



OCTOBER 2020

# REview



## COMING UP

### EVENTS:

#### OABR GOLF OUTING HOSTED BY THE AFFILIATES COUNCIL

October 7; 11:00 am

#### CODE OF ETHICS TRAINING COURSE

October 9; 8:30 am

#### FACE THE REALTORS® WITH OMAHA MAYOR JEAN STOTHERT

October 13; 1:30 pm

#### WOMEN'S COUNCIL MEMBERSHIP APPRECIATION EVENT

October 15; 4:30 pm

### COMMITTEE MEETINGS:

#### EDUCATION COMMITTEE

October 1; 1:00 pm

#### YPN COMMITTEE

October 8; 1:30 pm

#### RPAC FUNDRAISING TASK FORCE

October 12; 2:30 pm

#### DIVERSITY COMMITTEE

October 13; 11:00 am

#### SOCIAL EVENTS COMMITTEE

October 14, 10:00 am

#### AFFILIATES COUNCIL

October 20, 9:00 am

#### GOVERNMENTAL AFFAIRS

October 21, 10:00 am

## Paragon Connect

### PARAGON CONNECT: THE NEW MOBILE

Paragon Connect is a new modern, mobile, and responsive interface that reimagines the commonly used Paragon functionality and workflows in a fast, intuitive, and accessible way.

Paragon Connect is a web based solution, meaning you do not need to go to the Apple App Store or Google Play Store to download a native app. You simply open the browser on your smart phone, tablet, or desktop computer to access it!

Learn more about Paragon Connect at [www.gprmlsdocs.com/Paragon-Connect.pdf](http://www.gprmlsdocs.com/Paragon-Connect.pdf)

### PARAGON CONNECT: BENEFITS & HOW TO'S

Here's a list of just some of the awesome benefits of Paragon Connect!

Track Buyer Activity	Mobile Responsive Reports	Find My Location Search
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Create Notes	Third Party Integrations	Enable Sell Side Notifications
Full Map Search	Community Reports	Change Theme Colors
Default Search Templates	Google Street View	Email Responsive Reports

### PARAGON MOBILE SUNSET

Beginning October 30th, 2020, Paragon Mobile will no longer be available for use. The application will be replaced with Paragon Connect.



**OCTOBER 2020**

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**Read the REview online!**

[OmahaREALTORS.com/news](http://OmahaREALTORS.com/news)



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# A MESSAGE FROM THE PRESIDENT

Bill Swanson, 2021 President



## I JUST HEARD...

I think these three words have been uttered more in the last several months than ever heard before. Usually they are followed with something like "...the mask mandate is being extended" or "...a new report came out that say masks are not that effective" or "...a new report came out that the masks are working!"

I just heard a new vaccine will be here within months. I just heard a new vaccine won't be here for over a year.  
I just heard we have to social distance and wear masks forever. I just heard the numbers are all made up.  
I just heard schools are reopening. I just heard schools are not reopening.  
I just heard there will be no Husker football. I just heard there WILL be Husker football.

Throughout 2020, at least one thing can be a statement of fact. **YOU REALTORS® ARE KILLING IT!**

Many have said that the robust housing market is what is keeping our economy going. That, my friends and colleagues, is all because of you. **YOU** are getting up, suiting up, masking up, gloving up, and because of that, your production is up. Many agents are having the best years of their careers. **YOU** have proven that you can adapt and help your clients in a multitude of ways.

We have changed the way we are doing business, and indeed, some of those changes are here to stay. You have proven that you can do business virtually if needed, and in-person when necessary. Most of you have remained busy through the duration of all the 'I just heard's.'

Six months ago, many experts predicted that the 2020 real estate market could be the worst market in this century. But look at you now! **YOU** are keeping the economy going!

Nearly 50 business entities benefit from every home you sell – everything from the title employees and termite inspectors, to the pizza delivery guy and the Home Depot cashiers. A 2017 comprehensive NAR study indicates that an average of \$29,000 is pumped into the community economy the first years after every home sale.

In conclusion, thank you for working through the turmoil and doing your part, keeping our economy rolling. That said, let's finish strong and set the stage for an even better 2021!

