Trade Area Reports. The data displays actual historical counts as well as projected counts based on the last published traffic count, local area trend data and up-to-date demographic information.

Commercial real estate pros can use the new data to:

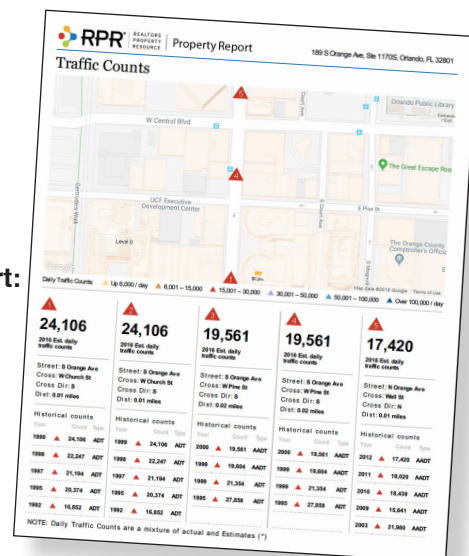
- Identify and understand traffic patterns and historical trends.
- Analyze and forecast potential traffic to detect high demand opportunities.
- Evaluate locations for retail facilities, restaurants, real estate developments, cell phone towers, billboard advertising and more.

Users have a few options when generating an RPR Commercial Property report:

- Set the desired distance around the property they want to include counts from.
- Sort the data either by proximity or highest total count.
- Choose whether they want one or two pages of traffic count data.

Login to RPR Commercial today and take a look!

RPR helps Commercial real estate pros generate persuasive, decision-making data and reports for all types of clients. RPR Commercial is your benefit, already incorporated into your NAR dues, which truly makes it your one-stop-shop for comprehensive market data and analysis.



SAFETY AT THE OFFICE

- Ensure all doors other than the main entrance are secured.
- Make sure there is a clear exit route from the service desk to the door.
- Never allow visitors to wander freely about the office.
- Install alarm buttons in strategic spots throughout the office.
- Never leave wallets, purses, or valuables behind counters or on desks.
- Lock up audio/visual equipment when not in use.
- Secure spare and master keys in locked cabinets.
- Restrict office keys to those who need them. Maintain a record of keys.
- Limit the amount of personal info you share on your business cards/signage.
- Consider using only your first initial and last name on "For Sale" signs to conceal gender and prevent anyone other than current clients asking for you by name.

SAFETY WITH CLIENTS

- Always let someone know where you are going and when you will be back.
- Never list a property as "Vacant." This is an open invitation to criminals.
- Show properties before dark. If you have to, be sure to turn on all the lights.
- Use the LockBox key procedure, established to improve REALTOR® safety.
- Ask new clients to complete a Prospect Identification Form.
- Establish a distress code that can be used when you feel you are in danger.
- When showing commercial property, be sure your cell phone has service.
- Get to know prospective clients before showing a commercial property.
- Use your intuition. If you feel uneasy, ask someone to join you or don't show it.



Ericka Heidvogel
New Home Consultant

(402) 917-4888
Fax: (402) 934-4973
eheidvogel@celebrityhomesomaha.com

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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.



October 2018 meeting attendance:
Guest Speaker: Gus Ponstingl – Leak Detective

Jon Vacha ACI (President) - Home Standards Inspection Services
Tim Krof ACI (Vice President) - Home Standards Inspection Services
Steve Marten ACI (Treasurer) - Homespec Property Inspections
Mike Frerichs ACI (Secretary) - Home Buyers Protection Co
Mark Byrd ACI - Accurate Building Inspection
Rick Crnkovich ACI - Heritage Home Services, Inc
John Eggenberg ACI - Surehome Inspection Services
Jessie Fisher - Home Standards Inspection Services
Bret Petersen ACI - Home Buyers Protection Co
Brent Simmerman ACI - Midlands Home Inspections, Inc
David Six ACI - Home Standards Inspection Services
Steve Vacha ACI - Home Standards Inspection Services
Les Wallace - Advanced Building Inspections

