



MARCH 2020

# REview



## COMING UP

### MLS USERS GROUP

March 4; 10:00 am  
Quarry Oaks

### RPAC FUNDRAISING TASKFORCE

March 9; 2:30 pm  
OABR Boardroom

### SOCIAL EVENTS

March 11; 10:00 am  
OABR Education Center

### YPN COMMITTEE

March 12; 1:30 PM  
Granite City

### AFFILIATES COUNCIL

March 17; 9:00 am  
OABR Education Center

## EVENTS

### GPRMLS LISTING SUBMISSION POLICY

March 12; 10:00 am  
OABR Education Center

### OMAHA BEEF REALTOR® NIGHT

March 28; 5:00 pm  
Ralston Arena

## Members Get REcharged!



The 2nd annual REcharge! 2020 was a huge hit! This year, a record-breaking number of people joined to plug-in to the most energized REALTOR® event of the year on February 25, 2020.

Keynote speakers Stefan Swanepoel and Ryan Held spoke at the Ramada Plaza Omaha Hotel & Convention Center along with over 30 other speakers. Attendees then hopped over to cocktail hour to eat delicious hor d'oeuvres, discuss the breakout sessions from throughout the day, and have a drink or two!

Thank you to all of our speakers and sponsors who helped make this event a success including First National Bank of Omaha, Centris Federal Credit Union, Gershman Mortgage, Inspectix Home Inspections, and ServiceOne.



**SPRING HAS SPRUNG!**

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**Read the REview online!**

[OmahaREALTORS.com/review-newsletter](http://OmahaREALTORS.com/review-newsletter)



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# A MESSAGE FROM THE PRESIDENT

Susan Clark, 2020 President



## Spring Has Sprung!

### REcharge! 2020

I would like to begin with a big thank you to all who attended and supported REcharge 2020! Stefan Swanepoel took a deep dive into the ever changing real estate industry and provided us with his outlook for the future. We had power packed panels all day long and extremely educational sessions on business building, technology, and more!

We are thrilled to say we exceeded our expectation for attendance and are raising the bar for REcharge 2021! A save the date will be out soon, so keep your eyes peeled...

### Nebraska REALTORS® Association Annual Convention

Mark your calendars for the 103rd annual Nebraska REALTORS® Association Annual Convention, April 6-8, 2020. This is a great time to learn more about your state organization. The NRA governance meetings are open and all REALTORS® are welcome! There are several great CE class options that I encourage all of you to attend, including some R classes.

Plus... Plan to attend President Coram's Hospitality Reception on Monday, April 6th from 5 pm - 6:30 pm and the Young Professionals Networking Social on Tuesday, April 7th from 5 pm - 6 pm! I will see you there!

### OABR Education and Safety Committees

Omaha Area Board of REALTORS® is looking to grow our Education and Safety Committees! These committees meet once a month or less. Joining a committee is a great way to get involved without huge time challenges. If you have considered getting involved, but haven't yet... now is your time!

Join Education Chair Crystal Archer for the March monthly committee meeting on March 11th at 8:30 am and Safety Chair Jill Anderson for the April committee meeting on April 16th at 2 pm. Both take place at OABR, so mark your calendars!

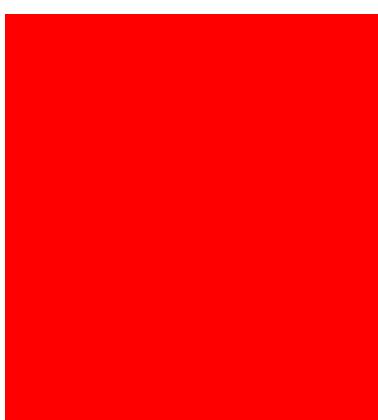
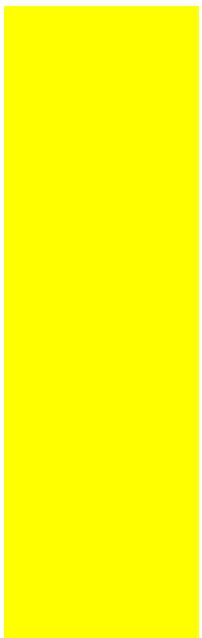
### Spring has sprung! Stay safe out there!

