



FEBRUARY 2021

REview



COMING UP

EDUCATION COMMITTEE

February 4; 1:00 pm

RPAC FUNDRAISING TASK FORCE

February 8; 2:30 pm

DIVERSITY COMMITTEE

February 9; 11:00 am

OABR FOUNDATION MEETING

February 10; 9:00 am

SOCIAL EVENTS COMMITTEE

February 10; 10:00 am

YPN COMMITTEE

February 11; 1:30 pm

AFFILIATES COUNCIL

February 16; 9:00 am

GOVERNMENTAL AFFAIRS

February 17; 10:00 am

OABR DIRECTORS MEETING

February 24; 10:00 am

NEW UNIFORM PURCHASE AGREEMENT

In the summer of 2019, the Great Plains Regional MLS ("GPRMLS") Board of Directors formed a Uniform Purchase Agreement Task Force comprised of a combination of Omaha and Lincoln REALTORS® to prepare a new GPRMLS Uniform Purchase Agreement that can be used in Omaha, Lincoln and other geographic regions within the GPRMLS service area.



Recognizing that both Omaha and Lincoln have had their own forms in use for some time, the existing OABR and RAL Purchase Agreements were compared and reviewed with the intention of taking the best practices from each.

Thank you to all who reviewed the draft Uniform Purchase Agreement and submitted your feedback. After consideration and review of all responses, the final version of the Great Plains Regional MLS Uniform Purchase Agreement has been approved for circulation by the GPRMLS Board of Directors beginning February 1, 2021.

On February 1, with the release of the GPRMLS Uniform Purchase Agreement to all GPRMLS Participants and Subscribers, the existing OABR and RAL Purchase Agreements will be removed from circulation. The GPRMLS website, dotloop library, and the zipForms library will all feature the new GPRMLS Uniform Purchase Agreement.

While the new GPRMLS Uniform Purchase Agreement was designed for use in the Omaha, Lincoln and the wider service area as a user benefit, its use is not mandated. Check with your broker for instruction.

Real Estate Attorney, Mark LaPuzza, has prepared two memos and has recorded two sessions covering what has changed for users of the old forms.

For questions regarding the completion of a purchase agreement or other legal advice, please refer to your attorney. The Nebraska REALTORS® Association membership includes access to the NRA Legal Hotline. Information on the Legal Hotline is available through your broker.

JANUARY 2021

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Read the REview online!

OmahaREALTORS.com/news



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A MESSAGE FROM THE PRESIDENT

Bill Swanson, 2021 President



WHAT DOES IT MEAN TO BE A HOMEOWNER?

Homeownership rates have been slowly eroding in Nebraska over the last few decades. There have been a couple blips up, but overall it has been steadily declining. The recent high was 71 percent back in 2004; we are now in the 68 percent range. Much of the cause is the lack of affordable housing but new generations of potential homebuyers are just choosing to rent rather than own.

Why do we need more homeowners? It is critically important to our cities and our state to do all we can to increase homeownership. Owning a home gives you roots. Homeownership helps prevent 'brain drain' in our cities. It is so much easier to pick up and leave to that job offered out of state if you don't own your own home.

Ponder for a moment, if you will... We help people buy a chunk of our planet. They get their own piece of the United States of America, all the way to the center of the earth. If you own a house, you also own some lava... Think about that...

I grew up in a lower middle-class family in North Omaha of which I am extremely proud. My dad was a great dad, my mom was a great mom, and I feel very blessed. But, we were proverbial renters moving seven times before I was 12. My dad worked for the railroad and mom was a stay-at-home mom. One day, dad comes home and says, "Doris, guess what? We are approved for a VA loan to buy our own house!" To which my mom replied, "You can't get a VA loan, you were in the Navy!" We laughed about that for years.

So, Mom and Dad went house hunting and found a little 3-bedroom house in Florence for \$16,000; the house they would live in for the rest of their lives. In all the rental houses we lived in, we kept them tidy, but that was about it. The house we owned, though, was a different story. Right away we set out to improve it: finishing a rec room, adding a wood stove, new carpet, paint, etc... The memories of that little house on Forest Lawn Avenue – our own house – are my most precious childhood memories.