*ACI denotes ASHI Certified Inspector

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NMLS ID: 13447



John Pinkston
402-540-7178
NMLS ID: 1341248



Carlene Zabawa
402-312-6683
NMLS ID: 457132



Michele Ringsdorf
402-934-4281
NMLS ID: 457136



Scott Bonow
402-720-3172
NMLS ID: 745948



Scott Miller
402-657-3295
NMLS ID: 1244063



Brenda Carlson
402-672-6785
NMLS ID: 457159



Nick Zwiebel
402-934-3595
NMLS ID: 623817



Lisa Miers
402-659-5624
NMLS ID: 472827



John Major
402-212-0149
NMLS ID: 1393750

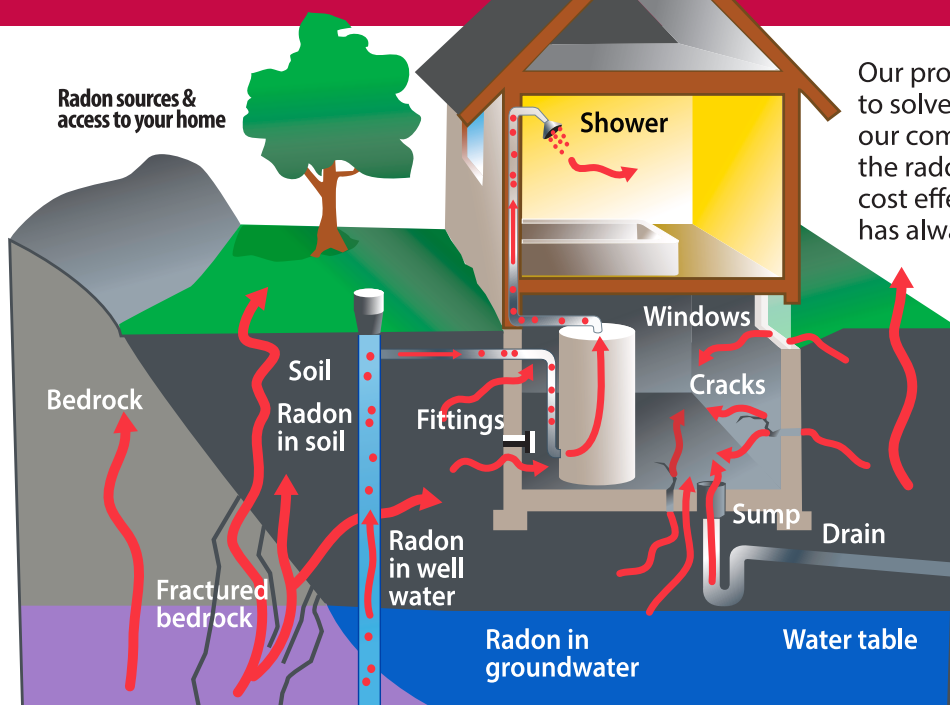


Member FDIC

Loan Production Offices:

- 13305 Birch Drive, Ste 200
Omaha NE 68164
- 304 Olson Dr., Suite 203
Papillion NE 68046

Test. Fix. Save a life!



Our professional team is **uniquely qualified** to solve your radon problems because of our combined experience and expertise in the radon industry. Providing innovative, cost effective and visually pleasing solutions has always been our goal.

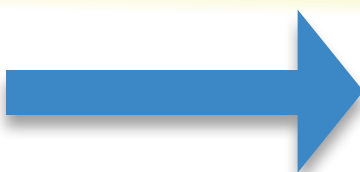
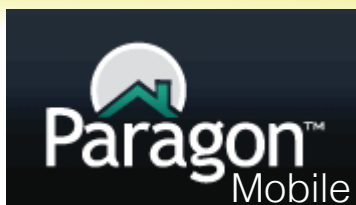
We have been the **No. 1** radon mitigation company in the State of Nebraska since 2011.



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MLS Users,

Make the Switch!



Reasons to Switch

- Not a Mobile App
- Outdated Navigation
- Not Shareable With Clients
- No Location Services
- No Interactive Communication
- Limited Search Capability
- Obsolete Technology

Why Homesnap?

- Mobile App
- Intuitive Navigation
- Confidential Fields Limited to Agents
- Continual Enhancements
- Snap a Photo to Search
- Modern Functionality
- Fair Display Guidelines – No Ads
- Communicate with Agents & Clients
- Share the App with Clients

Homesnap is YOUR mobile app for the MLS!

Our Water. Our Future. Ours to Protect.

Written by **Stacy Gillman**, Stormwater Assistant,
Douglas County Environmental Services

Stormwater runoff is rainfall or snow melt collecting and running over impervious surfaces such as driveways, sidewalks, and streets where it is prevented from naturally soaking into the ground. This can result in pollution as the stormwater picks up debris, chemicals, dirt, excess fertilizers, pet wastes, and other materials and transports them into the storm sewer system, which typically leads directly to local streams and lakes.

Increased stormwater runoff can result in flooding that damages property and erodes streams and waterways, necessitating costly repairs to bridges, utility lines, and other infrastructure.

As a homeowner you can help keep our waterways clean with the following actions around your home:

Landscaping

- Rain barrels can collect stormwater from rooftops and the water can then be used later on your lawn or garden areas.
- Rain gardens/grassy swales are specially designed areas planted with native plants that can provide places for stormwater to collect and soak into the ground. Rain from rooftop areas or pavement areas can be diverted into these areas rather than into storm drains.
- Permeable pavement allows rain and snowmelt to soak through, decreasing stormwater runoff.
- Consider native grasses and flowering plants in your landscape. Their dense root structure and hardy vegetation can trap stormwater pollutants picked up from driveways and streets.

Home and Auto

- Always check for leaks from cars and other vehicles. Clean up spilled fluids with an absorbent material such as kitty litter or sand and dispose of that material in the trash.
- Use a commercial car wash that treats or recycles its wastewater instead of washing your car in your driveway.
- Dispose of used auto fluids, paints and batteries during hazardous waste collection programs or, if you live in Douglas or Sarpy County, take those items to Under the Sink in Omaha (www.underthesink.org).



DOUGLAS COUNTY
ENVIRONMENTAL SERVICES

Lawn & Garden Maintenance

- Don't over fertilize - sweep up any excess from sidewalks, driveways, and streets
- Don't overwater your lawn - water in the early morning
- Compost your leaves - keep them off the street
- Pick up pet waste
- Set mower heights to 3 inches - This promotes deeper roots in your lawn making it healthier and more tolerant to dry conditions.