Susan Clark, 2020 President



TUESDAY, FEBRUARY 25

RAMADA PLAZA CONVENTION CENTER



# The most energized REALTOR® event of the year!



## DESIGNATIONS & CERTIFICATIONS

## MEMBERSHIP REPORT

### SRES (Seniors Real Estate Specialist) Designation

Marla Janak of BHHS Ambassador Real Estate  
Candice Watkins of Unity Real Estate LLC

### CRS (Certified Residential Specialist) Designation

Sherry Longacre of RE/MAX Results  
Candice Watkins of Unity Real Estate LLC

### ABR (Accredited Buyer Representative) Designation

Kelly Andreasen of Nebraska Realty

### PSA (Pricing Strategy Advisor) Certification

Rebecca Sain of Nebraska Realty  
Kimberly Askvig of Fathom Realty

## PERSONALS

**Condolences** to **Karen Jennings** of BHHS Ambassador Real Estate on the recent loss of her cousin.

**Condolences** to **Kelly Jourdan** of Nebraska Realty on the recent loss of her uncle.

**Condolences** to **Erin Trescott** of First National Bank on the recent loss of her Aunt.

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

JANUARY ACTIVITY	MO	YTD
New REALTOR® Members	65	65
Reinstated REALTOR® Members	4	4
Resignations	19	19

MEMBERSHIP (As of January 1)	2020	2019
Designated REALTORS®	194	197
REALTOR®	2743	2522
REALTOR® Emeritus	69	67
<b>TOTAL REALTORS®</b>	<b>3006</b>	<b>2786</b>
Institute Affiliate	67	67
Affiliate	187	232
<b>TOTAL AFFILIATES</b>	<b>254</b>	<b>299</b>

## ORIENTATION SPONSORS

**John Harrison**, Bluffs Inspection Service

**Mark McGee**, American National Bank

**Jennifer Petersen**, P & P Insurance Agency

## What is a Home Energy Score?

Like a miles-per-gallon rating for a car, the *Home Energy Score* is a rating that helps homeowners and buyers gain useful information about a home's energy performance. The report estimates home energy use, associated costs, and provides energy solutions to cost-effectively improve the home's efficiency. Our Home Energy Score program is:

- **FAST!** Assessment takes less than one hour in most homes.
- **SIMPLE!** Easy to understand 1 to 10 scale.
- **CREDIBLE!** Our inspectors have completed U.S. Department of Energy certification to perform these assessments.

### How Does a Home Energy Score Impact Marketing a Home?

According to the Demand Institute, energy efficiency is the most significant unmet demand in the housing market. Providing this information can make a home more appealing and available to a wider pool of potential buyers through access to energy efficiency-related financing products.

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# OABR KICK-OFF CLASSIC!!!

MARCH 28TH  
DOORS @5PM  
KICKOFF @ 6:30PM

**FAMILY FUN!**  
**PRIZES & GIVEAWAYS**

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Ilene Carlson



Sherri Daly



Ericka Heidvogel



Shelley Hourigan



Don Igo



Monica Lang



David Lee



Luke Lofgren



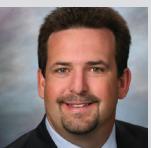
Leslie Petersen



Kurt Pfeffer



Jane Ploughman



Gary Price



Scott Rosenthal



Tammy Smart



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Tiffany Stanton



Carol Teggart



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# NEW HOMES READY NOW!

# CHILI COOK-OFF

WEDNESDAY, FEBRUARY 19

OMAHA AREA BOARD OF REALTORS®

The 29th Annual Chili Cook-Off really provided a blast from the past! We had great support from multiple offices and overall the food drive raised more than \$3,300 or enough for 10,000 meals for the Food Bank of the Heartland.

Congratulations to our lucky raffle prize winners: Jonathan Jameson, Andrea Lane, Sheri Grimes and Francisco Serrano.

Darla Bengtson of Nebraska Realty won the wine frige that was donated by the Affiliates Council. The 1st place winner for donations-per-REALTOR® was Regina Kotchin Real Estate who raised \$231.29 per REALTOR®. 2nd place was DVG Realty with over \$15 per-REALTOR® donated.

This year multiple offices won the Grand Giver Award by surpassing the \$1,000 mark. For the first time both BHHS Ambassador and RE/MAX Results earned their spot on the plaque. Congratulations!

Nebraska Realty went beyond the \$3,000 total this year and became a third-time Grand Giver. The Affiliates Council became Grand Givers for the 7th time! Since 2014 our Virtual Food Drive has raised almost \$28,000 for the Food Bank for the Heartland. We are thankful to be part of such a caring and giving real estate community. Thank you to everyone for their donations and time benefiting the Food Bank for the Heartland.