I know I'm preaching to the choir talking about pride of ownership, but that's what we help people do: buy their own piece of ground and sitting atop is anything from a tiny house to a McMansion. Our role is to be the trusted professional, helping people get into a position to buy that home; to build wealth so, if need be, use that equity when the time comes. Equity can put kids through college, fund a startup business, or maybe pay for assisted living for a family member, or even themselves.

Of course, we know that not everyone can own a home. For those that cannot, we can help our investor clients become good landlords with good reputations for taking care of their properties and their tenants, all while building a portfolio of properties for retirement years. For those of us working with flippers, we step-in to help someone buy a house in need of repair and hopefully sell at a profit, all while helping build up neighborhood values.

That's what we do folks. That's the role we have and it's a damn important one in our clients' lives.

I feel extremely blessed to have helped well-over a thousand families in their real estate needs. 35 years ago, I fell in love with helping people get that first house, or bigger house, or when the time comes, help sell that house. How can you put a price on getting hugs at closings, or the feeling you get when a buyer breaks into tears when you call and tell them their offer was accepted? When you are in this business long enough, you will get those unsolicited letters from clients that warm your heart. I can tell you it makes handling the grumpy clients worth it!

Keep doing what you are doing, keep helping people get that piece of ground, and shine on!

Blessings,
Bill

SUPRA PAYMENT UPDATE REQUIRED



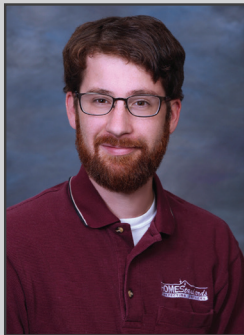
Supra is no longer processing ACH (checking account) payments for monthly charges.

Keyholders currently paying via an ACH auto-withdrawal will need to change their payment option to a debit or credit card now.

To change your payment method, you have several options:

- If you have the **Supra eKEY app**, the payment can be changed from ACH to a debit/credit card in the Payment Management option in the app.
- In **SupraWEB**, you can select the Billing tab to change their payment option from ACH to debit/credit card.
- Contact the **Supra Call Center** at 1-877-699-6787 to change your payment option.

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 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

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. In a recent survey, 71% believe promoting a property's energy efficiency is valuable when selling a property. Call Home Standards to learn more!



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REALTOR® SAFETY

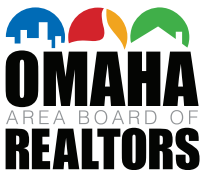
PERSONAL PRIVACY



Keep personal information private. Getting to know your client does not need to include **personal information** about your children, where or with whom you live.

The **Omaha Area Board of REALTORS®** provides members with access to the latest safety information. Our goal is to keep REALTORS® safe, following safety guidelines and using good judgement when meeting with unknown individuals.

It's true. REALTORS® face more on-the-job risks than most other business professions. Be safe.



OmahaREALTORS.com/Safety

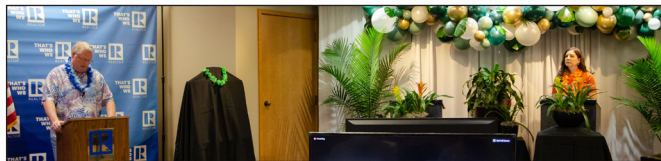
Installation & Awards Ceremony

Featuring
Bill Swanson

2021 OABR PRESIDENT



On January 5, 2021, we hosted the first virtual installation, including an after-party to congratulate our 2021 directors and executive team as well as our award winners. Enjoy these behind-the-scenes photos of the 135th Installation & Awards Ceremony!





REALTOR®-of-the-Year
Doug Dohse



Outstanding Affiliate
Summer Franco



Crystal Achievement Award
Jill Anderson



Crystal Achievement Award
Crystal Archer



Crystal Achievement Award
Deda Myhre



Crystal Achievement Award
Joe Gehlki





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THANK YOU

To All the Real Estate Professionals Who Made 2020 a Success!

