

REVIEW



COMING UP

NAR GOOD NEIGHBORS VOLUNTEER DAYS

Sept 28 - Oct 3

EDUCATION COMMITTEE

Oct 7; 10:00 am - 11:00 am

DIVERSITY COMMITTEE

Oct 12; 11:00 am - 12:00 pm

RPAC FUNDRAISING TASK FORCE

Oct 12; 3:30 pm - 4:30 pm

SOCIAL EVENTS COMMITTEE

Oct 13; 10:00 am - 11:00 am

YPN COMMITTEE

Oct 14; 1:30 pm - 3:00 pm

RECHARGE TASK FORCE

Oct 15; 11:00 am - 12:00 pm

DOTLOOP CLASSES

Oct 21

Beginner: 9:00 am - 10:00 am

Advanced: 10:30 am - 11:30 am

RPAC CE DAY

Oct 26

Multiple Offers: Keeping it Legal,

Ethical, & Sane: 9:00 am - 12:00 pm

Advertising, Social Media, & the

Agent: 1:00 pm - 4:00 pm

OABR DIRECTORS

Oct 27; 10:00 am - 11:00 pm

136TH INSTALLATION & AWARDS CEREMONY

On Thursday September 9, the Omaha Area Board of REALTORS® and their friends and family gathered for the 136th Installation & Awards Ceremony at the Kimpton Cottonwood Hotel. Past President and 2021 Nebraska REALTORS® Association President Andy Alloway inducted our newly appointed directors and 2022 President, Megan Bengtson. President Bengtson gave a heartwarming speech ending with giving a trophy with a rock attached to her husband for her self-acclaimed 'REALTOR® Support Award'. We are so excited for the 2022 year! Please congratulate our new directors and president.

Continued on Page 4



OCTOBER 2021

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OABR 136TH INSTALLATION	Pages 4-5	President Megan Bengtson	Chief Executive Officer Doug Rothaus
RPAC CE DAY	Page 6	President Elect Crystal Archer	Programs Director Donna Shipley
FOOD BANK VOLUNTEERING	Page 7	Secretary/Treasurer Denise Poppen	Keybox System Manager Julissa Gonzalez
MEMBERSHIP REPORT	Page 8	Directors Jill Anderson Brad Fricke Ashley Livengood Jessica Sawyer Dakotah Smith Angel Starks	Marketing & Events Director Jodi Carper
DOTLOOP CLASSES	Page 9	Ex-Officio Directors Bill Swanson Chrissy Cameron Jonathan Jameson	Membership and Accounts Linda McGloin Patty Colombe
DIVERSITY SCHOLARSHIP WINNER	Page 10		Member Services Coordinator Monica Bayles
TURKEY BOWL	Page 11		Governmental Affairs Director Perre Neilan
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WCR CHARLES MARSHALL	Page 13	Chair Dakotah Smith	GREAT PLAINS REGIONAL MLS STAFF
AFFILIATE SPOTLIGHT	Page 15	Vice Chair John Cherica	MLS Manager Denise Mecseji
RPAC MAJOR INVESTORS	Pages 18-19	Secretary/Treasurer Scott Vogt	MLS Administrator Dakota Ghegan
NAR ARTICLE	Page 23	Directors Andy Alloway Susan Clark Herb Freeman Henry Kammandel	

Read the REview online!

OmahaREALTORS.com/news

A MESSAGE FROM THE PRESIDENT

Megan Bengtson, 2022 President



GET INVOLVED! HOW DO YOU GET INVOLVED... JUST ASK!

WOW! What a kick start the Installation and Awards ceremony was to the new year. I keep thinking how beautiful the setting was, the amazing food I could not get enough of and most of all... the people. We were able to do this event in person! It felt good seeing so many smiling faces and celebrating the accomplishments of so many! It was truly a special night. I must thank Doug, Donna, Jodi, and Patty for going above and beyond to make it a truly special night!

What I took away most from that evening was how much we value and crave our personal relationships. Relationships are the foundation of our business. Whether it's with our clients or colleagues, we must continue to care for them, nurture them and ensure they continue to grow. We are in such a special business where yes, we are competitors, but the way I look at it is that we are also collaborators who work together to achieve the same goal. We each bring a special and unique attribute to the table, and we can all learn from one another.

