



JANUARY 2022

# REview



## COMING UP

### EDUCATION COMMITTEE

Jan 6; 9:00 am - 10:00 am

### RECHARGE TASK FORCE

Jan 11; 9:00 am - 10:00 am

### DIVERSITY COMMITTEE

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

### RPAC FUNDRAISING TASK FORCE

Jan 11; 3:30 pm - 4:30 pm

### SOCIAL EVENTS COMMITTEE

Jan 12; 10:00 am - 11:00 am

### YPN COMMITTEE

Jan 13; 1:30 pm - 3:00 pm

### OABR CLOSED

Jan 17; All Day

### AFFILIATES COUNCIL

Jan 18; 9:00 am - 10:00 am

### GOVERNMENTAL AFFAIRS COMMITTEE

Jan 19; 10:00 am - 11:00 am

### REALTOR® SAFETY TASK FORCE

Jan 20; 2:00 pm - 3:00 pm

### OABR DIRECTORS MEETING

Jan 26; 10:00 am - 11:00 am

### OABR MEMBERSHIP LUNCHEON

Jan 27; 11:00 am - 1:00 pm

## REALTORS® RING IN A RECORD!

The red kettles overflowed this year with OABR ringers raising \$17,595, a new one-day record for OABR nearly doubling last year's total. Over the previous decade, OABR volunteers have benefited the Salvation Army Tree of Lights Campaign by over \$100,000! The December 3rd event is now recognized as the area's Best Kettle Day Ever! **Congratulations to all volunteers!**

*More photos on pages 4 - 6.*



**JANUARY 2022**

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**Read the REview online!**

OmahaREALTORS.com/news



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# A MESSAGE FROM THE PRESIDENT

Megan Bengtson, 2022 President



## HAPPY NEW YEAR!

I hope everyone had a wonderful holiday season filled with lots of joy and happiness.

As we begin the new year, many of us reflect on the past year, appreciating our blessings and evaluating areas for improvement. As a local REALTOR® association, I am proud of our accomplishments and growth. Many OABR members attended the NAR National Convention in November in San Diego. Each time I get the opportunity to participate in these conferences, I am thankful for the wonderful staff and CEO, and all the leaders who volunteer their time to OABR. As an organization, we must never stop growing, evolving, and learning, but sometimes we need to step back and celebrate our successes too.

We exceed the national average for RPAC donations and participation. We have excellent committees that, through their hard work, provide value to our members and enhance our growth. Our mission statement highlights our focus to be the primary advocate for real estate owners in the greater Omaha area and to be a professional association essential to the success of our members. Each member who donates time, money, and resources to the REALTOR® organization and our community guides us toward that mission:

For example, the **Social Events Committee** partnered with the other OABR committees to organize volunteers to sort food items at the Food Bank for the Heartland this past year. They also put together a coat drive and the REALTOR® Ring Day in Omaha. The **Affiliate Council** teamed up again with the U.S. Marines Toys-for-Tots program with the annual Turkey Bowl, and organized an annual golf outing for all members. The **OABR Foundation** offers the Judi Anding Scholarship. It also funds vital housing-related causes, special community needs, scholarships for UNO real estate students, and it works with the **OABR Diversity Committee** to provide scholarships for minorities working toward licensure and a career in real estate. Eleven minority scholarships were awarded in 2021. The **Omaha Chapter of Women's Council** raised money hosting a virtual Trivia Night, an annual golf tournament, and their Holiday Tea for WCA – Women's Center for Advancement. The **Education Committee** in 2021 has sponsored virtual classes, new member Orientation, and an all-member luncheon. Also, the **REcharge Workgroup** has been busy planning a February 16 event at the La Vista Embassy Suites that will motivate, inspire, and provide impactful information to help grow your business and build relationships. Please mark your calendars and sign up today!

These are some examples. Companies and agents have their own philanthropic efforts that add to the efforts of the REALTOR® organization. We will continue these efforts and the positive impact on the community. I greatly appreciate all our volunteers, and I look forward to engaging other members who step forward to get involved. Have a wonderful 2022!

- Megan Bengtson, 2022 OABR President

# REALTOR® RING DAY

DECEMBER 3, 2021















# Thank You

FOR YOUR SUPPORT



On Friday, December 3rd we announced that we achieved our goal in making this year's REALTOR® Ring Day the “Best Kettle Day Ever”. We are so proud that the new record for REALTOR® Ring Day is **\$196,016** ! This is 2.7 times more than the previous single day record of \$71,256!

This wouldn't be possible without you!

Thank you to the Omaha Area Board of REALTORS®, our NP Dodge family, partners at FNBO and fellow Realtors for coming together to support those in need through the Salvation Army. The fact that we all continue to work cooperatively to achieve such a lofty goal speaks highly to the community of Realtors we have here in the Greater Omaha metro area.

Thank you to all who helped make this day a reality.