Fred Tichaur
Trisha Hoffman-Ahrens
Julie Lauritsen
Sonia Macias
Karen Keithyapp
Jennifer Magilton
Raquel Horton
Kim Swanson
Katherine Benak
Connie Betz
Sandy Beck
Ryan Kluthe
TJ Jackson
Lisa Harris
Scott Gavin
Megan Owen
Sarah Maier
Brittney McAllister
Kim Stephens
Rachel Nun
Vericon Martinez
Desiree Troia
Kelsey Cronin

Rusty Johnson
Dan Spence
Drew Haivorson
Nick Nun
Ian Ziegler
Ross Friehe
Bill Simmons
Tracy Maldonado
Annali Leach
Thomas Christoffersen
Robert Anthony
Julie Sweet
Rachael Schreiner
Michelle Gustafson
Dave Coover
Ben Matheny
Matt Donahue
Reece Cambell
Scott Simon
Jennifer Morgan
Lindsey Camero
Pete Jenkins
Emily Martinez
Cory Cuthall

Milt Schneider
Judy Cleveland
Justin Brown
Jay Brown
Colleen Levier
Paola Neri
Theresa Cannon
Eva Grimes
Sherri Hinkel
Trac Burkhardt
Gina Todero
Amber Barr
Dana Gonzales
Kim Swanson
Amy Bordersen
May Yapp
Tom Ackley
Wendy Ditoro
Joe Westerhaus
Trina Ciochon
Shelly Beutler
Scott Ballan
Lisa Haffner

Kelly Kirk
Lisa Zimmerman
Trevor Schade
Gail Randone
John Rohwer
Mark Hinrich
Carmen Bunde
Ashley Rutland
Josh Bundren
Chris Beaton
Dan Zimmerman
Monica Henderson
Lisa Andrews
Jeff Allen
Andrea Lane
Jenna Jacupke
Abel Memile
Travis Jelkin
Mark Salkin
Brandon Frans
Mamie Jackson
Dale Wimer
Heather Hanika
Britney Boltinghouse

Don Boldizsar
Liz Kelly
Doug Riddington
Jeffery Baumeister
Derek Faulkner
Chris Haberling
Dan Kelley
Heidi Steskal
Denise Erickson
Jody Stark
Kathy Wickstrom
Shannon Leise
Michael Burke
Badangli Maran
Cassandra Keller
Cindy Andrew
Julie Lorraine
Rena Herbert
Alison Burns
Gayla Leathers
Aaron Hasley
Tom Dobson
Aubrey Sookram

Services Offered:

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Sprinkler Repair • Washer & Dryer Connections • Frozen and Broken Pipe Repair

THE KEY TO ENDING DISCRIMINATION IN REAL ESTATE ISN'T THIS AD.



REALTORS® are members of the National Association of REALTORS®

If recent events have taught us anything, it's this: we have more work to do. Racism is real, tragically so. Discrimination, in all its forms, still casts a long shadow in this country, and too many are being denied the opportunities that all Americans deserve. Our commitment to the diverse communities we serve starts with a Code of Ethics. Our code sets a higher standard for fairness in housing than any federal law, it's backed by a culture of member accountability, and it extends to our work on Capitol Hill, where we continue to advocate for meaningful change.

At the National Association of REALTORS® we believe that fairness is worth fighting for, and we won't stop until the fight is won. Because that's who we are.

If you experience or witness discrimination in real estate, we urge you to report it.