Wendy Walker, Cobalt Credit Union



Congratulations to the Chili Cook-Off winners: 1st - Tim Jensen with Nebraska Realty; 2nd - Lisa Miers, First Bank; 3rd - Sarina McNeil - Nebraska Realty.



# GPRMLS LISTING SUBMISSION POLICY

#9999T

How familiar are you with the new  
GPRMLS Listing Submission Policy?

What are the 5 things you should know about  
the GPRMLS Listing Submission Policy?

Attend this one hour session and have your questions answered!



TAUGHT BY DAKOTA GHEGAN  
MLS ADMINISTRATOR

*earn one hour of continuing education!*

**March 12 & April 16, 2020**  
10:00 am - 11:00 am

**OABR Education Center**  
11830 Nicholas Street

Register online at [www.ims.oabr.com](http://www.ims.oabr.com) or send your reservations to one of the following:

**OABR**  
11830 Nicholas St.  
Omaha, NE 68154

**Fax:** 402-619-5559

**Email:** [Donna@OmahaREALTORS.com](mailto:Donna@OmahaREALTORS.com)

Name \_\_\_\_\_ License # \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

CC # \_\_\_\_\_ EXP \_\_\_\_\_ CVV \_\_\_\_\_

Circle the class you plan to attend:      March 12      April 16

## COMMERCIAL CORNER

# MIDLANDS REGIONAL COMMERCIAL INFORMATION EXCHANGE

Over 200 Southeast Nebraska and Western Iowa commercial professionals are now subscribing to **Midlands Regional CIE** (MRCIE) powered by Catylist, to find and help promote available commercial properties in the area.

Thanks to the expansion of the Catylist network across the region, commercial listing data is now being shared by commercial brokers in the Lincoln-Omaha region more than ever before. The MRCIE network now includes property records on over 2,000 sale/lease transactions, and over 800 active commercial listings.

### Major benefits of using Catylist include:

- Low, monthly subscription price.
- Individual subscriptions – no requirement for entire company to join.
- No start-up fees.

- Ability to submit an unlimited number of listings.
- Ability to send and receive listing needs and wants alerts system-wide.
- Reports and brochures that are customized to your firm.
- Both statewide and national ([www.CommercialExchange.com](http://www.CommercialExchange.com)) exposure at no added cost.

**To learn more, go to <https://MRCIE.org>, or contact the association office.**



## CONGRATULATIONS, DAKOTA SMITH!



Congratulations to OABR member Dakotah Smith upon his appointment to the Douglas County Planning Commission. The Planning Commission is responsible for updating and maintaining compliance with the County's Comprehensive Development Plan. He will join fellow OABR member and current OABR President Susan Clark on the Planning Commission.

The vote to approve Dakotah was unanimous by the Douglas County Board of Commissioners. The term expires May 31, 2021.

We commend Dakotah for stepping up and taking on this responsibility with our local government!

## 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.



### Current Membership

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  
Ahlvers, Chad ACI - Cornerstone Property Inspections  
Byrd, Mark ACI - Accurate Building Inspection  
Carney, Dominic - Home Buyers Protection Co  
Crnkovich, Rick ACI - Heritage Home Services, Inc  
Duckett, Steve - Midwest Inspection & Testing, LLC  
Eggenburg, John, ACI Surehome Inspection Services  
Fisher, Jessie - Home Standards Inspection Services  
Gaskin, Paul, ACI - Gaskin Property Inspections  
Pachunka, Paul - Home Standards Inspection Services  
Petersen, Bret ACI - Home Buyers Protection Co  
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\*ACI denotes ASHI Certified Inspector



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# AFFILIATE SPOTLIGHT

## THE WATER IS RISING

BY ERIC PETERSEN, P & P INSURANCE AGENCY

We are coming up on spring and the snow melt and storms that come along with the change in seasons. Most of us have heard the term “100 Year Flood”, and thought to ourselves haven’t we had three “100 Year Floods” in the last 20 years? What should we be ready for this year?

**The Special Flood Hazard Area (SFHA) is what we used to call the “100 Year Flood” area.** It is more specifically the area that has roughly a 1% chance of flooding each and every year. To equate it to your homeowner, over a 30-year mortgage, this amounts to about a 26% chance (Not 30% as the actual yearly is a little less than 1%) that they will experience a flood on their property. The likelihood of flood damage is greater than the likelihood of damage by a fire. FEMA is in the discovery portion for remapping the area. While this could take as long as a couple years, we should expect the SFHA to increase based on recent history.

