



DECEMBER 2020

REview



COMING UP

NEW MEMBER ORIENTATION

December 1; 8:30 am - 4:00 pm
December 2; 8:30 am - 12:30 pm

NEBRASKA REALTORS® ASSOCIATION INSTALLATION

December 2; 1:00 pm

REALTOR® RING DAY

December 4; 10:00 am - 4:00 pm

OABR FOUNDATION MEETING

December 9; 9:00 am

YPN COMMITTEE

December 10; 1:30 pm

WOMEN'S COUNCIL OF REALTORS® INSTALLATION

December 10; 4:00 pm

CODE OF ETHICS TRAINING COURSE

December 11; 8:30 am - 12:00 pm

OABR OFFICE CLOSED

December 24; 12:00 pm - 5 pm
December 25; All Day
December 31; 12:00 pm - 5 pm
January 1; All Day

OMAHA AREA BOARD OF REALTORS® INSTALLATION

January 5; 5:00 pm

DECEMBER MLS ENHANCEMENTS



On December 9, 2020, several additional fields and system enhancements are coming to the MLS system to improve the overall user experience and functionality. These changes have been reviewed and approved by the GPRMLS board of directors, compared to national standards, and have been deemed beneficial to MLS Users and the overall GPRMLS system.

BELOW GRADE UPDATES

The current "Basement %" field will be changing to "Total Basement SqFt." For this field, agents will no longer need to calculate the percentage of the Main Floor SqFt and Basement SqFt. For the first time, it will be possible to put the total basement SqFt, including unfinished SqFt, directly into the MLS!

To ensure that historical listing data can be compared to new listing data, the "Basement %" fields on all existing listings in the MLS will be updated to automatically calculate the total basement SqFt based on the numbers populated in the former "Basement %" field and the "Main Floor SqFt" field rather than continuing to display the percentage number.

Secondly, there will be an additional below-grade field added called "Finished Basement." The current "Total Finished Below Grade" field will remain; however, it will be an auto-populated field with the sum of the "Lower Level Below Grade" (if applicable on multi-level properties) and the "Finished Basement." With the addition of the "Finished Basement," field agents will no longer have to calculate and input the sum of the "Lower Level Below Grade" and the Finished Basement." Instead, agents will enter the individual numbers in each field and let the system calculate the total.

NEW FIELD IN THE "NO SHOW" STATUS

There will be a new field called "IDX/VOW When Active" exclusively in the "No Show" status. This field will enable "No Show" listings the option to remain solely within the MLS and not be syndicated to third-party or IDX websites even after the "No Show" status shifts to "New" or "Active," should the seller choose to not have their listing syndicated.

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DECEMBER 2020

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WCR PAST PRESIDENTS	Page 6-7	Secretary/Treasurer Crystal Archer	Business Support Manager Porscha Smith
VIRTUAL INSTALLATION	Page 9	Directors Herb Freeman Brad Fricke Annali Leach Denise Poppen Jessica Sawyer Angel Starks Dakotah Smith	Marketing & Events Director Jodi Carper
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Read the REview online!

OmahaREALTORS.com/news

A MESSAGE FROM THE PRESIDENT

Bill Swanson, 2021 President



DO YOU HAVE A GIVE-BACK MINDSET?

As I mentioned last month, one of the most desirable aspects of our business is the flexibility of schedule. One of the greatest benefits being the time and ability to help others. What I have found is that REALTORS® and Affiliates are some of the most giving people I know. Nationally, according to a 2019 study, 66% of REALTORS® volunteered monthly for charitable efforts. The **Omaha Area Board of REALTORS®** has long been a champion in giving.

The annual Chili Cook-Off has not only fed hungry REALTORS® and Affiliates every February for over 20 years, but also contributed thousand of pounds of food and thousands of dollars to the Food Bank for the Heartland. The annual Golf Outing hosted by the **Affiliates Council** has donated to the First Responders Foundation for several years.