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CERTIFICATIONS

Susan Rauth, NextHome Signature Real Estate - Pricing Strategy Advisor (PSA)

Wade Karren, Nebraska Realty - Military Relocation Profession (MRP)

Kellie Murphy, NextHome Signature Real Estate - Military Relocation Profession (MRP)

PERSONALS

Congratulations to:

- **Erik Hoffman**, Nebraska Realty on his new baby girl, Addison Marie Hoffman

Condolences to:

- the family, friends and co-workers of **REALTOR® Mickey Sodoro**, NP Dodge Real Estate who tragically died December 29
- **Deda Myhre**, Nebraska Realty on the recent passing of her father-in-law

MEMBERSHIP REPORT

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

DECEMBER ACTIVITY	MO	YTD
New REALTOR® Members	7	380
Resignations	28	267

MEMBERSHIP (As of Jan. 1)	2020	2019
Designated REALTORS®	206	199
REALTOR®	2848	2717
REALTOR® Emeritus	73	69
TOTAL REALTORS®	3127	2985

Institute Affiliate	71	67
Affiliate Full Members	164	184
Affiliate eKey Only	161	156
TOTAL AFFILIATES	404	417



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

Contact Jodi Carper at:
Jodi@OmahaREALTORS.com

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qualifications

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a drawing to win FREE local dues
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☐ Nebraska REALTORS® Association
Mark of Excellence Recipient

☐ Attend 2 OABR Social Events

1 _____

2 _____

☐ Attend RPAC Presentation
(Must be approved by Doug Dohse or Bill Swanson)
doug.dohse@bhhsamb.com or bill.swanson@bhhsamb.com

(Signature)

☐ Attend 2 Education Courses
(Sponsored by the OABR Education Committee's OABR Academy)

1 _____

2 _____

☐ Attend 2 Committee Meetings
(Diversity, Education, Governmental Affairs, RPAC, Safety, Social
Events, YPN)

1 _____

2 _____

Name _____ Company _____ Phone _____

Deadline for Passport Submission is December 15, 2021. Qualifications for passport to be completed in the same year application submitted.

THANK YOU

To These Realtors® for Selling a Home in 2020!

