



REview



COMING UP

DIVERSITY COMMITTEE

March 12; 11:00 am - 12:00 pm
OABR Boardroom

EDUCATION COMMITTEE

March 13; 8:30 am - 9:30 am
OABR Boardroom

AFFILIATES COUNCIL

March 19; 9:00 am - 10:00 am
OABR Education Center

GOVERNMENTAL AFFAIRS

March 19; 10:00 am - 11:00 am
OABR Boardroom

RPAC PHOTO DAY

March 26; 2:00 pm - 6:00 pm
March 27; 9:00 am - 12:00 pm
OABR Education Center

YPN COMMITTEE

March 14; 1:30 pm - 2:30 pm
OABR Boardroom

YPN BINGO NIGHT

March 28; 6:00 pm - 9:00 pm
Hot Shops Art Center

Regional MLS Launched!

The newly formed regional MLS is here! Agents across the region are seeing the result of months of behind-the-scenes efforts, with over 4,000 MLS users now sharing listing information. Agents, brokers and consumers benefit from this expansion. No longer will agents have the artificial boundaries not faced by their clients. Brokers will no longer have to manage two data feeds to operate their websites and back-office software. In addition, consumers will benefit from one unified marketplace where their choices are expanded.

All MLS users must complete two, critical steps before March 31:

1. All users must verify their checking account information, and reauthorize monthly MLS fee payments

Watch your inbox! Sometime after March 11, all users should receive an email from Great Plains Regional MLS asking them to register online with Aliaswire, a payment-automation company working directly with MLS staff and our local bank. Long-term, Aliaswire presents better security and automation options for the benefit of all. Any user-account problem in the future will continue to be resolved by local MLS staff, working directly with our bank, the individual user, and the user's bank. Please respond timely to the request, as MLS access will be put on hold if this task is not completed by March 31. Please contact the MLS office if you have do not receive this email by March 20.

2. Confirm changes with website vendor

Since October 2018, website vendors have been receiving email from the MLS Office notifying them of upcoming system changes for the regional MLS. It is still advised that MLS users check with their technology vendors, doing work on their behalf, to confirm that they have made the required changes to their systems to ensure smooth transition of MLS data. Vendors should be directed to the MLS Office for assistance.

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Read the REview online!

OmahaREALTORS.com/review-newsletter

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A MESSAGE FROM THE PRESIDENT

Doug Dohse, 2019 President



SPRING IS IN THE AIR

While it may not look like it outside, the Spring Season has already begun! I hope that you are starting to see the benefits of this historically busy time of year for REALTORS®. In previous years, the next 4 months have accounted for about 40% of new pending sales!

MLS Changes

Even though we are all competitors, we are also all REALTORS®. Our value as our client's trusted advisor, consultant, and ambassador is increased greatly because of our trade association and the benefits it provides. The MLS has always been an incredible asset. It is by far the most comprehensive and accurate database of properties, allowing us to deliver tremendous value to our clients. There is no Zillow without REALTOR®-owned MLS's. Our GPRMLS is owned by OABR, so in a way YOU have ownership in it.

Hopefully by now you have noticed our MLS is going through some changes as we consolidate with Lincoln. I want to thank all who have been involved with this transition process including the MLS Users Group, MLS Directors, and MLS Staff in both Omaha and Lincoln. They have worked incredibly hard on this consolidation and done a fantastic job. If you know someone who has worked on this, be sure to thank them for putting in so much work to improve our business.

Safety, Safety, Safety!

REALTORS® face more on-the-job risks than most other business professionals. Unfortunately, we have had a strangely high number of incident reports at the OABR in the last few months. While it is important to continually pursue training, it is even more important is that you use safe practices daily. Do not meet strangers at a property or in a private place. Do not host open houses alone. No sale is worth your safety. Please encourage every REALTOR® to use these safe practices every day. We are working to create a seamless safety notification system and updated resources to continue to keep everyone as safe as possible at all times.

REcharge!

Tickets are selling FAST for this event! I have witnessed the immense work already put in by Bill Swanson and the event team and I can already say with full confidence that you will not want to miss this day. From the speakers and class topics to the networking and prizes, REcharge! is going to seriously be packed with value for YOU! If you haven't already bought your ticket, do so asap before we sell out. Check out REchargeOmaha.com to get started.