I just heard that blessings and good fortune are headed your way.

- Bill Swanson, 2021 President

# ATTEND THE REALTOR® CONVENTION... ON US!

The sessions you'll attend, the products you'll see, and the connections you'll forge during NAR's 2020 REALTORS® Conference & Expo lead to tangible, post-conference tools, relationships, and key learnings you can leverage to directly impact and improve your business. Plus, two lucky members will get their registration fee refunded by OABR!

**NOVEMBER 2 - 18, 2020**

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## HOME STANDARDS' 11<sup>TH</sup> ANNUAL Holiday Turkey Giveaway Program



Eleven years ago we launched our "Turkey Giveaway Program" to help families throughout our community.

With each home inspection completed between October 1st and November 25th, we will make a donation of \$25 to Food Bank for the Heartland – which they use to provide food to families in need.

The holiday season is a time to reflect and be grateful for what we have in our lives. All of us at Home Standards appreciate your business and wish you and yours the most wonderful holiday!

*Thank you*



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# Face the REALTORS®



## Mayor Jean Stothert

on Crossroads Development, Taxes, and Current Issues

Join us as Mayor Stothert discusses her ideas to promote housing, lower property taxes and grow our economy. Mayor Stothert was first elected in 2013, was reelected in 2017 and is now looking at a third term in 2021.

**October 13, 2020 at 1:30 pm via Zoom**

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### GOLF TOURNAMENT

Thank you to all of the sponsors and participants for making our annual golf tournament a fantastic time!

### FUTURE EVENTS

We're adjusting our events to keep our network safe while providing value to our members. Follow our Facebook page for details on our future events.

THANKS TO OUR DOUBLE DIAMOND SPONSORS FOR YOUR SUPPORT

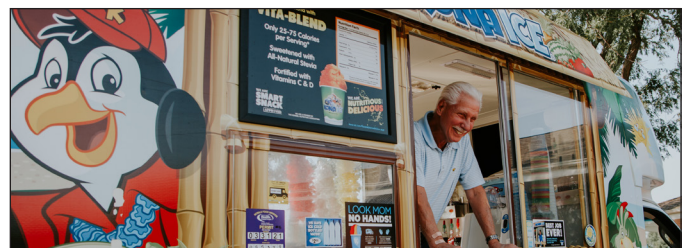
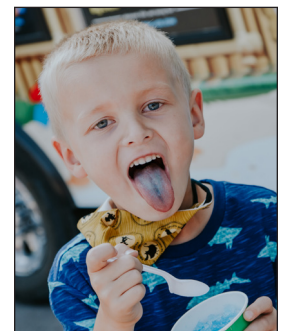




# KONA ICE ice, baby!



On Thursday, September 24th, REALTORS® and Affiliates gathered outside the Omaha Area Board of REALTORS® office for a sweet treat! The OABR Social Events Committee brought in Kona Ice for a great way to beat the heat! Thanks to all who came for a good time!



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2021 LEADERSHIP TEAM MEETING AT TOPGOLF

## 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

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 Tim Krof ACI (Vice President) - Home Standards Inspection Services  
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 Mike Frerichs ACI (Secretary) - Home Buyers Protection Co  
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 Eggenburg, John, ACI Surehome Inspection Services  
 Fisher, Jessie - Home Standards Inspection Services  
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## DESIGNATIONS

**Rich A Bak**, RE/MAX Results - Seniors Real Estate Specialist® (SRES®)

## PERSONALS

**Condolences** to **Georgie Vint** of BHHS Ambassador Real Estate on the recent passing of her husband, Tom.

**Condolences** to **Jan Nicola** of Nebraska Realty on the recent passing of her mother-in-law.

**Condolences** to **Mallarie Fila** of Nebraska Realty on the recent passing of her grandfather.



**HAVE SOMETHING YOU  
WOULD LIKE TO SHARE?**

**Contact Jodi Carper at:**  
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## MEMBERSHIP REPORT

See the full membership report at:  
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AUGUST ACTIVITY	MO	YTD
New REALTOR® Members	23	278
Resignations	55	150