Sheri Tyler	Berkshire Hathaway	Danielle den Hoed	Berkshire Hathaway	Donna Sharman	Headly Realty	Billi Eastman	Nebraska Realty
Chelsea Mollak	Berkshire Hathaway	Mamie Jackson	Berkshire Hathaway	Karl Compton	Hike Real Estate	Shelly Ragan	Next Home
Denise Poppen	Berkshire Hathaway	Mary Mueller	Berkshire Hathaway	Justin Gomez	Hike Real Estate	AJ Chedel (3)	Next Home
Katie Weinert	Berkshire Hathaway	Mike Evans	Berkshire Hathaway	John Hansen	Hike Real Estate	Lynn Aarhus	NP Dodge
Derek Faulkner	Berkshire Hathaway	Roland Manuel (2)	Berkshire Hathaway	Kimberly Rempel	Home Real Estate	Matt Filipi (2)	NP Dodge
TJ O'Leary	Berkshire Hathaway	Julie Lorraine	Berkshire Hathaway	Craig Johnson	Johnson Realty	Bonnie Skartvedt	NP Dodge
Cindy Robarge	Berkshire Hathaway	Anne McGargill	Berkshire Hathaway	Rachel Tiller	Keller Williams	Maria Polinsky	NP Dodge
Tabitha Cooper	Berkshire Hathaway	Shona Emsick	Berkshire Hathaway	Sherri Hinkel	Keller Williams	Thomas Helligo	NP Dodge
Adam Scheef	Berkshire Hathaway	Brandon Robben	Berkshire Hathaway	Karen Kielian	Keller Williams	Bob Jensen	NP Dodge
Chris Egan	Berkshire Hathaway	Ritika Golej	Berkshire Hathaway	Aaron Aulner	Keller Williams	Mickey Sodoro	NP Dodge
Joe Hoagland	Berkshire Hathaway	Sheila Irish	Berkshire Hathaway	Jim Marriott	Marriott Real Estate Group	Phyllis Young	NP Dodge
Cindy Hartzell	Berkshire Hathaway	Rich Edwards	Berkshire Hathaway	Tirumala Chengalasetty	Maxim Realty	Tammy McChesney	NP Dodge
Jason Birnstihl	Berkshire Hathaway	Mike Miller	Berkshire Hathaway	Sarina McNeel (3)	Nebraska Realty	Robin Philips	NP Dodge
Rachel Skradski	Berkshire Hathaway	Shawn Kliever	Berkshire Hathaway	Erin Schumacher	Nebraska Realty	Paul Roth	NP Dodge
Clay Nicholson	Berkshire Hathaway	Tracy Morgan	Berkshire Hathaway	Jen Hall	Nebraska Realty	Kris Nelson	NP Dodge
Michelle Roy	Berkshire Hathaway	Carrie Christensen	Berkshire Hathaway	Jessica Rangel	Nebraska Realty	Maria Polinsky	NP Dodge
Laura Putnam	Berkshire Hathaway	Richard Begley	Better Homes & Gardens	Dan Riegel	Nebraska Realty	Jeanne Patrick	NP Dodge
Scot Ballan	Berkshire Hathaway	Neil Galas (3)	Better Homes & Gardens	Rick Nelson (3)	Nebraska Realty	Kristen Wehner Jacobsen	NP Dodge
Lance Cole	Berkshire Hathaway	Dennis Wilfong	Better Homes & Gardens	Carey Wilcox	Nebraska Realty	Kirsty Lamb	NP Dodge
Christine Gibson	Berkshire Hathaway	Jay Mirales	Better Homes & Gardens	Josh Richardson	Nebraska Realty	Lauren Parks	NP Dodge
Matt Beers	Berkshire Hathaway	Ethan Brown (3)	Better Homes & Gardens	Jeanne Anderson	Nebraska Realty	Kristen Kirwan	NP Dodge
Ellen Jaworski	Berkshire Hathaway	Tricia Wiese	Better Homes & Gardens	Venu Potineni (4)	Nebraska Realty	Victoria Borsheim	NP Dodge
Deb Ellis	Berkshire Hathaway	Riley Lebbert	Better Homes & Gardens	Jan Schneekloth (2)	Nebraska Realty	Nanci Salistean	NP Dodge
Lisa Harbin	Berkshire Hathaway	Courtney Maysenburg	Better Homes & Gardens	Vince Carroll	Nebraska Realty	Dan Spence	NP Dodge
April Williams	Berkshire Hathaway	Brittney LaHayne (2)	Better Homes & Gardens	Doyle Ollis	Nebraska Realty	Jody Reynek	NP Dodge
Mary Kay Young	Berkshire Hathaway	Kim Bills	Better Homes & Gardens	Chuck Burney	Nebraska Realty	Ram Kallepalli	NP Dodge
Michelle Gustafson	Berkshire Hathaway	Debbie Meyer	Century 21 Real Estate	Victor Ortiz Origel	Nebraska Realty	Derick Lewin (2)	P.J. Morgan
Georgie Vint	Berkshire Hathaway	Rachel Langford	Coldwell Banker	Annette Ryan	Nebraska Realty	Crystal Archer	PJ Morgan
Janis Johnson	Berkshire Hathaway	Norm Wordekemper	Coldwell Banker	Val Bokowski	Nebraska Realty	Shasta Savoie	Platinum Realty
Lindsay Hollingsworth	Berkshire Hathaway	DeeAnn Roundy	Coldwell Banker	Erin Schumacher	Nebraska Realty	Ronald Sindelar	Rainbow Realty
Andrea Crister	Berkshire Hathaway	Bethany Scheele	EXP Realty	Lesa Blythe	Nebraska Realty	Judy Smith	Remax
Lisa Gell	Berkshire Hathaway	Gary Baumert (2)	EXP Realty	Chuck Burney	Nebraska Realty	Elise Owns	REMAX Homes Midwest
Nic Luhrs	Berkshire Hathaway	Chad Kaseman	EXP Realty	Michael Jones	Nebraska Realty	Dennis Ritter	REMAX/Results
Cassandra Litz	Berkshire Hathaway	Mandy Aufenkamp	EXP Realty	Ranae Kocsis	Nebraska Realty		



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AFFILIATE SPOTLIGHT

DON'T DO IT AND SUCCEED IN 2021

BY PK KOPUN, CENTRIS FEDERAL CREDIT UNION

In our industry, we are off and running. We all know how disruptive 2020 was to our health, energy, vitality, and more. For that reason let's resolve to make 2021 an epic year! To make that happen, I propose the three R's: Resolve, reduce, and remove. What is your plan to make 2021 your best year yet? Most of the time I set goals and make to do lists that I want to work on. This year, I am changing what doesn't bring me closer to my goals or objectives.