Doug

REcharge!

Plug in to the most energized REALTOR® event of the year

Registration Open!

April 4 / 8A - 6P

Sheraton Omaha

Design Your Day

Choose favorite courses to
power your experience

Local Broker Panel

Brokers discuss thriving in a
transitional market

Jump Start Discount

\$20 off through March 22

Promo code: ENERGIZED

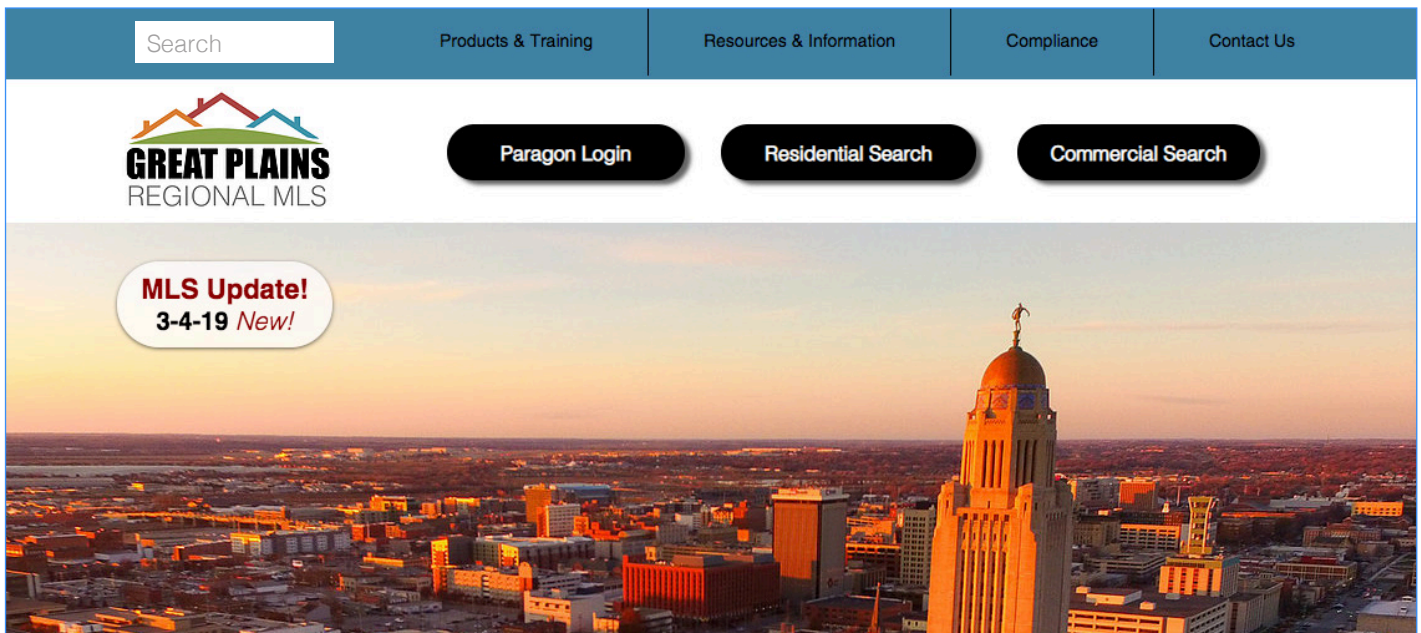
REchargeOmaha.com



National Speakers

Lawrence Yun & Nobu Hata





Website

The new regional MLS has a new website to locate all things MLS. Go to: www.GPRMLS.com and orient yourself to important new MLS information.

Rules

Over the last year, Lincoln and Omaha REALTORS® have worked together to reconcile two sets of rules for the regional MLS. The work group adopted the best rules from each, with consideration for nationally-standardized rules from the National Association of REALTORS®. The revised rules are located at www.GPRMLS.com.

Input Forms

Changes were made in December for all data-input forms. You can expect to see continued changes from time-to-time. Notification will be sent to all users, and will always be featured on the Paragon MLS system's start page.

Statistics

Knock your socks off, market statistics are coming soon! Watch for the new, MarketStats which will feature monthly stats for the Lincoln Area Market, Omaha Area Market, as well as the entire regional as a whole. Statistics for February, March, and April of this year will be released once the new product launches. Users will also be able to produce their own stats through the MLS system based on up to 300 selected criteria. Read more at www.GPRMLS.com.