**How does that effect homeowners and real estate sales?** First, if the property is in a flood zone today the buyer and seller should work together on the flood insurance as they may be able to transfer prior to the sale. There may be a few different options and costs depending on how and when the property is transferred. Additionally, areas just outside of current flood zones may be mapped into a flood zone on the next surveys. It is best to consider this when working with your buyer or seller.

**A property owner does not need to be in the SFHA to purchase flood insurance.** Lenders require flood insurance if a property is in the SFHA, and it can be



pretty expensive. Flood insurance outside of the SFHA is pretty reasonable, and may be a good idea for some properties. If the neighborhood drains towards your home at the bottom of the cul-de-sac for example, you may want flood insurance. The definitions of a flood are pretty liberal on the flood policies, but you will want to make sure your clients know what they are before purchasing flood insurance.

**As a REALTOR®, you have surrounded yourself with professionals that can give you and your clients advice and guidance.** Your Insurance professional can determine the flood plain, but also if the home might have other flood or water concerns based on the local terrain. Find a professional you trust, and have them lay out the options for your clients to make an educated decision.



ERIC PETERSEN

402-614-4633

eric@ppinsteam.com



# Buying a new home?



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- Excavation services
- Water heater installation
- Winterizing/de-winterizing
- Faucet repairs
- Gas piping
- Sump pumps
- Bathroom remodels
- Bath additions
- Disposals
- Faucet & tub repair
- Excavation services
- Pipe repair
- Washer & dryer connections
- Frozen and broken pipe repair
- Water & sewer line replacements
- Shower pan replacements

Addendum Estimates Done for Free - We also Offer Contractor Rate Pricing

# NEBRASKA REALTORS® ASSOCIATION 103rd Annual Convention & Exhibition

April 6-8, 2020  
La Vista Conference Center

- **CE & CAT Opportunities**
- **Committee Meetings**
- **REALTOR®-of-the-Year**
- **YPN Networking Social**
- **President's Hospitality**
- **Exhibition & Reception**

More info at [NebraskaREALTORS.com](http://NebraskaREALTORS.com)



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## NRA SCHOLARSHIP OPPORTUNITY

Do you have a family member pursuing a degree in Business Administration or Construction Management? Are they a student at UNK, UNL or UNO? If so, they are eligible to apply for the **Nebraska REALTORS® Association Past President's Scholarship!**

### Qualification Criteria

- A college junior or senior in good standing for the academic year scholarship is received. - or - A post-graduate student in good standing seeking an advanced degree.
- If a college junior or senior undergraduate: Enrolled as a full-time student at one of the University of Nebraska campuses.
- Working toward a degree in Business Administration or Construction Management.

Additionally, all finalists are required to attend a personal interview as part of the selection process.

**Contact the Nebraska REALTORS® Association to apply. Deadline is May 31, 2020.**

## Women's Council of REALTORS®

### We Are

- We are a network of successful REALTORS®, advancing women as business leaders in the industry and the communities we serve.
- The premier source for the development of leaders.
- Members who support each other and work together to achieve personal growth and business success.
- Career professionals who operate based on a shared value system of integrity and respect.

**Open to Men & Women - Join Us!**

[www.WCROmaha.com](http://www.WCROmaha.com)

[www.facebook.com/groups/wcromaha](http://www.facebook.com/groups/wcromaha)



YOUNG PROFESSIONAL NETWORK'S MONTHLY COMMITTEE MEETING PRESENTS

# 101 WAYS TO LOSE YOUR LICENSE

**SPECIAL GUEST: ANDY ALLOWAY, NEBRASKA REALTY  
PAST COMMISSIONER**

MARCH 12, 2020  
1:30 - 2:30 PM

GRANITE CITY  
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YOUNG PROFESSIONAL NETWORK'S

# KARAOKE

FOR A KAUSE

BENEFITING:  
THE HOPE CENTER FOR KIDS

APRIL 23, 2020  
6:30 - 10:00 PM

**\$25**

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# SUPRA TIP!

## Why is it important to pair keybox to listing?

Showing notifications are sent to a Listing Agent whether the keybox is assigned to the listing or not. However, when a keybox is assigned to the listing, the Data at The Door feature within the eKEY app will show the details of the listing, rather than just the box.

Agent Smith accessed keybox  
serial #33221133

VS.