MEMBERSHIP (As of Sept. 1)	2020	2019
Designated REALTORS®	205	198
REALTOR®	2854	2678
REALTOR® Emeritus	77	67
<b>TOTAL REALTORS®</b>	<b>3136</b>	<b>2943</b>
Institute Affiliate	69	63
Affiliate Full Members	178	207
Affiliate eKey Only	165	166
<b>TOTAL AFFILIATES</b>	<b>422</b>	<b>446</b>

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## AFFILIATE SPOTLIGHT

# THE CRITICAL TASKS MANY AGENTS OVERLOOK...

BY CHRIS MYERS, GRAPHITE LOCK

As a Locksmith, I am often the first person with the opportunity to meet many new homeowners after closing, and. I find that many buyers are eager to share their experiences. Some vent frustrations, while others gush exuberance at how wonderfully their agent performed. From what people are willing to share with me (often without me asking), it is clear which agents will probably earn a referral. Good Agents can put a deal together, but The Best Agents are the ones that strive to add more value to their service. They often provide their clients with great advice even after closing including: move-in checklists, information on how to set up their utilities, get their mail, and cleaning service recommendations. Unfortunately, sometimes one of the most important things on a new homeowner's to-do list is often not stressed enough—changing all the locks.

Securing their new property should be the top priority for a new homeowner. Taking ownership of a new house goes beyond the signatures at the closing table; the home must be physically secure as well. Any previous homeowners or tenants may still hold, or have given keys to anyone including: family, friends, neighbors, pet-sitters, and other regular professional home services. Additionally, during the listing process, many strangers also had access to the property including agents, potential buyers, various inspection services, vendors, and contractors who are getting the property ready to sell. While we always aim to think the best of others, the fact remains that we simply don't know.

We are all aware of the possibility of unknown keys with existing homes, but many agents don't know that it is also a good idea to change locks on a newly built home. Many builders will order locks with a master-key that they distribute to different sub-contractors such as HVAC, electricians, plumbers, drywallers, painters, etc. This practice allows workers to come and go as needed to perform their tasks, but it also adds to the list of people who could potentially access the property. In addition,

a Builder may retain a key in case there is emergency warranty work that needs to be done. In my years as a locksmith, I have serviced many homes whose locks still contain master-pins. When I run into this situation, it is often many years later and the homeowners are unaware that a second different key would unlock their home. The one thing Agents should stress is that it is impossible to know who has a key unless you are the only person able to hand them out.

There are many ways to make certain you are the only one who holds keys to your home; the most obvious way is to completely replace all of the existing locks and hardware. However, Rekeying or "Changing the locks" on existing hardware offers a much lower-cost, but equally effective, solution. Either method will ensure that any previous keys will no longer work.

While servicing new homeowner's door locks, I often realize they have overlooked the biggest door into their house... The Garage Door! Many new homeowners know about changing the garage door keypad PIN code, but true security also requires resetting their garage door opener's memory. Resetting the opener's memory is the only way to erase the possibility of unknown devices. Just as there are potentially other house keys, there may be other garage remotes or vehicles with onboard openers. Graphite Lock can conveniently complete this step as part of your whole-home rekeying and save frustration and another service charge.

Securing a property is an important step that will provide homeowners with peace of mind. While the service can be done in just a few hours, it will provide a lifetime of comfort and security for the new homeowners. If you have any questions about rekeying a property or would like to offer the service as a convenient and thoughtful closing gift, please reach out to Graphite Lock (402) 807-1777 and we will be happy to provide you with more information.



CHRIS MYERS

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## LINDA FRASER MOY

**NEBRASKA REALTY**

### **Tell us about your family.**

I have been married to my wonderful husband, Darrin, for almost 22 years. That kinda takes me out of the “young” part of YPN! Together we have 3 awesome children who are 19, 17 and 10 and they keep us busy with their various activities. We recently adopted a dog into our family and her name is Paisley. This was a huge

step for me because, for years, I had told the kids no we could not have a dog. She has been a great addition to our family and everyone loves her.