Users will also be able to produce their own stats through the MLS system based on up to 300 selected criteria. Updates and training materials will be released once the product has launched.

Looking ahead

From now until March 22, Lincoln MLS data is appearing in the Paragon system, and is being updated every hour, or two. Users will notice some duplicate listings which will be removed before the final conversion. Users are asked to cancel their duplicate listings in the MLS account that is not their primary account. For assistance, contact the MLS Office.

On March 22, the Lincoln MLS system will become 'read only' as the final conversion process concludes over the weekend. On **March 25**, the full conversion will be complete!

VISIT
GPRMLS.COM

PHOTO DAY



\$20

*All proceeds
go to RPAC!*

Tuesday, March 26

2:00 pm - 6:00 pm

Wednesday, March 27

9:00 am - 12:00 pm

Held at the OABR Office

11830 Nicholas St
Omaha, NE 68154

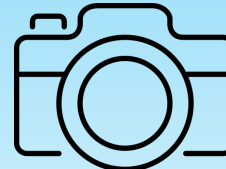
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Tips to help you look your best!

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

Schedule your session!



Contact Monica Bayles at
Monica@OmahaREALTORS.com
or 402-619-5555.

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

Please include completed form below. Make checks payable to RPAC.

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THAT'S WHO WE 'R'

THE NATIONAL ASSOCIATION OF REALTORS® NEW AD



Helping consumers understand why working with a REALTOR® is the best choice for this life-changing transaction goes way back to 1913.

That's when National Association of REALTORS® began to set their members apart by adopting a Code of Ethics that still guides the business decisions of 1.3M REALTORS® today. The REALTOR® Code of Ethics isn't just words on a page, but is a pledge of honesty, integrity, professionalism, and community service.

Partnering with a REALTOR® delivers the peace of mind that comes from working with a real person. A real advocate. A real, trusted professional who is committed to their clients' futures and neighborhoods just as much as they are.

It's the Code of Ethics that helped to inspire our new campaign, "That's Who We R®". The campaign will demonstrate the value of a REALTOR®, distinguish REALTORS® from the rest, and deliver a sense of pride in being a REALTOR®.



For REALTORS®, "That's Who We R®" functions as a rallying cry, instilling pride in their everyday actions and all the ways they go above and beyond to improve the lives of their clients, consumers, and their communities.

For consumers, "That's Who We R®" educates them on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics, practices advocacy, and is backed by the nation's largest professional trade association.

"That's Who We R®" will let consumers know that:

- A REALTOR® is the only real estate professional who has vowed to treat their clients ethically
- A REALTOR® finds you a dream home and protects your right to it.
- A REALTOR® negotiates the best price and uses the industry's leading market data to do it.
- A REALTOR® knows your neighborhood, the neighbors, and volunteers to make it better.
- The REALTOR® Code of Ethics makes REALTORS® your advocate in one of the largest transactions you'll ever make.
- A REALTOR® isn't just a home or business search, it's a human connection to the best property for you.
- A REALTOR® is supported by the nation's largest professional trade organization, protecting your property and community long after the contracts are signed.



the art of... BINGO



NIGHT

	WINE & BEER		BRING CASH!	
M	A	R	2	8
FUN	PRIZES		SPLIT THE POT	FOOD
HOT	SHOPS	ART	CENTER	1301 Nicholas St Omaha, NE 68102
BRING FRIENDS!	6	P	m	TICKETS \$15

Each ticket includes two drink tickets, food and fun! Proceeds directly benefit Abide Omaha!

Space is limited! To purchase tickets, visit www.ims.oabr.com
REALTORS®, Affiliates, Friends & Family welcome!

BINGO NIGHT GETS HOT!

The Young Professionals Network and Diversity Committee are hosting **The Art of... BINGO Night!**

There has never been a BINGO Night like this before! Come join us for an art crawl at the popular Hot Shops Art Center in North Downtown or play some BINGO for a chance to win great prizes. All REALTORS®, Affiliates, family, and friends are invited. Our charitable organization for the night is Abide Omaha, so bring CASH for the split the pot! Playing BINGO is not required. Tickets are \$15/ person and includes drinks/appetizers and bingo cards. Tickets are limited, so please sign up today!