Jim Rohn said, "Get around people who have something of value to share with you. Their impact will continue to have a significant effect on your life long after they have departed." I have learned so much from getting involved.

Involvement means different things to each of us. Find your comfort level. Find the committee you are passionate about. Do you like politics? Then, Governmental Affairs is perfect for you. Or maybe you like events? Then, Social Events Committee is the place for you! We have many committees: Diversity, Education, RPAC, Safety, Women's Council and YPN. We can find the right fit and amount of commitment for anyone! It does not mean you have to be President of OABR or even the Chair of a committee. We want to hear your voices.

We can only continue to service our membership in the best way possible if we continue to get new involvement on all committees and on the Board of Directors. As leaders, we are always listening for those people who want to get involved. Many times, we do not know who you are. Please reach out, or even if you are just curious, visit a committee meeting or a Board of Directors meeting. These meetings are open to anyone, and we would love to see you there!

- Megan Bengtson, 2022 *OABR President*

INSTALLATION & AWARDS CEREMONY

FEATURING
2022 OABR PRESIDENT

MEGAN BENGSTON



Megan Bengtson, 2022 President
Crystal Archer, 2022 President-Elect
Denise Poppen, 2022 Treasurer
Brad Fricke, 2022 Director
Angel Starks, 2022 Director
Jessica Sawyer, 2023 Director
Jill Anderson, 2024 Director
Ashley Livengood, 2024 Director
Dakotah Smith, 2024 Director & Ex Officio
Bill Swanson, Ex Officio
Jonathan Jameson, Ex Officio
Chrissy Cameron, Ex Officio



10-Year RPAC Chairs
DOUG DOHSE & BILL SWANSON





RPAC CE DAY



TUESDAY, OCTOBER 26

11830 NICHOLAS STREET

REGISTER ONLINE

IMS.OABR.COM

MELANIE MCLANE

INSTRUCTOR

\$25 / CLASS OR
\$40 FOR BOTH
ALL PROCEEDS
TO RPAC

**MULTIPLE OFFERS: KEEPING
IT LEGAL, ETHICAL, & SANE**
#1260R | 9 AM - 12 PM

This 3-hour course will discuss the legal and ethical issues of multiple offers, as well as the agent's fiduciary duties to clients. The REALTOR® Code of Ethics and state law will be discussed, compared and contrasted. **This class fulfill's the National Association of REALTORS® Code of Ethics Requirement.**

ADVERTISING, SOCIAL MEDIA & THE AGENT
#0653R | 1 PM - 4 PM

This is a 3-hour course designed for real estate agents, which discusses the rules, regulations, and ethics of real estate advertising, including online advertising and social media.

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

Thank you,
Governmental
Affairs
Committee!



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CERTIFICATIONS & DESIGNATIONS

Angel Starks, Nebraska Realty - At Home With Diversity (AHWD)

PERSONALS

Condolences to:

- **Jamie Evers**, Nebraska Realty, on the recent passing of his mother
- **Emma Lockard**, Nebraska Realty, on the recent passing of her father
- **Tammy Brookhouser**, Nebraska REALTORS® Association, on the recent passing of her mother

Congratulations to:

- **Paul Vojchehoske**, Nebraska Realty, on his first grandchild, a baby girl!



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YOU WOULD LIKE
TO SHARE?**

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Jodi@OmahaREALTORS.com

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MEMBERSHIP REPORT

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

AUGUST ACTIVITY	MO	YTD
New REALTOR® Members	39	271
Resignations	46	177
MEMBERSHIP (As of Sept 1)	2021	2020
Designated REALTORS®	206	205
REALTOR®	2984	2854
REALTOR® Emeritus	65	77
TOTAL REALTORS®	3255	3136
Institute Affiliate	71	69
Affiliate Full Members	173	178
Affiliate eKey Only	146	165
TOTAL AFFILIATES	400	422

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DOTLOOP FOR THE BEGINNER

OCTOBER 21 | 9AM | OABR EDUCATION CENTER

WHAT IS DOTLOOP?

Navigating through the dashboard and searching for loops, creating loops, naming loops, loop labels and how they work, the importance of the details, adding documents to the loop, auto filling documents, and more!

WORKING WITH CLIENTS

Working with clients using best practices to get your client familiar with dotloop before making an offer; sharing signatures and authorization settings, how to host an in-person signing, and more!