This year, I have decided to get rid of things that need to be abandoned and I want to soar upward to new heights of achievement. My list now consists of what to drop, what to stop, and what to eliminate. Some examples of this "not to do list" might be not drinking more than one glass of wine or beer a night, or not blowing off scheduled workout times. What about refraining from checking social media all day long? That is one of mine, right there. If you know what is tripping you up, get rid of it. This "not to do list" is hard, naturally, but to grow, to be better, to make it the best year ever, it is necessary.

What can you get rid of that doesn't seem bad, but it is getting in the way, slowing you down? What can you stop or eliminate from your agenda, from your life? Does watching hours of TV news daily, sitting through multiple football games every weekend, sipping daily lattes from Starbucks, skipping workouts, binge-watching TV, or staying up too late sound familiar? These bad habits can keep you from proper self-care, preventing you from what you could be doing that will ultimately contribute to your success.

Like a world-class athlete or a high-level executive, these three R's might propel you to your A-game, to your work place and your family. Here is another "don't" for you. Don't leave your A-game all at the work place only to crawl out of the office at night and bring your D-game home to your family. Your family is your team and they deserve your intentional and purposeful interaction. Your vibe and your energy matters at work, and they matter at home. My new mentor and coach, Jonathan Roache, advises us to self-care in order to upgrade our vibe and energy wherever we go. Darren Hardy said in his book, "Compound Effect," that "we make our choices and our choices make us." I also learned from Darren Hardy's broadcast, "I take care of me so I can take care of you."

Make it an epic 2021! Only action matters!

Affiliate Members - Join Us!

Join us via Zoom for one of our monthly Affiliate Council meetings to see what we're all about!

February 16 | 9:00 am - 10:00 am

March 16 | 9:00 am - 10:00 am

April 20 | 9:00 am - 10:00 am



PK KOPUN

(402) 697 - 6763

pkopun@centrisfcu.org





There are many reasons to join Women's Council, from education to building relationships. One of my favorites is the camaraderie that you experience during our time spent together. Through the planning of our events, get together and travel you really get to know one another on a more personal level, which makes you want to help each other succeed even more!

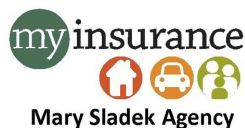
Our Board Retreat is another layer to building that "sister"-hood. This is where we make our plan of attack for the upcoming year and review our standing rules and by-laws. It was here where I connected with my board and learned more about these AWESOME ladies!! I also was so lucky to be able to have a virtual happy hour with the past presidents from Women's Council. It was quite humbling that they took time out of their day to share their experiences and wisdom with me. And to think-they know my name!! :)

I love really delving in and learning more about people and finding that common ground. In 2020, due to the pandemic we weren't able to travel and really were stripped of the opportunity to spend more time together. We are hoping we are able to get that opportunity this year - fingers crossed for San Diego in Fall of 2021!!

- Jen Monjaras, President

You won't want to miss the event of the month on **February 11th @ Champions at 9am**. It's our Annual RPAC meeting where we see what our RPAC advocates are doing for REALTORS® and the industry. **Come for the Bacon-stay for the Education!**

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2021 REcharge!

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GO-ASHI Greater Omaha Chapter American Society of Home Inspectors

The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession. The members of GO-ASHI promote this mission through continued education provided at our monthly meetings.