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Helping Your Clients Understand the Importance of a Home Warranty

BY BRENDA STUART, SERVICEONE



What Is a Home Warranty?

A home warranty is an agreement to provide repairs or a possible replacement on the major equipment and systems in your client's home. Home warranties can cover electrical systems, plumbing systems, heating & cooling systems, and your client's kitchen/laundry appliances. The main benefit that comes from having a home warranty is the reassurance that your clients can live without having to pay out large amounts of extra money for repairs they weren't expecting.

Who Purchases a Home Warranty?

Any of your clients, whether buyers or sellers, can purchase a home warranty. First-time homeowners, a family moving into a new construction property, or even a couple that has lived in a home for twenty-five years -- there is a home warranty for any and all homeowners.

When Is the Right Time to Purchase a Home Warranty?

A regular misconception is that a client can only purchase a home warranty through a real estate transaction, in the process of buying a house. While it may be easier to set up a home warranty through a real estate transaction, a client can purchase a home warranty at any time with any house. It's important to note, however, that systems and appliances with pre-existing conditions will not be covered unless repairs have been made first.

Why Would I Recommend a Home Warranty to My Clients?

As a REALTOR®, it's important that your clients know you have their best interest at heart. By recommending a home warranty to your clients, you're providing them with a solution to unexpected issues that may arise at any time. Think of how devastated your client would be if their furnace went kaput just three weeks after purchasing a new home from you. A home warranty is that cushion of protection and peace of mind you and your clients deserve.

Where to Purchase a Home Warranty

In the process of purchasing a home warranty, it's good to know what you're looking for. A simple Google search will reveal a number of national home warranty companies. Take some time to research exactly what these companies cover and what they don't. If a home warranty company isn't upfront and transparent, avoid them.

Another thing to consider is if a local home warranty company better fits your needs. Local home warranty companies are usually easier to get ahold of, track down, and will often send their own technicians, instead of independent contractors, to repair/replace your units. Ask questions, read terms and conditions thoroughly, and never be afraid to shop around.

Contact me for solutions to your home warranty related questions.



Brenda Stuart
Home Warranty Manager
ServiceOne
9335 J Street
Omaha, NE 68127
402-306-6319



CHILI COOK-OFF

WEDNESDAY, FEBRUARY 13

OMAHA AREA BOARD OF REALTORS®



Congratulations to the Chili Cook-Off winners: 1st - Paula Paulson with First National Bank, 2nd - Chris Meyers with Leaping Lizards, 3rd - Lisa Miers with First Bank.



DESIGNATIONS

Congratulations on earning your professional designation!

SRS (Seller Representative Specialists)

Kathleen Estey with Nebraska Realty

MRP (Military Relocation Professional)

Lindsey Krenk with RE/MAX Results
Dallas Zimmer with BHHS Ambassador Real Estate
Rebecca Miralles of Better Homes and Gardens RE
Kathryn Bethel of Midlands Real Estate

Robert Anthony with Keller Williams Greater Omaha

GRI (Graduate REALTOR Institute)

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January Meeting Guest Speaker: Tony Acome – Restoration Now

January Meeting attendance (some attend online*)