For more information visit:

www.things-you-can-do-to-reduce-stormwater-runoff



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Continued from Page 1

According to Jessica Fox, Project Manager for Black Knight MLS Solutions, “When laying out initial merger timelines, we do not yet have access to the new data that will be imported in the merger process.

Therefore, we make certain assumptions based on past experience with MLS organizations of similar size regarding the number, and type, of changes that will be required. During our initial data-mapping phase, where the new incoming data was thoroughly analyzed and compared to the existing system, it was determined that additional changes would be required beyond what was originally anticipated.”

The goal of the conversion team is to ensure a good experience with the final cutover. Adjusting the cutover date helps safeguard a fully-functional system when the merger is complete.

“These additional changes are needed to ensure the most seamless, and complete, transition of Lincoln’s listing data, as well as to improve the end user experience for existing Omaha members. Due to the nature of these changes, specifically the Residential Property Subtype revisions and Room & Unit additions, additional time is needed to implement these changes in Omaha’s system prior to bringing in the Lincoln data,” Fox stated.

Over 75 different technology vendors currently access MLS system information under broker supervision and an approved data use agreement. These vendors provide office and agent websites, as well as broker back-office systems. Protecting website vendors from any unnecessary downtime, that blocks consumer access is a priority.

“The delayed cutover date includes additional time added to allow for software vendors to access these upfront changes in a test environment, and update their data-mapping accordingly, prior to the changes going live.” Fox stressed the importance of the delay saying, “This will help ensure as little disruption as possible to member and third-party websites.”

The new timeline, will result in agents having a first look at the merged data in February, with training for Lincoln area agents beginning the end of February and carrying over into March, and subject to change, the merger will be completed during March.

From Conception to Action

MLS Consolidation has been trending across the nation with the total number of MLSs in recent years

decreasing by about one-third. Discussion between the Lincoln and Omaha area MLSs began last summer when a small group from both organizations met in Lincoln, and from there discussions continued to where an informal outline was drafted, revised, and then adopted in February 2018.

That informal outline and a series of meetings, led to a formal Operating Agreement being adopted on August 17, creating Great Plains Regional MLS, LLC., a limited-liability corporation owned by Midlands MLS, Inc. (owned by the REALTORS® Association of Lincoln) and the Great Plains REALTORS® MLS, Inc. (owned by the Omaha Area Board of REALTORS®). In simple terms, this agreement merged the Lincoln MLS and Omaha MLS systems into one regional system to deliver benefits for brokers, agents and consumers.

After final cutover, 180 individual brokers and agents from the Lincoln and Omaha MLS services, who are currently overlapping and paying for two systems, will collectively save \$86,400 per year. Consumers will gain the benefit of a marketplace with fewer artificial boundaries.

Moving the Merger Forward

In August of 2018, a conversion team began reviewing and comparing the structure and content of all data fields in the two MLS systems. Believe it, or not, the way bathrooms are counted, or the way square footage is reported, can vary greatly from system to system across the country.

As a smaller example, you say third bedroom, we say bedroom-three. Each label is a discussion; each field can be a compromise for the good of the overall system. Every phase of the overall conversion process is critical in the final product. To start, data fields are aligned with national data standards established by the Real Estate Standards Organization (RESO) and supported by the Council of Multiple Listing Services (CMLS) and the National Association of REALTORS® (NAR).

This standardization of the MLS data across the country makes it easier and less expensive for software developers and application providers to deliver affordable tools for MLS users. Data standards make it easier for brokers and franchises that work across multiple MLS systems to combine data for consumer websites.

CONSOLIDATION

In addition, the conversion team is involved examining all data-fields of all types: subscriber data, office data, property classes, property types and sub-types, as well as every field label, and field type. The team looks at open-ended fill-in-the-blank fields, the number of characters allowed, pick-lists, checkboxes, the order of appearance, and so on.

Once data standards are met, other enhancements are also being considered. Users of the new regional MLS system can expect to see Public Remarks increase from 500, to 1,000 characters; the number of photos will increase from 36 to 99. Look for other improvements too!

The Courthouse Retrieval System (CRS) already integrated into the Omaha area Paragon System will increase the number of counties it covers from 12 to 20, giving agent-users of the Regional system a great resource for market area consumers. Watch for other enhancements as the Regional MLS moves forward.

When does the Regional MLS go Live?