Sincerely,

Meg and Nate Dodge

Co-Chairs of The Salvation Army's Tree of Lights Campaign  
NP Dodge Company

## CERTIFICATIONS & DESIGNATIONS

**Amanda Turille**, Nebraska Realty - Graduate REALTOR® Institute (GRI)

**Sarah Guy**, Nebraska Realty - Seller Representative Specialists (SRS)

**Kristen Lehl**, Better Homes and Gardens - At Home With Diversity (AHWD)

## PERSONALS

### Congratulations to:

- Kayla Cunningham**, JH Willy, on the birth of her son, George Williams

### Condolences to:

- the friends and family of **James Macaitis**, BHHS Ambassador Real Estate, on his recent passing

## MEMBERSHIP REPORT

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

| NOVEMBER ACTIVITY    | MO | YTD |
|----------------------|----|-----|
| New REALTOR® Members | 22 | 362 |
| Resignations         | 20 | 309 |

| MEMBERSHIP (As of Dec 1) | 2021        | 2020        |
|--------------------------|-------------|-------------|
| Designated REALTORS®     | 207         | 203         |
| REALTOR®                 | 2979        | 2867        |
| REALTOR® Emeritus        | 63          | 74          |
| <b>TOTAL REALTORS®</b>   | <b>3249</b> | <b>3144</b> |
| Institute Affiliate      | 71          | 69          |
| Affiliate Full Members   | 161         | 162         |
| Affiliate eKey Only      | 149         | 163         |
| <b>TOTAL AFFILIATES</b>  | <b>391</b>  | <b>404</b>  |



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# WCR OMAHA AWARDS OABR

The Women's Council of REALTORS® Omaha Chapter recognized the Omaha Area Board of REALTORS® Staff



with the presentation of the 2021 Superior Support Award. Outgoing Chapter President, Jen Monjaras, presented the award to the OABR staff at their Holiday Reception & Officer Installation held at Champions Run on December 9.

The OABR staff is honored to have received this special recognition. The success of OABR is directly attributable to the WCR Omaha Chapter, which has produced past, current, and future leaders, and to the entire OABR staff team: Doug Rotthaus, Donna Shipley, Denise Mecseji, Dakota Gehgan, Jodi Carper, Monica Bayles, Linda McGloin, Patty Colombe, and Julissa Gonzalez.



**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' 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 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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# GET INVOLVED WITH



## DIVERSITY COMMITTEE

The Diversity Committee promotes equal opportunity in housing and diversity within the real estate industry. It encourages diversity in the real estate industry with the Ethnic Minority Outreach Scholarship Program, promotes OABR activities to heighten the awareness of diversity within the real estate profession, identifies the equal opportunity and cultural diversity concerns and needs of OABR members and makes recommendations to the OABR Board of Directors regarding those concerns and needs.

**Next Meeting: Tuesday, January 11 at 11:00 am**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## EDUCATION COMMITTEE

The Education Committee is committed to providing quality education and training opportunities for its members in order to promote success in every aspect of their business. The committee oversees OABR Academy, its courses, and NAR'S REBAC classes that enable our members to earn certifications and designations locally & economically. The committee also oversees New Member Orientation, the OABR instructors, and our member's compliance with the Code of Ethics.

**Next Meeting: Thursday, January 6 at 1:00 pm**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## GOVERNMENTAL AFFAIRS COMMITTEE

The Governmental Affairs Committee monitors governmental entities impacting the real estate industry in the Omaha area, interviews political candidates and makes recommendations for Nebraska RPAC contributions, and organizes RPAC fundraising efforts. At the direction of the Board of Directors, the committee participates in grassroots lobbying efforts.

**Next Meeting: Wednesday, January 19 at 10:00 am**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## REGIONAL MLS USERS GROUP

The MLS Users Group monitors and makes recommendations to the Great Plains Regional Multiple Listing Service Board of Directors regarding the use and functionality of the MLS system.

**Next Meeting: Wednesday, January 5 at 10:00 am**  
**Staff Liaison: Tomi Coffey, [tomi@lincolnrealtors.com](mailto:tomi@lincolnrealtors.com)**



# YOUR ASSOCIATION!

## RPAC FUNDRAISING TASK FORCE



RPAC Fundraising Task Force works in conjunction with the Governmental Affairs Committee coordinating local efforts to raise funds for the Nebraska REALTORS® Political Action Committee (RPAC). The organization has two primary objectives: to advocate for rights of all real estate owners, and to promote the best interests of REALTORS®. In conjunction with the Nebraska REALTORS® Association and the National Association of REALTORS®, RPAC is the leading voice for all things real estate; in Omaha, in Nebraska, and across the Nation.

**Next Meeting: Monday, January 11 at 2:30 pm**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## REALTOR® SAFETY TASK FORCE



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.

**Next Meeting: Thursday, January 20 at 2:00 pm**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## SOCIAL EVENTS COMMITTEE



The Social Events Committee plans and implements member and/or family-friendly networking social events and implements community projects to enhance the image of REALTORS® in the community.