ADVANCED DOTLOOP USER

OCTOBER 21 | 10:30AM | OABR EDUCATION CENTER

ADVANCED DOTLOOP

Learn to create personal, auto-fill templates as well as templates using group copy and auto calculations, working with placeholders and asking for reviews, editing, adding, and sharing mobile documents, and more!

REGISTER NOW! IMS.OABR.COM

EARN COMMISSION APPROVED TRAINING!

CHOOSE BETWEEN BEGINNER OR ADVANCED, OR TAKE BOTH!

DIVERSITY SCHOLARSHIP RECIPIENT

CONGRATULATIONS, CHARLES VALLE

The Diversity Committee would like to share with you a past recipient who has made a commitment to be successful; Charles Valle of Nebraska Realty.

Where did you grow up?

I am a married father of four wonderful kids. I grew up in the middle of the world in a little country called Ecuador which means - as you can probably guess - equator in English! My hometown is in the southern part of the country surrounded by the Andes Mountains so for most of the year it's about 70 degrees - a far cry from what we experience here in Nebraska. Because the weather is so beautiful, my town is known as "the city of eternal spring" and because the weather is almost always the same, we don't talk much about it like we do here. Image my culture shock moving here and beginning every conversation with the first few minutes being devoted to a summary of the day's or week's climatic ups and downs! I met my wife in Ecuador when she was working as a Peace Corps volunteer. We had our civil wedding in Omaha and decided to move back a few years later in 1999. I have been living and working here ever since.



Charles Valle

What Brokerage do you work for and are you a member of any other organizations in your community or networking groups?

Currently, I am happy to say that I am working for Nebraska Realty. In addition to belonging to the usual real estate organizations, I am a member of my parish's Knights of Columbus chapter and am a Certified Family Mediator in the State of Nebraska.

What did you do before you became a REALTOR®?

I have done many things since I moved to Omaha. At various times I was a freelance Spanish interpreter, a Home Mortgage Consultant, a Legal Assistant for an immigration attorney and worked as a Spanish translator and a Litigation Assistant for an Insurance Company.

When did you get your license and what inspired you to become a REALTOR®?

I became licensed just recently in July of 2021. I have always been curious about the other side of the business since I was a Home Mortgage Consultant. When Trudie Ahlstrom, who I work with at the Concord Mediation Center, approached me about applying for the OABR Diversity scholarship, I knew it was my chance! It was a great experience to be interviewed by OABR, see how committed they are to diversity and the future of REALTORS®, and finally to be selected and granted the scholarship.

What is the most rewarding part of your job as a REALTOR®?

I believe that the most important part of my job as a REALTOR® is education. There is a knowledge gap out there and I aim to educate community members about the process and products available so the customer can make a sound decision. It is not an exaggeration to say that the buying and selling of real estate is a decision that will impact their families for years to come. I hope to be a catalyst and servant leader for my customers.

What else would you like us to know about you?

In my free time I love to travel, anything music related and to ride my bike. Please don't hesitate to reach out to me if I can be of service or if there is an opportunity to partner.



JOIN US!

September 21, 2021 @ 11 am - 12 pm
October 12, 2021 @ 11 am - 12 pm
November 9, 2021 @ 11 am - 12 pm

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MARSHALL**

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Charles will entertain us with humorous presentations based on his
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October 14th | 9:00am-1:00pm

Must be present for the
entire presentation to
receive 3 CAT hours

Location: Champions Run
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Questions?

Email Chrissy Cameron - chrissycameron@nebraskarealty.com



Happy Fall!

Welcome to Our Team!

Cindy Hartzell

Real Estate Agent

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AFFILIATE SPOTLIGHT

4 REASONS TO GET PRE-APPROVED EARLY

BY BRENT RASMUSSEN, MORTGAGE SPECIALISTS

Here at Mortgage Specialists, one of the questions we've been getting asked lately is when to get pre-approved for a mortgage. Generally, it's best to get pre-approved before you begin looking at homes. In fact, we recommend getting pre-approved as far as six months to a year in advance. Why? Keep reading to find out!

KNOW THE SIZE OF LOAN YOU CAN QUALIFY FOR

One of the biggest advantages of getting pre-approved before you begin house hunting is that you know what you can actually afford. And this doesn't just mean how much money you could put towards a house payment each month, this means the loan you're able to qualify for.