- Before we see a completely integrated MLS, there are hundreds of details and tasks to be completed. So, even though all decisions are not complete, you can expect:
 - Communications to continue preparing all regional users for the changes ahead.
 - Current Paragon users will see some changes and enhancements in the system as early as **December 3**. (Dates are subject to change.) The biggest changes will improve Paragon search and consumer website functionality, double the characters in public remarks (500 to 1000), and nearly triple the number of photos (36 to 99) you can upload on a listing. At that time, only the listings of current Paragon users will be visible.
 - All agents can expect an email requesting they reauthorize their ACH auto-payments. This will be closer to the final cutover date.
 - The Regional MLS Board of Directors confirmed that monthly MLS fees for the Regional service would be \$30 per month for agent-subscribers, and \$71 per month for broker-participants.
 - Some MLS Rule changes will be made as the two sets of rules are reconciled and made into one. A number of changes have already been implemented into your current rules, so the number of changes should be minimal between now and the final conversion.
- On **February 25**, we are expecting to see the consolidated data from both Lincoln and Omaha in Paragon. At that time, agents from the Lincoln MLS will be operating in parallel, meaning they will continue to enter listing data into their existing system, however, the listing data will be automatically pushed directly into the Paragon system. Lincoln's existing system will continue to operate as normal, but all users will have access to listing information from both markets. During this time, any data accuracy or mapping issues will be resolved and the consolidation team will check for any flaws in the system operation. (Dates are subject to change.)
 - From **February 25 through March 8**, on-site training will be provided in Lincoln for all users new to the Paragon system. This training will include lessons using the CRS Data public records and tax tools. (Dates are subject to change.)
 - Once training is completed, the two systems will continue to run in parallel.
 - Around 12-Noon, on Friday, **March 22**, the final cutover process will begin. At that point, listing changes and new listing entry will be blocked on Lincoln's existing system until data entry is unlocked on the new system on Monday, March 25. (Dates are subject to change.)
 - On **March 25**, the final cutover will conclude and the Great Plains Regional MLS system will be operational with all listings from both markets. All listing input and listing changes will then be made in the Paragon system. (Dates are subject to change.)
 - Following final cutover, users will no longer access Lincoln's existing system.

Check for weekly email updates with the Wednesday REconnect. If you have not been receiving the weekly REconnect in your inbox, contact Diane Stevens at Diane@OmahaREALTORS.com or 402-619-5557.



BEHIND THE MLS

Running an MLS is not what it used to be. The level of technology and the depth of issues for MLS staff to understand are ever increasing. So, behind the scenes you might be interested to know what it takes to create MLS staff experts.

Conferences and Trainings

Today, MLS staff are expected to understand the history, the technology, the data-standards, the rules of the marketplace, and be proactive in shaping the future of the MLS, all to the benefit of local brokers and agents. This knowledge and understanding of an exceptionally complex system does not happen overnight. It takes hours of study, training, and networking with other specialists across the country. Attendance at three to five critical events each year helps individual staff members grow and learn in an effort to provide a better service for all MLS users.

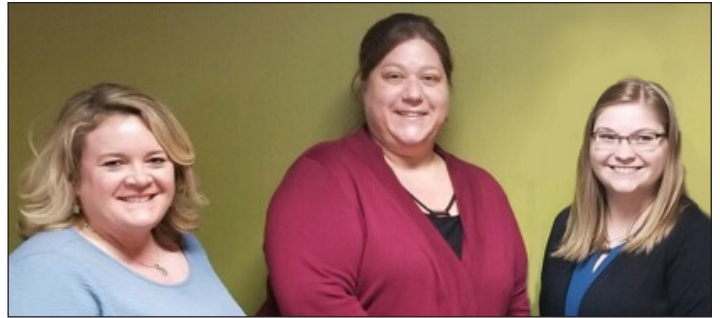
Black Knight Events

Black Knight the company behind the Paragon system which provides MLS service for over 300,000 REALTORS® across America, hosts three annual events: The Customer Training Conference, a Train-the-Trainer event, and the National MLS Users Group (NMUG). The Customer Training Conference updates staff on the big picture moving forward. Knowing what's coming helps long-term planning and aids the staff in assisting local Participants serving as directors.

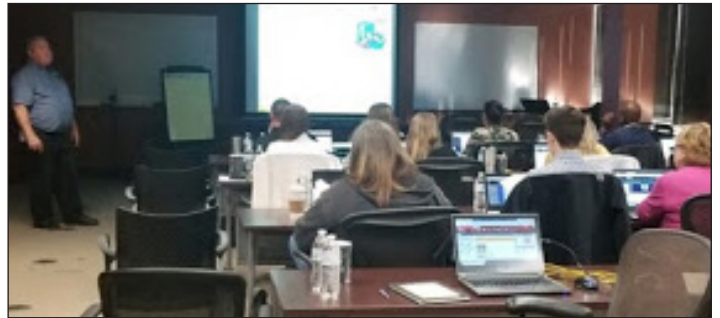


This also gives select business partners – vendors of ancillary software applications and integrated tools – an opportunity to demonstrate their latest product, or improvements to their existing products, or possibly what's on their long-term radar for product evolution. This benefits MLS staff by being aware of the latest technology to serve the needs of brokers in the market, and being able to share that information with MLS leaders.

The Train-the-Trainer event is designed to dive into the operation of the MLS system, teaching staff and trainers the power of the system. Knowing how to search is one tool, but like most software used today, there is a potential way beyond what most users take the time to learn. This empowers staff to bring the knowledge about the system back to the street, if you will, enabling others to better take advantage of the MLS system.



Regional MLS Staff, Melissa Wilkerson (Lincoln), Denise Mecseji, and Dakota Ghegan attending Paragon admin training.



Twice a year, REALTORS® from across the country join together at the National MLS Users Group (NMUG) actually hosts two on-site events at other meetings, as well as an online platform for industry professionals to communicate continuously. This group raises concerns, identifies potential solutions and works together for the good of all Paragon customers. After all, everyone has the same issues and the common solutions seem to work the best.