Women's Council of REALTORS® - Omaha donates and contributes to a new charity every single month. For many years, the Affiliate Turkey Bowl has been the second largest Toys for Tots event in Nebraska. For the last ten years, hundreds of our members ring bells on national REALTOR® Ring Day resulting in the largest organization donation amount every year locally to the Salvation Army Omaha.

REALTORS® have taken their time, money, and energy to help Rebuilding Together Omaha repair houses for the elderly, even spearheading two full rehabs several years ago, one led by our own past president **Susan Clark**. REALTORS® and Affiliates have also spent countless hours volunteering on dozens of homes for Habitat for Humanity. I can still remember sitting on a sawhorse over 20 years ago eating lunch with **Ralph Marasco** arguing over who could pound a nail better on a joist hanger. I could write pages upon pages on Ralph's generosity and volunteerism.

The **OABR Foundation** has given tens of thousands to those in need, recently helping much needed relief for those displaced in the floods of 2019. The Foundation funded an entire home purchase and rehab for Abide Omaha's Lighthouse Project in 2018. The Foundation is also a strong supporter of Builders of the Future.

There are company causes that benefit thousands of people in all manner of needs. **NP Dodge** has held their Dodge Cares campaign for nearly 20 years that helps and contributes to 15 local nonprofit organizations. **Nebraska Realty** is heavily involved in Project Wee Care providing food, clothing, school supplies, and gifts to families in need over the holidays. **Keller Williams'** annual Red Day is their national day of service in communities across the nation. **RE/MAX** is strongly aligned with the Children's Miracle Network. **BHHS Ambassador Real Estate** has raised over one million dollars locally for children with cancer through the Sunshine Kids over the last 20 years.

Here in Nebraska, thousands of agents invest countless hours and dollars to worthy causes. **Carolyn Kesick** has worked for years on the Backpack Program, providing thousands of backpacks of food for kids to take home every Friday. **Michael Jenkins** and **Greg Kraemer** work with Sleep in Heavenly Peace to provide much needed beds to children. **Jason Birnstahl**, **Courtney Vacanti**, and **Henry Kammandel Jr.** have championed much needed awareness and funds for JDRF (Juvenile Diabetes Research Foundation) for many years. **Justin Lorimer** is a director for the Millard Business Community Foundation, also heavily involved with Project Wee Care. **Denise Poppen** has been a Teammates Mentor for over 5 years. **Kelly Jourdan** has been a Hope Center mentor for years.

Unfortunately, there are too many colleagues not mentioned in this brief article. There are also numerous worthy causes not mentioned. If you are reading this and weren't included, please take no offense. Instead, please accept our gratitude for the hours and dollars that YOU are investing in our community. However, we want to know about it! We are compiling a list of our members who volunteer their time to a charity or a cause that is a 501(c)(3) organization. If you are and would like to let others know, please email Donna@OmahaREALTORS.com.

Thank you for reading, thank you for donating, thank you for volunteering, and thank you for being the most awesome you that you can be. I hope you have a truly joyous Holiday Season!

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 Krol ACI (Vice President) - Home Standards Inspection Services
Steve Marten ACI (Treasurer) - Homespec Property Inspections
Mike Frerichs ACI (Secretary) - Home Buyers Protection Co
Ahlers, 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
Ruel, Forrest - Home Standards Inspection Services
Simmerman, Brent ACI - Midlands Home Inspections, Inc
Vacha, Steve ACI - Home Standards Inspection Services
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*ACI denotes ASHI Certified Inspector



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INSPECTOR SPOTLIGHT



Jessie Fisher

Home Inspector &
certified Home Energy
Score™ Assessor

Jessie has been with Home Standards since 2017 and quickly became a highly requested inspector. We asked Jessie some questions:

Tell us about your family.

I have an 8 year old son. He's in second grade this year, is very adventurous and loves going on nature hikes. We live in midtown and are very involved in neighborhood activities.