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

Alvers, Chad ACI Cornerstone Home Inspections*

Byrd, Mark ACI - Accurate Building Inspection

Crnkovich, Rick ACI - Heritage Home Services, Inc

Edgenberg, John ACI – Surehome Inspection Services*

Fisher, Jessie – Home Standards Inspection Services*

Pachunka, Paul - Home Standards Inspection Services

Petersen, Bret ACI - Home Buyers Protection Co

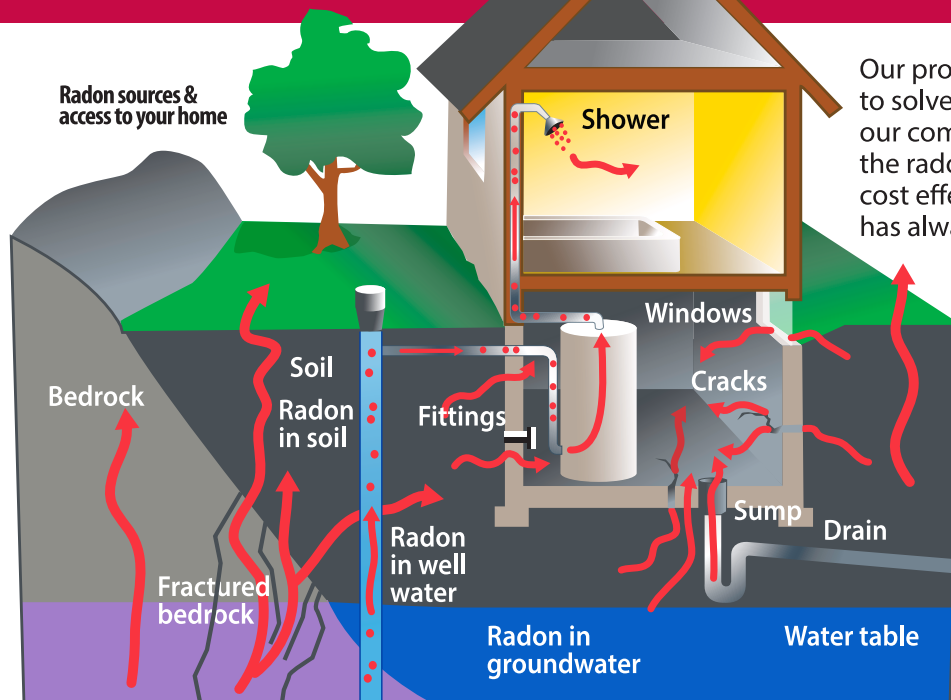
Simmerman, Brent ACI - Midlands Home Inspections, Inc*

Les Wallace - Advanced Building Inspections

Check out our website! www.ASHIomaha.com

*ACI denotes ASHI Certified Inspector

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Michele Ringsdorf
402-934-4281
NMLS ID: 457136



Scott Bonow
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NMLS ID: 745948



Scott Miller
402-657-3295
NMLS ID: 1244063



Brenda Carlson
402-672-6785
NMLS ID: 457159



Jeff Gillespie
402-281-0677
NMLS ID: 400300



Lisa Miers
402-659-5624
NMLS ID: 472827



John Major
402-212-0149
NMLS ID: 1393750



Loan Production Offices:

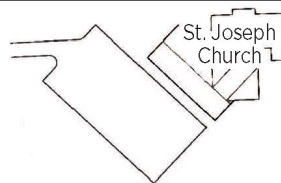
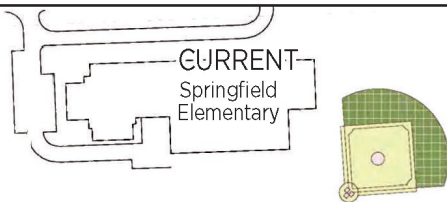
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MEMBERSHIP REPORT

See the full membership report at:
OmahaREALTORS.com/membership-report

FEBRUARY ACTIVITY	MO.	YTD
New REALTOR® Members	30	72
Reinstated REALTOR® Members	10	16
Resignations	13	70
OABR - Feb 1	2019	2018
Designated REALTORS®	198	205
REALTOR®	2551	2492
REALTOR® Emeritus	67	49
TOTAL REALTORS®	2816	2746
Institute Affiliate	67	66
Affiliate	365	428
GPRMLS - Feb 1	2019	2018
Participants (OABR)	192	196
Participants (MLS only)	77	72
Subscribers (OABR)	2576	2500
Subscribers (MLS only)	255	236
TOTAL	3100	3004

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REconnect

with OABR

REcharge

with the Education Forum
2nd Wednesday of the Month

REmix

with the Social Events Forum
2nd Wednesday of the Month

REact

with the Diversity Committee
2nd Tuesday of the Month

RElocate

with the MLS Users Group
2nd Wednesday of the Month

REpresent

with the Governmental Affairs Committee
3rd Wednesday of the Month

RElate

with the Young Professionals Network
2nd Thursday of the Month

VALUE IN REALTOR® MEMBERSHIP

Benefits of Belonging

Real Cash-Saving Discounts

Membership entitles you to discounts on vehicles, technology tools, shipping, computers, car rentals, and many more business-related needs through the REALTOR Benefits® Program. Enjoy special offers from more than 30 carefully selected, industry-leading partners, including REALTORS® Insurance Marketplace, FCA US LLC (including Jeep), FedEx, Sprint, Liberty Mutual, Dell, Placester, Intuit, DocuSign, and more. nar.realtor/RealtorBenefits

Media Outreach on Your Behalf

NAR is in constant contact with media outlets nationwide to provide accurate housing data and forecasts and to dispel myths about the industry. We speak to the media and, through social media channels, direct to the public on your behalf and that of buyers, sellers, and homeowners. We are a trusted media source for REALTOR® commentators, like you, who can provide insights into local markets.