CMLS Conference

Every fall, the Council of Multiple Listing



Services attracts about 800 MLS professionals into two full days of presentations and interaction. Although all of the events help staff members build a stronger learning network, the CMLS Conference has the widest audience with which to interact. Not only does the conference attract MLS executives, but also MLS managers and support staff from across the country. In addition, nearly every major MLS vendor is in the house with a trade-show display aimed specifically at MLS operations. This gives staff an opportunity to meet your vendor, and their competitor, to compare and contrast their services.

In May each year, in conjunction with NAR's legislative meetings, CMLS hosts a special day-long session titled CMLS: Bringing it to The Table. A session that explores the latest issues and developments keeping everyone apprised of the latest in the MLS industry.

The Council of MLS also has a curriculum for the certification of MLS staff. The CMLX Certification Series is a valuable background for MLS staff, providing education on MLS history, the latest developments, evolving technology, governance issues, and much more.

Making The Market Work™ is a promotion used across the country, pointing out that REALTORS® make the market work. REALTORS® have organized the real estate market since the 1950s, and MLS is at the heart of the present-day system that brings buyers and sellers together.

RESO Annual Conference

Get your geek on for this one! The best MLS professionals thrive on the finest detail of your MLS database. For you, maybe listings are just listings; but, for the consummate MLS manager, the details of data are their focus. The Real Estate Standards Organization (RESO) develops, promotes, and maintains voluntary electronic commerce



standards for the real estate industry. RESO compiles the MLS Data Dictionary which serves as the standard for all real estate data, helping MLS and other systems to “speak” the same language. The annual conference, normally in October, is supplemented with workgroup meetings and conference calls throughout the year. Implementation of the MLS Data Dictionary saves brokers and agents time and expense while preserving the integrity of local listing information.

MLS Users Group

Want to stay up to date on the most current conversations? Join the MLS Users Group! They monitor and make recommendations to the Great Plains REALTORS® Multiple Listing Service Board of Directors regarding the use and functionality of the Paragon MLS System. By being involved in the committee, you surround yourself with industry specialists and open yourself up to learn about current topics that impact your business.



Affiliate Spotlight

Fed Announces Funds Rate Hike

After its September meeting, the Fed announced an increase to the benchmark Federal Funds Rate by 0.25 percent for the third time this year. The increase, which was expected by investors, brings the new target rate range to between 2 and 2.25 percent.

If you're wondering what this rate hike means for home loan rates, don't panic. A rise in home loan rates shouldn't be expected as a direct result of the Fed's decision. This is because the Fed hike is not to all rates but to the Fed Funds Rate, which is the short-term rate at which banks lend money to each other overnight. The Fed Funds Rate is not directly tied to long-term rates on consumer products like purchase or refinance home loans.



Jeanne Lamoureux

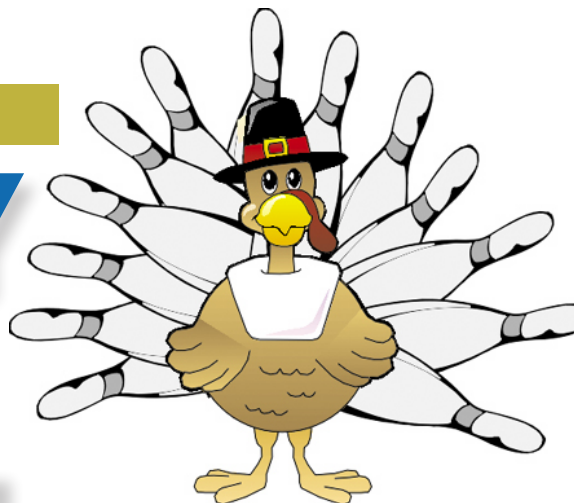
In its announcement, the Fed noted that the economy and labor market continue to strengthen and that inflation remains near the Fed's target of 2 percent. If inflation can stay in check, this could be good news for home loan rates. Inflation reduces the value of fixed investments like Mortgage Bonds, and home loan rates are tied to Mortgage Bonds. However, continued strong economic news could also benefit Stocks at the expense of Mortgage Bonds and home loan rates if investors move money into Stocks to take advantage of gains. I'll continue to monitor all these market movements for you. While home loan rates have ticked higher this year, they remain attractive, historically. If you have any questions about whether you can benefit from current home loan rates, please reach out anytime.

Jeanne Lamoureux
Mortgage Service Representative | Centris Federal Credit Union
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Attention REALTORS® & Affiliates ONLY

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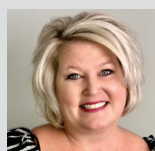


- **Wednesday, Nov. 14**
- **Check-in: 11:00 am**
- **Bowling: 12:00 pm**
- **The MARK**
- **20902 Cumberland Dr.**
- **Elkhorn, NE 68022**
- **\$30/Person**
(Includes lunch buffet and 2 games with shoes)
- **\$25 Spectator and/or lunch only**

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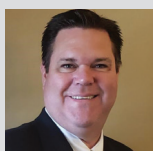
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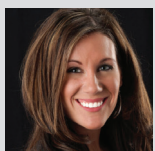
Kaleen Anson