What do you like to do for relaxation or fun?

When the weather is good you'll often find me in my own garden or volunteering with one of several community gardens. I am an artist working in a variety of mediums including painting, printmaking, and ceramics. I help run an art space/art studio in my neighborhood and enjoy both spending time in the studio and organizing art events for other featured artists.

How does your background or past experiences help you excel as a home inspector?

I grew up on a farm in rural south central Nebraska and learned basic mechanical and construction skills at a very young age. Since moving to Omaha I worked in construction for 6 years. I also have a background in education and was a public school teacher for 3 years. I enjoyed my time teaching greatly and believe it helped me learn how to simplify and communicate detailed information in a way that is engaging and easy to follow. This skill has helped me excel as

a home inspector as much as my mechanical and construction knowledge.

What do you enjoy about home inspecting?

I love that every day home inspecting is something new. There is always more to learn, and mysteries to solve. I'm very focused on visual details by nature and enjoy the process of noticing things that are often overlooked. I particularly enjoy working with first time homeowners, and being able to ensure they feel comfortable in their new home having been shown how everything works.

HOME ENERGY SCORE PROGRAM



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Currently, with new listings being input, should the seller wish to keep their listing solely within the MLS, agents and admins can easily mark "No" to the IDX and VOW fields in the Listing Input Screen and the listing will not syndicate, however for "No Show" listings it is not that simple. Right now, once the listing automatically changes to "New" on the "Available to Show Date," the listing will automatically syndicate out to IDX and third-party websites.

With the addition of this field, if marked "No," this will allow "No Show" listings to not syndicate at all after the listing shifts to "New" or "Active" on the "Available to Show Date" should the seller wish to keep their listing solely within the MLS.

"CONTRACT PENDING" AND "HOME SALE CONTINGENCY" FIELD

A new "Contract Pending" Yes/No field will be added. If "Yes" is selected, a date field will auto-populate with the date that the box was marked "Yes." This will create an option to search for how long listings have been "Contract Pending." In addition to populating a date field, if "Yes" is selected, the "Public Remarks" will also automatically be updated to include "Contract Pending" as the first words to help ensure compliance with MLS rules.

Additionally, a new "Home Sale Contingency" Yes/No field will be added. If "Yes" is selected, a date field will auto-populate with the date that the box was marked "Yes." This will create an option to search for how long listings have been "Subject to Existing Home Sale Contingency." In addition to populating a date field, if "Yes" is selected, the Agent Remarks will also automatically be updated to include "Subject to Existing Home Sale contingency" as the first words to help ensure compliance with MLS Rule 1.17 (II)(B).

*Please note that because these fields automatically update the Public or Agent Remarks in the MLS with the compliant verbiage and the beginning, it may cut off the end of any existing Public or Agent Remarks if a listing was at the character limit. Much like when adding the required verbiage manually, agents will want to ensure they have adjusted their remarks accordingly when selecting these fields.

Both the "Contract Pending" field and the "Home Sale Contingency" field will be required but defaulted to "No," meaning the only time an agent will need to change them is if the listing is to remain "Active," and there is an accepted contract or home sale contingency consistent with MLS Rules. These fields are designed to make the MLS rules compliance aspect of contract-pending listings much more manageable and create an option to search for how long a listing has been "Contract Pending" or "Subject to an Existing Home Sale Contingency."

ADDITIONAL FIELD UPDATES

After much local discussion and input from national organizations such as the National Association of REALTORS® (NAR) and the Real Estate Standards Organization (RESO), "Master Bedroom" and "Master Bathroom" will transition to "Primary Bedroom" and "Primary Bathroom" within the MLS. These fields can still be displayed as "Master Bedroom" or "Master Bathroom" on agent or broker websites however, within the MLS system, they will shift to "Primary."