Profit From Our Technological Innovation and Education

It's a challenge to sort through the thousands of technology companies out there to find the ones that can truly help you save time and earn more. That's why NAR is doing the homework for you—so you can spend time focusing on your business. Every year, Second Century Ventures, the strategic investment arm of NAR, selects organizations for the REach® class, a growth technology accelerator program helping launch companies into the real estate, financial services, banking, home services, and insurance industries. Some REach® companies have gone on to become REALTOR Benefits® partners, including Back At You Media, a full-service lead generation, communication, and education platform for social media. To learn how to use the latest business technology, attend one of NAR's Tech Edge(link is external) events around the country. You can even help define the future of real estate tech by attending NAR's premier tech summit, the Innovation, Opportunity & Investment (iOi) Summit where thought leaders debate, discuss, and collaborate on real estate's most pressing technology issues.

NAR Transaction Management Benefit

All real estate practitioners today need a tool to help facilitate transactions, store documents electronically,

and keep client data secure. Through zipLogix, you have access to zipTMS, a robust transaction management system; unlimited zipVault document storage; and zipForm Plus forms engine.

Health, Dental, and Vision Plans

REALTORS® Insurance Marketplace is an exclusive one-stop insurance shopping site that provides you with a roster of health and supplemental insurance plans including a major medical health insurance exchange. Additional options include Flexible Term Health Insurance with coverage periods of 30 to up to 364 days and REALTORS® Core Health Insurance, which provides guaranteed-issue, affordable Limited Medical plans. Save money with REALTORS® Dental Insurance, REALTORS® Vision Insurance, and Drug Card America among other programs.

Exclusive, Invaluable Business Tips

Stay up to date on real estate best practices, news, and trends, through the award-winning REALTOR® Magazine. At nar.realtor, you can subscribe to the magazine's popular daily news and monthly business tips newsletters; you can also turn off your print subscription and choose to have the magazine delivered digitally.

Making Your Town More Livable

Through NAR's grant programs, state and local REALTOR® associations fund a wide range of redevelopment initiatives that create and maintain great neighborhoods, boost property values, transform underused or unused public spaces, and promote commercial real estate innovation.

Know More, Sell More

To navigate today's real estate climate, you need to stay on top of data. At nar.realtor, you'll find expertly crafted research reports on a range of topics including local markets, international markets, commercial markets, home buying and selling, and technology. Learn about your peers' business activity, sales strategies, and average income through the annual REALTORS® Member Profile. [Nar.realtor](http://nar.realtor) is also your source for a wide range of risk management resources and tips, including the Window to the Law video series.

PERSONALS

Condolences to **John Bredemeyer** of Realcorp on the recent loss of his sister.

Condolences to **Kayla Cunningham** of JH Willy on the recent loss of her grandmother.

Condolences to **Bryan Fraser** of BHHS Ambassador Real Estate on the recent loss of his father.

Condolences to **Coquette Jensen** of Omaha National Title on the recent loss of her uncle.

Condolences to **John Powley** of NP Dodge Real Estate on the recent loss of his sister.

THANK YOU!

Thank You to Our March Orientation Sponsors!

Eric Petersen – P & P Insurance

Mary Byrnes – Lincoln Federal Savings Bank

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*On time closing and fast processing is dependent on many factors including receiving timely documentation from the borrower. All loans subject to credit approval. Rates and fees subject to change. ©2018 PrimeLending, a PlainsCapital Company. (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in NE. v010918

Flat Tires and Foundation Repair



By Steve Vacha

President

If you have a leaky tire, you might go to an auto-mechanic to get a repair. If that mechanic's recommendation for repair is a new steel rim, a new axle and 4 new tires at a total cost of \$4,000.00, would you think of getting a second opinion?