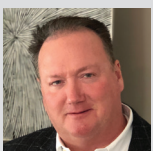
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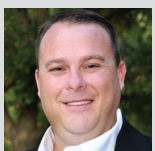
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Monica Lang



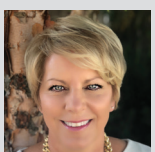
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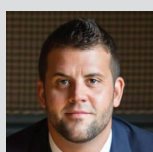
Sherri Daly



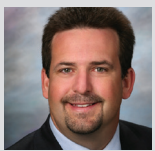
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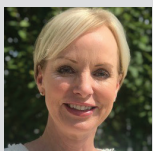
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Why Choose ADR When Filing Complaints

The Nebraska Equal Opportunity Commission is a neutral administrative agency created by statute in 1965 to enforce the public policy of the state against discrimination. The principal function of the NEOC is to receive, investigate and pass upon charges of unlawful discrimination occurring anywhere within the State of Nebraska in the areas of Employment, Housing, and Public Accommodations.

The mission of the agency is to receive, investigate, and make decisions on charges of unlawful employment, housing, and public accommodations practices occurring within the boundaries of the State of Nebraska.

Jurisdictional Days

IMPORTANT NOTICE: There is a time limit for filing a charge. If you believe you have experienced illegal discrimination, please note the following filing requirements under Nebraska law:

300 days from the date of harm
for **Employment** discrimination

365 days (one year) year from the date of harm
for **Housing** discrimination

10 days from the date of harm for
Public Accommodation discrimination

4 years from the date of harm for **Equal Pay** claims
(under the Equal Pay Act of Nebraska).

Intake is the first step in filing a charge. You can contact the agency and speak to an Intake Investigator. If it is determined that the Commission has jurisdiction to file a charge, you will be set up with an appointment time. You can reach an Intake Investigator by phone at 402-595-2028, in person, or by filling out an online Inquiry Form.

After a charge has been filed under the employment and public accommodations laws, Complainants and Respondents will be given the opportunity to participate in Alternative Dispute Resolution (ADR), a voluntary program to provide the parties an opportunity to resolve the matter without a formal investigation or determination regarding the merits of the case.

The parties have two option with ADR: Mediation and Pre-Determination Settlement.

Mediation is where the parties are brought together for a face-to-face meeting, giving the parties the opportunity to discuss the issues raised in the charge, clear up misunderstandings, determine underlying interests, find areas of agreement and incorporate these into solutions.

In **Pre-Determination Settlement**, the Complainant and Respondent do not meet face to face; rather, settlement offers and responses are forwarded to the parties by the assigned Commission staff member, usually the Director of Conciliation.

Why choose ADR?

- ADR saves time. ADR cases are normally handled within 30-60 days.
- ADR has a high success rate. On average, over 70% of cases sent to ADR are resolved.
- ADR saves money by eliminating future litigation costs for both parties.
- ADR gives all parties an opportunity to share information that may assist them in making informed decisions to determine risk should the claim move forward.
- ADR is risk free.
- ADR allows parties to resolve issues with the presence of an objective, neutral third party.
- ADR is confidential.

Investigation is the next step in the complaint process if the parties do not participate or resolve the charge through ADR. The Commission determines the appropriate level of investigation in each case. During the investigation, investigators endeavor to resolve the charge through settlement discussions.

Following completion of the investigation, the case will be forwarded for a **determination**. If the parties are unable to reach a mutual agreement, the commission may order a public hearing, or forward the case to the EEOC, if there was a federal employment charge filed. If conciliation is unsuccessful under the Nebraska Fair Housing Act, the case may move forward to court action if the Complainant or Respondent elect to pursue litigation in district court.

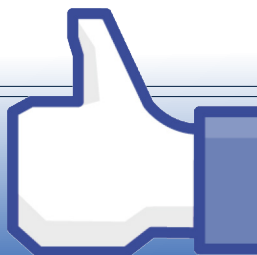
A public hearing is an administrative proceeding in which the same rules that govern the district courts of Nebraska apply. During a public hearing, the Commission does not represent the Complainant. Rather, both parties will be required to present their case to the hearing officer, which is provided by the Commission. Following the public hearing, the hearing officer will issue an order for relief if the decision supports the Complainant, and will ask for dismissal of the case if the decision supports the Respondent.