But too often, clients assume they will qualify for a mortgage similar to one their friend or colleague qualified for, which isn't always the case. The best way to find out how much you can afford is to get pre-approved ahead of time. Then if you aren't quite where you want to be financially, you have time to strategize on how to improve your loan options.

GET THE BEST INTEREST RATE AND PAYMENT

Another reason to get pre-approved early is that you're often able to get the best interest rate and payment. Sometimes during the mortgage process clients will discover an issue on their credit report that impacts the rate they qualify for. These issues can take weeks or even months to resolve, meaning it's best to find out sooner rather than later.

Plus, by getting pre-approved in advance clients who realize they aren't where they want to be regarding their

interest rate or monthly payment have time to save money for a bigger down payment or improve their debt-to-income ratio.

GET TAKEN SERIOUSLY

Regardless of the season, there are always a lot of people looking at houses. Some are genuinely in the market for a new home, while others just like exploring different houses.

To be taken seriously by both your REALTOR® and potential sellers, you need to be pre-approved. We're not trying to say that your agent won't show you homes if you aren't pre-approved, because they will. But being pre-approved allows your REALTOR® to do their job better. With an understanding of your actual price range, they can show you homes that fall within that range.

When it comes to putting in an offer, most sellers won't even consider an offer if the potential buyer isn't pre-approved because they have no way of knowing you are financially capable of purchasing the home. So, if there are multiple offers on the table, the buyer that isn't pre-approved is almost never chosen.

QUICKER CLOSING

On average, it takes 30-45 days to close on a home from when the purchase agreement is accepted to closing. We're often able to help pre-approved buyers close in less time than buyers who aren't. Why? Because we've already received and verified their information, meaning we only need to collect the most recent documentation, if that.



BRENT RASMUSSEN

MORTGAGE SPECIALISTS

(402) 578-0008

brent@mtg-specialists.com





#LeadersMadeHere

I hope that those of you that are reading this were among the fabulous attendees of the 136th OABR Installation & Awards banquet on September 9 - if you weren't there you must make it a point to attend next year's as it's a wonderful experience! This year we installed one of our own, a past president of Women's Council, Megan Bengtson. If you didn't know already, the Women's Council is proud to support the OABR - what you may not know is that we have the amazing support of the OABR staff and board as well. They help us get the word out about Women's Council, attend our events, and educate our members on what's going on in our industry - our relationship is one of a kind! (Thank you so much - Doug, Donna, Jodi, and the OABR staff - we appreciate you so much!) One of my favorite parts of the banquet was seeing the many, and I mean MANY - 9 TO BE EXACT! - Past presidents of Women's Council represented on the OABR Board. From the 2020 President (Susan Clark), to 2022 President (Megan Bengtson) to 2022 President-Elect (Crystal Archer) Emcee & Safety Chair (Deda Myhre). We have Denise Poppen coming up as the Secretary/Treasurer, Ashley Livengood, Jessica Sawyer and Angel Starks will be representing as Directors. And of course my successor Chrissy Cameron as an ex Officio Director. **Ask Angel to show you her beautiful Crystal Award or Susan to show her bling for Realtor of the Year! It was truly an honor to follow in these amazing women's footsteps. I feel blessed to have been able to be a part of those that believe in what we do, paved the way for where we are and it was especially amazing to see how many have moved on to be a part of the OABR board. Thank you to all those that support us, I am so happy to have been a part of the OABR 2021 Board! Thanks for having me!!

It's Election Time!! Keep an eye out for our the electronic ballot to vote via email (National members only!) for the 2022 President-Elect and Treasurer.

- Jen Monjas, President

October 14th, 9am-1pm Business Success Forum: Charles Marshall

THANKS TO OUR DOUBLE DIAMOND SPONSORS FOR YOUR SUPPORT



FULFILL YOUR CODE OF ETHICS REQUIREMENT!

The National Association
of REALTORS® requires
completion of ethics training by
all members every two years.

**The next deadline is
December 31, 2021.**

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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
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
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*ACI denotes ASHI Certified Inspector



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Questions about
RPAC?
Ask us!