Agent Smith accessed  
1234 Elm Street



**Brent Rasmussen**  
CMC, CRMS, CDLP, CVLS / NMLS #5918  
President and Owner  
8420 W Dodge Rd Ste 113  
Omaha, NE 68114  
[brent@mtg-specialists.com](mailto:brent@mtg-specialists.com)  
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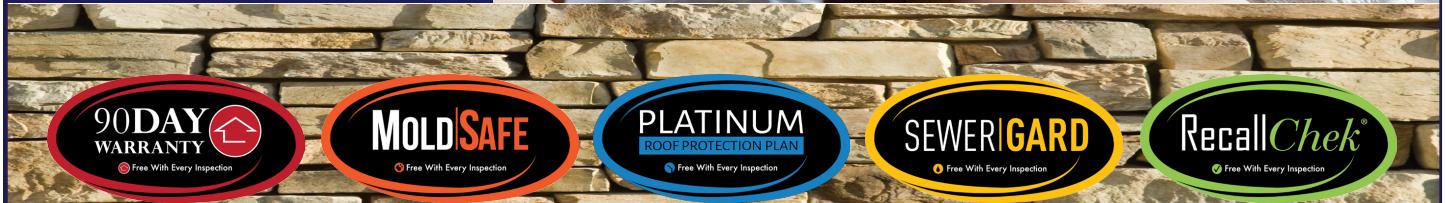
- Professional
- Thorough
- Communicate in a neutral "non-scary" manner



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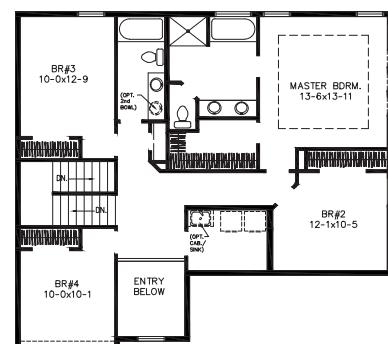
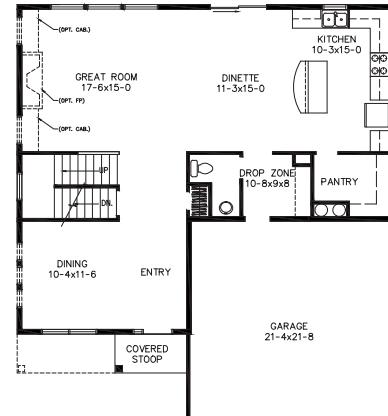


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**Pebblebrooke**  
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# TeleHealth - The Doctor is in 24/7

## REALTOR® BENEFITS PROGRAM

**S**kip the waiting room.  
Talk to a doctor, anytime, anywhere.

Your next doctor's visit can be on-demand with Members TeleHealth, providing you with 24/7/365 access to a network of 2,300+ US state licensed physicians.

Telemedicine is one of the hottest trends in healthcare. Non-emergency medical issues (such as flu, earaches, cough, sore throat and more) can be resolved quickly and easily via telephone, smartphone or tablet app, web chat, or email.

Members Telehealth is available through NAR's REALTORS® Insurance Marketplace, a resource providing a wide range of health insurance plans and wellness products.

It is designed to meet the unique and varying needs of NAR members and their families through different stages of life – benefit specialists are available to help you navigate the healthcare insurance landscape and identify cost-saving strategies.

### Benefits and Highlights

- National network available 24/7/365, including holidays
- Service accessible via telephone, smartphone or tablet app, web chat, or email
- All doctors are Board Certified with an average of 15 years of experience
- 2,300+ physicians and therapists from which to choose
- MDLIVE physicians and therapists can write and refill prescriptions, where appropriate\*\*
- MDLIVE has a mobile app to help members in scheduling appointments and maintaining their records
- Average length of time from booking to appointment is approximately 22 minutes
- Common medical issues treated include allergies, asthma, cold, flu, fever, headaches, stress, rashes, diarrhea, joint aches, urinary tract infections, vomiting, infections, nausea, pink eye, sore throat, depression, and more
- Designed to supplement a major medical plan as part of a cost-saving strategy

Find out more: [www.realtorsinsurancemarketplace.com/telehealth](http://www.realtorsinsurancemarketplace.com/telehealth)

***"I love this service so much. It's modern, efficient, and completely effective. Within minutes of reporting symptoms, I have a prescription. Revolutionary! I'm completely and utterly in love."***

***- NAR member testimonial***



# REview

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