Source: The Nebraska Equal Opportunity Commission



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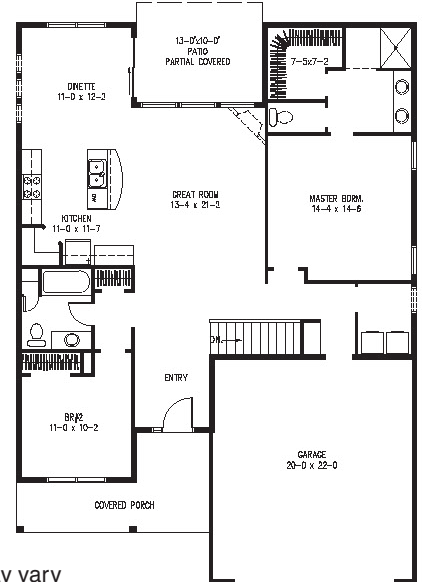
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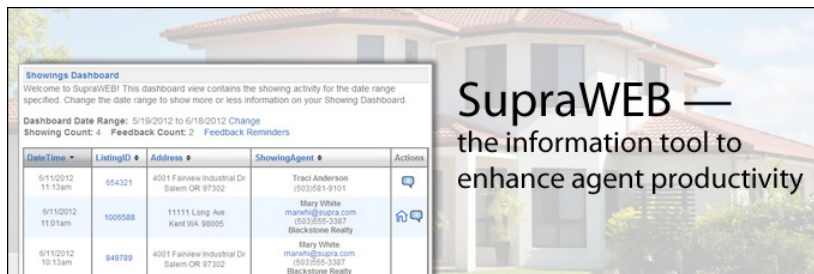
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Valuable showing data is accessible through SupraWEB so that agents can create reports for their clients, send updates about a particular listing to agents who recently showed that listing, or provide showing feedback.

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SupraWEB —
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REALTORS® can also use SupraWEB to update billing information and get their own authorization codes. SupraWEB is a secure website that is available to all Supra keyholders. REALTORS® use SupraWEB to help manage their listing and showing information.

OABR Members can expect to see a wave of updates to the Supra app in the beginning of 2019. Updates will include improved authorization code process, updated appearance, and upgraded ease of access.

In order to log into SupraWEB you will need the following information: eKEY Serial Number, located at the top of your eKEY app, your four digit Pin number, and your Association Name: NE - Great Plains Regional MLS.

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Personals

Congratulations to **Annali Leach** of CBSHOME on the recent birth of her daughter Aspen Emilia born on October 9.

Congratulations to **Collette Fleming** of Nebraska Realty on earning the RENE Certification.

Congratulations to **Judith Smith** of RE/MAX Real Estate Group on earning the SRES designation.

Condolences to **Bill Swanson** of CBSHOME on the recent loss of his father.

Condolences to **Kate Reeker** of CBSHOME on the recent loss of her mother.

Condolences to **Diane Battiato** on the recent loss of her brother.

Condolences to **Darla Bengtson** on Nebraska Realty on the recent loss of her father.

Thank You to Our October Orientation Sponsors!

Jessica Blake – Security National Bank
Brenda Stuart – ServiceOne Inc
Samantha Hamrick – Northwest Bank
Melanie Doeschot – Ambassador Title

Membership

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

SEPTEMBER ACTIVITY	MO.	YTD
New REALTOR® Members	38	382
Reinstated REALTOR® Members	3	31
Resignations	158	386

OABR - September 1	2018	2017
Designated REALTORS®	198	198
REALTOR®	2550	2413
REALTOR® Emeritus	57	51
TOTAL REALTORS®	2805	2662
Institute Affiliate	65	64
Affiliate	348	374

GPRMLS - September 1	2018	2017
Participants (OABR)	192	191
Participants (MLS only)	77	67
Subscribers (OABR)	2563	2425
Subscribers (MLS only)	252	226
TOTAL	3084	2909



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Cracking the Code

Code of Ethics - Article 1

When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their client. This obligation to the client is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly. When serving a buyer, in the transaction. Even when a REALTOR® is not acting as an agent, the REALTOR® remains obligated to treat all parties honestly.

This has particular significance to REALTORS® engaging in appraising, counseling, facilitating, and other activities when a principal-agent relationship is not involved. Remember that you are obligated under the Code of Ethics even when acting as a principal in a real estate transaction.

Regardless of what capacity you are acting in (e.g., facilitator, transaction broker, etc.), you are obligated by the duties established in the Code of Ethics. This is true regardless of whether real estate-related activities and transactions are conducted in person, electronically, or otherwise.

Be forthright and honest when advising prospective sellers about the value of their property. When seeking to become a buyer or tenant representative, do not mislead buyers or tenants as to savings or other benefits that might be realized by using your services.

REALTORS® may be dual agents but only after full disclosure to and with consent of both parties. Transmit all offers and counter-offers objectively to the seller and landlord as quickly as possible for the owner's decision regardless of who produced the offer. REALTORS® as agents or brokers of buyers and tenants are not obligated to continue to show properties to their clients after an offer has been accepted unless agreed otherwise in writing.

Remember that your obligation to preserve confidential information provided by your client continues after the termination of your agency relationship or non-agency relationship recognized by law. Latent material defects are not considered confidential.

When entering into listing contracts, you must advise sellers and landlords of 1) your company policy regarding cooperation and the amount(s) of any compensation, 2) that buyer and tenant agents or brokers may represent the interests of the buyer or tenant even if compensated by you or the seller or landlord, and 3) any potential for you to act as a disclosed dual agent.

When entering into buyer/tenant agreements, you must advise potential clients of 1) your company policies regarding cooperation; 2) the amount of compensation to be paid by the client; 3) the potential for additional or offsetting compensation from other brokers, from the seller or landlord, or from other parties; 4) any potential for you to act as a disclosed dual agent, and 5) the possibility that sellers or sellers' representatives may not treat the existence, terms, or conditions of offers as confidential unless confidentiality is required by law, regulation, or by any confidentiality agreement between the parties.