I have inspected too many homes with wildly extensive and expensive foundation repairs that were the recommended fix for minor water leakage in a basement. If a foundation repair company recommends repairs that cost many thousands of dollars, the recommendation should be backed up with a report from a structural engineer (an objective 3rd party). The repair is structural; thus a structural engineer should have input.

Some foundation repair salesmen have their salary based on commission. One must ask how qualified the salesman is to deter-

mine proper remediation. Often these salesmen have several months of sales training and are not engineers.

Case in point; we inspected a 100-year-old house and noted sloping floors and cracks at the stucco in our report. We recommended improving the grade to minimize future settlement. The report pointed out that settlement in a 100-year-old house is often found.

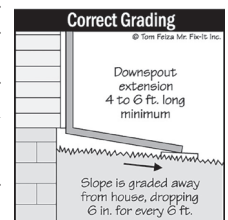
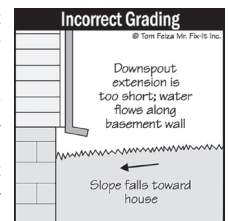
One of the better-known companies that specializes in foundation repair made their way to the house after our inspection. The salesman, determined with a laser that there had been settlement in the main foundation, also the front porch of this home had signs of settlement. The estimate for repair: over \$30,000.00.

To verify the estimate, a structural engineer was brought in to do an evaluation. His report basically said the house had settled over the years. He recommended improving the grade due to the expansive soil in the area. He did not recommend adding piers under the foundation as the foundation repair salesman had.

The cost to improve the grading was a fraction of the original estimate by the foundation company.

Home owners at times are hesitant to pay for objective evaluations, and rather go with a free evaluation from a business in the industry. Often, in the long run, it is much better to pay for objective information. Not only is the proper repair made, the owner also has a legitimate report from an engineer detailing the condition and repair on the house that can be shown to the next potential buyer when they go to sell the house.

There is a saying that nothing is free in this world. When it comes to home repair this is normally true. It is always a good idea to back up free estimates for major repairs with an evaluation by a qualified or licensed person.



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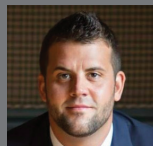
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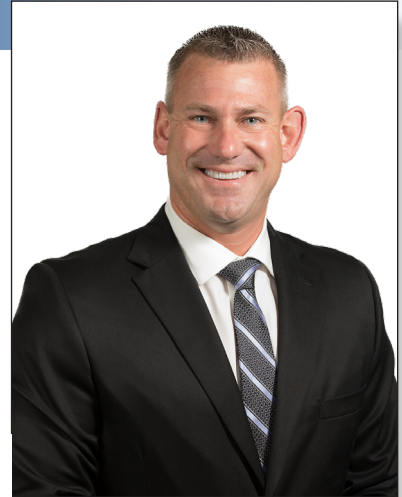
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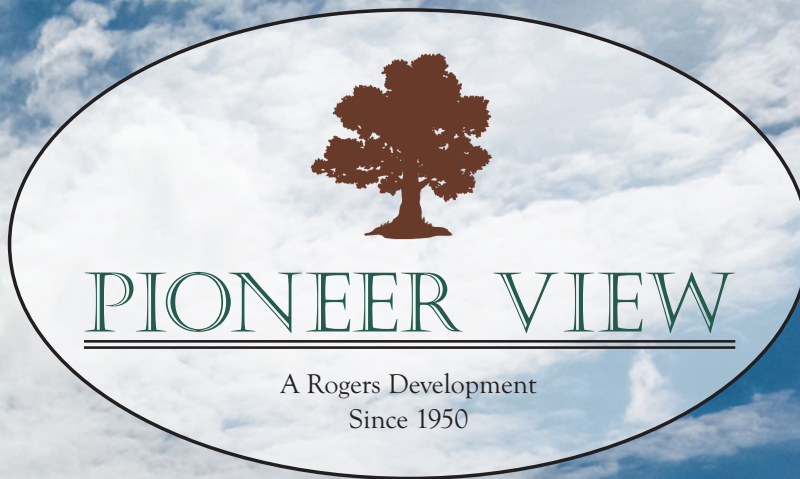
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