There will also be some new options coming to our "Features" fields. "Luxury Vinyl Tile" and "Luxury Vinyl Plank" will be added as selections under the "Room Description Code" and "Floor Coverings" fields.

Luxury Vinyl can be defined as Luxury Vinyl Flooring is a type of hard flooring in either a plank or tile form and unlike standard vinyl flooring, is made up of several layers:

1. The polyurethane coating
2. The protective clear layer known as the 'wear layer'
3. The print film layer
4. The vinyl core
5. The tile backing

Additionally, "Covered Patio" will be added as an option under "Exterior Features" and "Plat Map" will be added as an option under "Lot Dimension Source." Over the coming months, more information about these enhancements will be available including an updated GPRMLS Measuring and Definitions Guide and input forms.

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our Past Presidents!



**Arlyne
Geschwender**
1973



**Jeanne
Patrick**
1975



**Melissa
Jarecke**
1976



**Ellie
Bane**
1977



**Lois
Wycuff**
1978



**Carolyn
Sutton**
1980



**Karen
Gray**
1986



**Nanci
Salistean**
1992



**Cheryl
Wilhelm**
1994



**Yvonne
Kemmerer**
1995



**Judy
Burford**
1996



**Pat
Funk**
1997



**Monica
Seybold**
1998



**Therese
Wehner**
2001



**Kathryn
Rouch**
2002



**Donna
Stephens**
2003



**Cathy
Blackman**
2004



**Mary Kay
Ernst**
2005



**Karen
May**
2006



**Diane
Battiatto**
2007

We are proud of
our Past Presidents!



Nancy Boe

2008



Deda Myhre

2009



Lisa Ritter

2010



Nancy Bierman

2011



Susan Clark

2012



Megan Bengtson

2013



Missy Turner

2014



Jessica Sawyer

2015



Crystal Archer

2016



Darla Bengtson

2017

Photo Unavailable

1974 - Betty Mitchell

1987 - Pat Wilkie

1979 - Diana Saylor

1988 - Sancha Corrigan

1981 - Elaine Gollehon

1990 - Peggy Emswiler

1982 - Meg Dorsee

1991 - Judy Thorton

1983 - Lola Klein

1993 - Marilyn Johnson

1984 - Mary Barg

1999 - Bev Nichols

1985 - Hester Bogues

2000 - Marilyn Evans



Angel Starks

2018



Denise Poppen

2019

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INTRODUCING INCOMING 2021 PRESIDENT

Bill Swanson

January 5th
5:00 PM

Virtual Event
VIA ZOOM

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CERTIFICATIONS

Charles Peters, Omaha Home Sales - Commitment to Excellence (C2EX)

Michael McGlynn, RE/MAX the Producers - Commitment to Excellence (C2EX)

Kellie Christensen, Nebraska Realty - Price Strategy Advisors (PSA)

Stephen Leick, Keller Williams Greater Omaha - Military Relocation Professional (MRP)

Amanda Aufenkamp, eXp Realty - Short Sales & Foreclosure Resource (SFR)

PERSONALS

Condolences to **Katie Mack** of Nebraska Realty on the recent passing of her mother.

Condolences to **Mark Renner** and his family on the recent passing of his son, Ryan Renner.

Condolences to the friends and family of **Jody Fike** of NP Dodge Real Estate on her recent passing.



Congratulations to **Doug Dohse** of BHHS Ambassador Real Estate on his appointment by the Governor to the Nebraska Real Estate Commission!



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

Contact Jodi Carper at:
Jodi@OmahaREALTORS.com

MEMBERSHIP REPORT

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

OCTOBER ACTIVITY	MO	YTD
New REALTOR® Members	42	347
Resignations	12	227
MEMBERSHIP (As of Nov. 1)	2020	2019
Designated REALTORS®	204	197
REALTOR®	2858	2682
REALTOR® Emeritus	76	67
TOTAL REALTORS®	3138	2946
Institute Affiliate	69	67
Affiliate Full Members	162	182
Affiliate eKey Only	162	155
TOTAL AFFILIATES	403	414



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Eric Petersen



THE VIRTUAL SCAVENGER HUNT WAS SPOOKTACULAR!