When acting as the seller's agent, don't suggest an offering price other than the listed price unless instructed by the seller to do so. Inform buyers of pertinent and relevant facts that may affect their decision to purchase. Inform buyers of pertinent and relevant facts that may affect their decision to purchase. As an agent, the best interests of your client must always come before any contemplated interest you or any member of your firm may have in the property.

If you are the listing broker or subagent, refrain from suggesting to a buyer that a property is overpriced without the seller's authorization. Even when managing property, submit any offers to purchase received to the owner. Advise your client promptly if you become convinced the client's property is overpriced. Use your expertise as a real estate professional to advise your clients as to the market value of their homes, even where they claim to know what their properties are worth. Recommend that the client obtain an appraisal if you are unable to advise on the property's market value, either because of your lack of experience or your limited knowledge of the area or of the type of property. Never misuse a prospective client's personal opinion of the property's value to obtain a listing. Base your recommendation for an asking price on a thorough inspection of the property and a systematic review of comparable sales in the area.



Code of Ethics Training Course [0985R]

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.



Upcoming Courses Offered at OABR

Friday, November 9 | 8:30 am - 12:30 pm

Friday, December 7 | 8:30 am - 12:30 pm

Register online: ims.oabr.com



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Drones in Real Estate

Technological advances have made drones efficient and cost effective to take pictures and videos from drones, aka Unmanned Aerial Systems (UAS). Real estate professionals can all benefit from the images and information obtained from using UAS technology. This imagery is an incredible tool for potential homeowners moving to a different city, buying a second home, or trying to streamline the research process necessary to buy a new home.

The Federal Aviation Administration (FAA) small drone rule became effective in August 2016. This rule eased the restrictions on UAS use for businesses by creating an FAA-issued "UAS Operator Certificate" which does not require a pilot's license and Drone footage has been on the rise ever since. Drone technology in real estate is predicted to account for 22% of total commercial drone use by 2020.

The key benefit a drone brings to your property is that it provides a sweeping aerial view: If you have a beautiful yard or landscaping or woods nearby, drone footage can highlight these aspects better (and certainly more dramatically) than a simple photograph or on-the-ground video. It can also show off the neighborhood surrounding your place. Drones make obtaining this content substantially more feasible. It easily surpasses satellite imagery regarding quality, and is much more affordable than using a manned plane or helicopter to capture imagery from above.

Now that it is easier than ever to use drones thanks to technological advancements, improved affordability and increasingly accommodating regulations, the benefits for the commercial real estate sector are even more apparent.

Site Selection and Marketing

UAVs can take fantastic aerial pictures and videos of properties and the areas surrounding them. This capability is useful for site selection. Aerial photography and video provide you with a more comprehensive understanding of a location. You can also get information that may otherwise be difficult to find, such as how traffic typically flows in and out of the area.

Inspections

Drones can also play a role in commercial real estate inspections, including comprehensive baseline work and routine checks over the life of a property. You can equip UAVs with a wide range of sensors. For instance, thermal sensors affixed to drones can measure whether hot or

cool air is escaping from a building, enabling you to improve its heating and cooling efficiency. This thermal testing equipment can also help in detecting damaged building infrastructure and water pooling under a flat roof.

Using a drone to perform inspections has numerous benefits. UAVs can conduct examinations much more quickly than a human could, as all it needs to do is fly over the building with the necessary sensors. Using a UAV also eliminates the danger of having an inspector climb onto the roof of a building. Drones can also assist with regular inspections required to maintain a property. Using a UAV makes it much easier and safer to inspect rooftop equipment, high windows and more.

You can use drones to check for damage after a storm or other natural event. These conditions can be especially hazardous for inspectors to carry out, making an unmanned inspection a smart choice. Using drones for inspection may increase the frequency with which they are performed because it reduces the time it takes to complete them and is more cost-effective. This may lead to safer properties and less risk for property owners.

Benefits of Drones in Commercial Real Estate

Most of the drones a real estate professional would typically use are also easy to operate. You need to study and follow FAA rules, but flying the drones requires very little training. They are also becoming increasingly affordable, making them a cost-effective option for more companies.

Real estate was one of the foremost early adopters of commercial drones, and it seems the sector will continue to use them for a variety of applications. They provide many benefits related to commercial real estate decisions, including reducing inefficiency and risk. If you are investing in commercial real estate or are otherwise involved in the sector, you should definitely consider investing in a drone.

NAR Policy: NAR supports efforts to create new federal regulations to allow for the future commercial use of unmanned aerial vehicle technology by the real estate industry. NAR is committed to working with the Federal Aviation Administration, and any other relevant federal agencies, during the regulatory approval process. The National Association of REALTORS® will continue its ongoing efforts to educate REALTORS® about the current and future regulatory structure for the safe and responsible operation of unmanned aerial vehicles.

Source: nar.realtor/drones

Lunch with the LEGENDS

#9999T



Hear from **seasoned REALTORS®** with over 30 years in the real estate industry on factors that contributed to their **success**, the high and low moments in real estate and what those moments taught them. Learn what **techniques and tools** these successful agents use to build and maintain their sales. Find out who their **mentors** were and as mentors today, what advice they pass on when working with new agents. **Gain their advice** for rookies and hear the answer to the question, "Did you ever want to quit the business?" and if yes, what stopped them.

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