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
Ahlfers, Chad ACI - Cornerstone Property Inspections
Byrd, Mark ACI - Accurate Building Inspection
Carney, Dominic - Home Buyers Protection Co
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Duckett, Steve - Midwest Inspection & Testing, LLC
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Fisher, Jessie - Home Standards Inspection Services
Gaskin, Paul, ACI - Gaskin Property Inspections
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Check out our website! www.ASHIomaha.com

*ACI denotes ASHI Certified Inspector



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NAR: 2020 Profile of Home Buyers and Sellers

Characteristics of Home Buyers

- First-time buyers made up 31% of all home buyers, a dip from last year's 33%.
- The typical buyer was 47 years old this year, and the median household income for 2019 rose again this year to \$96,500.

Characteristics of Homes Purchased

- Most recent buyers who purchased new homes were looking to avoid renovations and problems with plumbing or electricity at 44%. Buyers who purchased previously-owned homes were most often considering a better overall value at 35%.
- Home prices increased slightly this year to a median of \$272,500 among all buyers. Buyers typically purchased their homes for 99% of the asking price.

The Home Search Process

- For 43% of recent buyers, the first step that they took in the home buying process was to look online at properties for sale, while 18% of buyers first contacted a real estate agent.
- Buyers typically searched for eight weeks and looked at a median of 9 homes and viewed 5 of these homes only online.

Home Buying and Real Estate Professionals

- 88% of buyers recently purchased their home through a real estate agent or broker, and 6% purchased directly from a builder or builder's agent.
- Having an agent to help them find the right home was what buyers wanted most when choosing an agent at 51%.

Financing the Home Purchase

- 87% of recent buyers financed their home purchase. Those who financed their home purchase typically financed 88%.
- First-time buyers who financed their home typically financed 93% of their home compared to repeat buyers at 84%.

Home Sellers and Their Selling Experience

- For all sellers, the most commonly cited reason for selling their home was the desire to move closer to friends and family (15%), that it was too small (14%), and a change in family situation (12%).
- 89% of home sellers worked with a real estate agent to sell their home.

Home Selling and Real Estate Professionals

- 77% of recent sellers contacted only one agent before finding the right agent they worked with to sell their home.
- 91% of sellers listed their homes on the Multiple Listing Service (MLS), which is the number one source for sellers to list their home.

Home Buyers Before and During COVID-19

- Buyers who purchased after March were more likely to purchase a multi-generational home at 15% compared to 11% who purchased before April.
- 57% of buyers who purchased during the pandemic purchased in a suburban location, compared with 50% of pre-pandemic buyers.

Home Sellers Before and During COVID-19

- The top reason for sellers before April to sell their home was because they wanted to be closer to friends and family. Home sellers who sold their home after March were more likely to report the main reason for selling was because their home was too small.

View Full Report:

www.nar.realtor/research-and-statistics/research-reports

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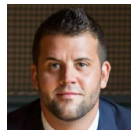
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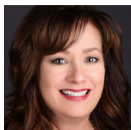
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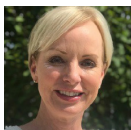
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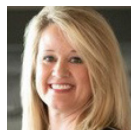
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The Omaha Area Board of REALTORS® Young Professionals Network

connects, develops, and empowers young professionals by creating a nurturing community of focused, ambitious, and diverse professionals that network with one another for success and personal and professional growth.

The Mission of YPN is to become an active and visible part of the community by setting a high level of REALTOR® professionalism and volunteering for causes that YPN feels passionate about.



Get in the SPOTLIGHT!

Omaha Area Board of REALTORS® YPN Committee is looking for Young Professionals to Spotlight! We want to show everyone how you are setting a high level of REALTOR® professionalism and giving back to the community! Nominate yourself or a fellow OABR member and your photo and quick bio could be featured on our OABR YPN Facebook page and in the Review magazine!

Visit: OmahaREALTORS.com/YPN

Join us via Zoom for one of our monthly committee meetings to see what YPN is all about!

February 11 | 1:30 pm - 2:30 pm

March 11 | 1:30 pm - 2:30 pm

April 8 | 1:30 pm - 2:30 pm

REview

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