On October 29th, members of the Omaha Area Board of REALTORS® joined the OABR Social Events Committee to compete virtually in a Halloween-themed Scavenger Hunt. Families showed up in costumes to compete for prizes including one for best dressed player. Prizes were given out to those who found the most items as well as a prize for competing in the Facebook Event ahead of time. Pictured above are players showing off one of the scavenger hunt items: the staple item of 2020... Hand Sanitizer!

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AFFILIATE SPOTLIGHT

THOUGHTS ON 2020 INSURANCE TRENDS

BY ERIC PETERSEN, P & P INSURANCE AGENCY

The global pandemic driven by the Covid-19 virus has impacted almost every area of life. This is true in the insurance world as well. With travel restrictions and shelter at home mandates of various forms in most states, many insurers reduced or rebated auto policy premiums as people were on the road less. Similar to every state addressing restrictions differently, every insurer has done the same for their customers, and projected how quickly travel has or will return in different areas.

The residential real estate market has been strong, particularly in our Nebraska marketplace. Has the pandemic affected insurance premiums on homeowners' policies? The answer is yes and no. 75% of loss costs on most homeowners' policies come from weather related claims. At this point storms have not been connected to Covid, but the cost of labor and materials has been greatly impacted. When the cost of labor and materials goes up, the average cost per claim goes up. In the short term this will affect the profitability of insurers, the question will be if they raise rates due to the trends or see the supply side returning to normal in the near future. We can safely say rates are not going down (they almost never do), but the future rates remain to be seen.

On the commercial side the impact is greater as the work from home trend challenges office leasing and new commercial construction. Business and building owners need to know how their policy might treat a shut down of their business due to infections, how their policies treat employees working from home, and if their buildings have vacancy clauses that may negate certain portions of their coverage due to a mostly empty building. Property management companies need to be on top of these clauses as they help their clients through the process. It may lead to a change in policy type, a more aggressive lease posture, or at the minimum, an understanding of the changes in their risk management plan.

As a Realtor, having a basic knowledge of the drivers of insurance premiums will help your clients, but having a trusted team of professionals can give your clients the depth of knowledge that they deserve.



ERIC PETERSEN

eric@ppinsteam.com





2020 BOARD

(PICTURED ABOVE LEFT TO RIGHT)

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I'm so grateful for the grit and determination of our current leadership, our future leadership, and all those that have paved the way before us. It gives me immense pride to see SEVERAL of our Women's Council members & past leadership continuously holding positions among the Local, State, and National Associations as well as the Nebraska Real Estate Commission. #LeadersMadeHere

WE SEE YOU AND WE ARE PROUD!

It has been an honor to serve on the Women's Council Board for 3 years. The leadership experience has provided me a wealth of knowledge, growth, and relationships that will continue leading me long into the future.

- Ashley Livengood, President

2021 BOARD

(PICTURED BELOW LEFT TO RIGHT)

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Nebraska Realty

Treasurer
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STRENGTHENING THE REALTOR® COMMITMENT

NATIONAL ASSOCIATION OF REALTORS®



NAR's Board of Directors on November 13, strengthened REALTORS®' commitment to upholding fair housing ideals, approving a series of recommendations from NAR's Professional Standards Committee that extend the application of Article 10 of the Code of Ethics to discriminatory speech and conduct outside of members' real estate practices.

Article 10 prohibits REALTORS® from discriminating on the basis of race, color, religion, sex, handicap, familial status, national origin, sexual orientation, or gender identity in the provision of professional services and in employment practices. The Board approved a new Standard of Practice under the Article, 10-5, that states, "REALTORS® must not use harassing speech, hate speech, epithets, or slurs" against members of those protected classes.