### **What do you love most about your career?**

I love helping people. It doesn't matter if its helping a first-time home buyer get into their first home, or finding the perfect investment property for a client or simply connecting someone with the right vendor. Putting others first is what I do and I love it.



## EMILY HUGHES

**RED RHINO ROOFS**

### **Tell us about your family.**

My husband, Tyler and I met in the Cornhusker Marching Band back in 2007, he played the trumpet and I was on the colorguard. The Huskers weren't great, but we had so much fun! Fast forward 13 years and we have a 7 year old daughter, Madison, and 3 year old twins, Gabrielle and Grayson. They keep us very busy as

they have tons of energy but we never have a dull moment that's for sure!!

### **How have you given back to your community or industry?**

I was on a committee with IREM where I coordinated build days for Habitat for Humanity for several years. It was an event that grew every year and as it grew, not only were we able to donate our time, but we were able to make a monetary donation to Habitat as well. In addition to this event, I volunteer with IREM as a part of the annual golf event that supports Special Olympics of Nebraska.

**WANT TO NOMINATE AN AFFILIATE OR AGENT YOU THINK DESERVES THE SPOTLIGHT?**  
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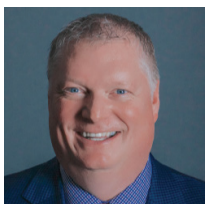
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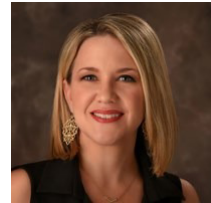
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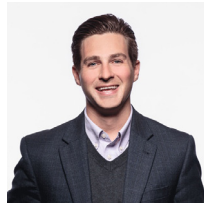
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MARK WEHNER

### What is **RPAC?**

RPAC is a voluntary political action committee whose membership consists of REALTORS® and Affiliates interested in actively and effectively protecting the real estate industry and the dream of homeownership by participating in government affairs at the local, state and federal levels.

### Questions about **RPAC?**

Bill Swanson, 402-679-6566, [Bill.Swanson@BHHSamb.com](mailto:Bill.Swanson@BHHSamb.com)

Doug Dohse, 402-598-0420, [Doug.Dohse@BHHSamb.com](mailto:Doug.Dohse@BHHSamb.com)



[OMAHAREALTORS.COM/RPAC](http://OMAHAREALTORS.COM/RPAC)



# RPAC SUPPORTS CANDIDATES WHO SUPPORT REAL ESTATE

A small number of local Governmental Affairs leaders from the Nebraska RPAC effort met with REALTOR® friendly candidates on Patriots' Day, September 11, at the Omaha Area Board of REALTORS® Ed Center. Proper masking didn't slow down the conversations as REALTOR® members shared information on the local real estate market and the candidates updated the group on their campaigns and priorities if elected in November. RPAC really does open doors for the good of our industry!



## 2020 PATRIOTS' DAY

Candidates pictured are Doug Kindig, La Vista Mayor; Aimee Melton & Brinker Harding, Omaha City Council; Maureen Boyle & Mike Friend, Douglas County Board; and Dan Esch, Douglas County Clerk



[OMAHAREALTORS.COM/RPAC](http://OMAHAREALTORS.COM/RPAC)



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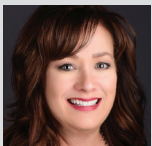
Leslie Petersen



Kurt Pfeffer



Jane Ploughman



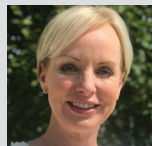
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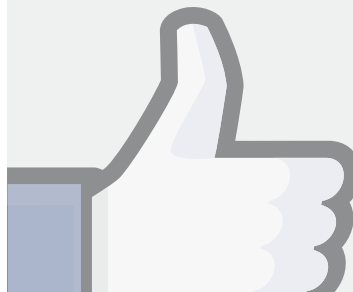
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Registration Opens  
October 12!

# SAVE THE DATE

## 2020 TURKEY BOWL

WEDNESDAY, NOVEMBER 18

**This Event is for REALTOR® & Full Affiliate Members ONLY**  
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# REview

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