Charles Chadwick
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Charles.Chadwick@thecncteam.com

Darla Bengtson
402-676-2842
Darla.Bengtson@yahoo.com

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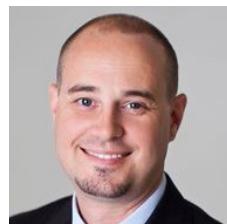
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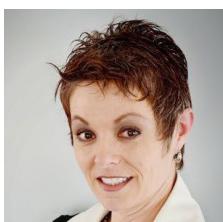
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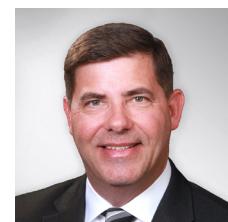
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Steve Vacha
President

Like many other industries, the home inspection companies were caught off guard by the pandemic and all that transpired because of it. We did not have in place inspection as many options as we do now to help buyers and sellers due to lack of inventory and high demand from buyers.

The Real Estate market in our area has never seen such a sellers' market. Some people believe "When sellers have multiple offers to choose from, why choose one with a home inspection?"

New Inspection Options

I would like to address this question. Inspections bring clarity to the sale for both the seller and buyer. It is obvious why the buyer would want clarity, but what about the seller?

Sellers's Pre-listing Inspections really help them to sell a property for the best price in a bidding market. A pre-listing inspection enables buyers to make their best offer, not having to hold back "Pre-listing inspections for fear of the unforeseen. Also, being proactive with a pre-listing inspection, a seller can complete some repairs themselves or at least gather estimates for repair or replacement so buyers do not overestimate the cost of discovered deficiencies.

Some sellers are afraid of being "nickel-and-dimed" for re-

pairs. For these sellers we have developed the *Pre-listing Major Components Inspection*. This inspection only covers the major systems of the house – reducing the chance of buyers focusing on the minor issues.

Pre-listing inspections limit the chance of lawsuits down the road brought by the buyer against the seller. (Presently we

are getting a large number of calls from buyers wanting us to inspect or provide consul for an upcoming lawsuit.)

For buyers in this very competitive market we offer a *Walk-through Consultation* if they think asking for an inspection puts them at a disadvantage. We did not invent this process and it

is being completed in many other markets across the country. Basically, an inspector will accompany a buyer during a showing. There is no written inspection report completed, but the buyer has a trained consultant with them to view the property. There are many agents who can advise their client on the condition of the property, but hesitate to do so for many good reasons, except in general terms.

Experienced agents I have spoken with through this time are very uncomfortable with their buyers skipping the inspection process. They understand potential complications that can arise if significant issues are found after the sale. They also realize their buyer is not getting the information they need to make an informed decision that will ultimately create a happy client. Happy clients are, of course, essential for good business.



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NATIONAL ASSOCIATION OF REALTORS® FILES PETITION TO OPPOSE DEPARTMENT OF JUSTICE BREACH OF SETTLEMENT AGREEMENT

SEPTEMBER 13, 2021

The National Association of Realtors® today filed a petition to quash a request by the Department of Justice that reneges on the terms of a settlement agreement that was approved by the DOJ in November 2020. The DOJ attempt to withdraw from that fully binding agreement in July 2021, after NAR had already begun to implement its terms, is a breach of the agreement and the law.

"The DOJ action should be considered null and invalid based on legal precedent alone," said NAR President Charlie Oppler, a Realtor® from Franklin Lakes, N.J., and the CEO of Prominent Properties Sotheby's International Realty. "The DOJ must be governed by principle, and NAR simply expects the department to live up to its commitments."

As the NAR petition indicates, the DOJ is trying to back out of its agreed-upon obligations. "By its action, the DOJ thinks it should be free to reconsider the terms of an agreement at any time, for any reason – or no reason at all," Oppler said. "If that view prevails, it would undermine the strong public policy in favor of upholding settlement agreements and public confidence that the

government will keep its word in future cases."

NAR guidance for local broker organizations has long been recognized to ensure fair and competitive real estate markets for home buyers and sellers. In fact, having the listing broker pay the buyer broker's commission increases competition, by allowing small brokerages to compete on a level playing field with large brokerages and promotes equitable home ownership opportunities for all consumers.

"NAR remains hopeful the DOJ will honor its agreement," Oppler said. "We also remain committed to advancing and defending independent and local real estate organizations that provide for greater economic opportunity and equity for small businesses and consumers of all backgrounds and financial means."

The National Association of Realtors® is America's largest trade association, representing more than 1.5 million members involved in all aspects of the residential and commercial real estate industries.



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