The Board also approved a change to professional standards policy, expanding the Code of Ethics' applicability to all of a REALTOR®'s activities, and added guidance to the Code of Ethics and Arbitration Manual to help professional standards hearing panels apply the new standard.

Finally, Directors approved a revision to the NAR Bylaws, expanding the definition of "public trust" to include all discrimination against the protected classes under Article 10 along with all fraud. Associations are required to share with the state real estate licensing authority final ethics decisions holding REALTORS® in violation of the Code of Ethics in instances involving real estate-related activities and transactions where there is reason to believe the public trust may have been violated.

The Board made these changes effective immediately, though the changes cannot be applied to speech or conduct that occurred before the effective date. NAR has produced training and resource materials to assist leaders with understanding and implementing the changes and will be rolling those out in the coming weeks.

REVIEW THE UPDATED 2020 CODE OF ETHICS

www.nar.realtor/about-nar/governing-documents/code-of-ethics/2020-code-of-ethics-standards-of-practice

YPN SPOTLIGHT



ASHLEY KUHN

NEBRASKA REALTY

How do the values and mission of YPN contribute to how you do business?

Their mission is what makes me successful in my business - connect, develop and empower! People are what make my business strong and I find the most joy in helping to develop and empower people.

What is the best advice you have ever been given? Who gave it to you?

In the digital age where emails and texts are taking over. Its far more effective, meaningful and impact to pick up a phone to talk to someone, meet a person in person and hand write personal notes. Don't exchange human contact with convenient technology. (Retired Mentor)



SAM HAMRICK

NORTHWEST BANK

What is the last book you read?

Love anything written by Kristin Hannah. Also, Power Questions- Build Relationships, Win New Business and Influence Others was a great recommendation by a previous grad school professor!

How have you given back to your community or industry?

I spent several years fundraising for the American Cancer Society. I have really enjoyed helping with the planning of past Spring and Golf events for Women's Council of REALTORS®!

If you could give your younger self one piece of advice, what would it be?

Be involved and always keep learning!

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OABR FOUNDATION

Creating a lasting impact on the community

ABOUT THE FOUNDATION

The Omaha Area Board of REALTORS® Foundation is an IRS Section 501(c) (3) charitable organization that provides financial assistance for real estate education, general community needs across the greater Omaha area, and housing efforts. All administrative costs are paid directly by the Omaha Area Board of REALTORS®, meaning that 100 percent of all donated funds go directly to the charitable effort being supported.

In addition, the fundraising efforts of local REALTORS® participating in OABR councils, committees, forums and task forces are channelled through the Foundation so the cumulative impact of REALTORS® in the community can be maximized.

WHO DOES THE FOUNDATION SUPPORT?

The Omaha Area Board of REALTORS® Foundation is an approach to annual giving that allows you to make contributions to priority funds supporting real estate education, housing assistance, and community needs.

Currently, the OABR Foundation is supporting three charities consistent with Foundation mission: housing assistance; local community needs including housing shelters or housing provider-organizations, and real estate education including UNO scholarships for students in the real estate department and support to the Diversity Committee's Ethnic Minority Outreach Scholarship Program helping to defray the costs of getting into the real estate business for minority candidates.

The Foundation has also supported the REALTOR® Relief Foundation for victims of natural disasters to assist with immediate housing expenses (9-11-01). The RRF also supported victims in the Nebraska flooding last year.

HOW TO GET INVOLVED

1. Easy... **Donate!** The OABR Foundation, for example, has supported four local charities in the past that benefit our community: ABIDE, Hope Center for Kids, Holy Name Housing, and the UNO Estate Scholarship Program.
2. All OABR Members are welcome and encouraged to sit in on an OABR Foundation Meeting! Meeting times are listed below and on the OABR Calendar.



LEARN MORE

OMAHAREALTORS.COM/FOUNDATION

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