**Next Meeting: Wednesday, January 12 at 10:00 am**  
**Staff Liaison: Donna Shipley, [donna@omaharealtors.com](mailto:donna@omaharealtors.com)**

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## YOUNG PROFESSIONALS NETWORK COMMITTEE



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.

**Next Meeting: Thursday, January 13 at 1:30 pm**  
**Staff Liaison: Jodi Carper, [jodi@omaharealtors.com](mailto:jodi@omaharealtors.com)**

# 2022 RECHARGE



## TICKETS ARE SELLING OUT!

**02.16.22**

**EMBASSY SUITES LAVISTA**

Tickets for the 2022 REcharge are going quick! This is going to be the biggest and best REcharge you've seen yet, so don't delay... Get your tickets now!

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## THE SCHEDULE:

|          |   |
|----------|---|
| 8:00 am  | Check-In & Breakfast Begins                       |
| 8:50 am  | Welcome   |
| 9:00 am  | The Art of Social Media Storytelling              |
| 10:00 am | Breakout Session 1                                |
| 11:00 am | Breakout Session 2                                |
| 12:00 pm | Lunch Begins                                      |
| 12:30 pm | Turn Your Setbacks into Comebacks                 |
| 1:30 pm  | Breakout Session 3                                |
| 2:30 pm  | Breakout Session 4                                |
| 3:30 pm  | How To Design A Career & Life Worth Smiling About |
| 4:30 pm  | After Party Begins                                |



Breakout  
Sessions



Breakfast  
& Lunch



Keynote  
Speakers



All-Day  
Coffee & Water



After Party +  
Drink Ticket



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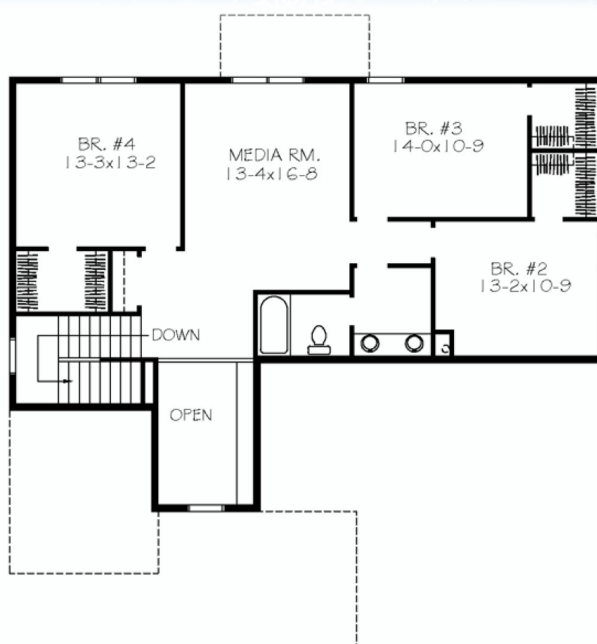


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## AFFILIATE SPOTLIGHT

# WALKING INTO UNKNOWN - WHY HOME WARRANTIES ARE GREAT FOR YOU AND YOUR CLIENTS

BY CODY BOUSEMA, SERVICEONE

The sellers' market that we're living in has hit unprecedented extremes. Being on the frontlines, you've seen it for yourself. Buyers are signing on houses so quickly that they're not getting inspections or checking the state of the whole house, and sometimes they're buying completely unseen.

### The Unknown is a Recipe for Disaster

Without really knowing their new house, homeowners could be walking into a disaster that they've just spent their life savings on. Meaning they have limited resources to spend on any issues they will encounter in their new home, and no fallback plan. A Home Warranty is the perfect solution to this problem. To help protect you and your client's futures, ServiceOne now offers a REALTORS-only 6-month Home Warranty.

### From Us to You for Them

This specialized Home Warranty offer is affordable. For only \$250 you will give your clients the insurance they need to get through the craziness of signing, moving in and getting to know their new home. It makes the perfect closing gift that shows each of your clients that you're not just there to sell them a property, but that you care about their well-being and their future. Buying a home can be scary. As your clients' personal guide through this experience, you have expertise (and now a great backup option) that can benefit them.

### Protection Price < Crisis Costs

A ServiceOne Home Warranty covers all the repair and replacement of major appliances, heating and cooling systems, electrical systems and plumbing systems. In most homes the average repair costs are anywhere from \$250-\$600, and average replacement costs can be in the thousands. However, with the current retail market and supply shortages, these prices, like the housing prices, are only going up. This means that the savings are only getting better.

### A Gift that Matters

Home Warranties are all about protection. It would be nice to know that something is taken care of right now in this world of insanity. That's what you could give your clients. Whatever else you were going to get them for a closing gift, nothing else will be as holistically beneficial, thoughtful and affordable as Home Warranty coverage for their new home. It's what's best for you and your client.

To get this special REALTOR-only Home Warranty, call or email Cody Bousema today, or visit [go.serviceone.com/six-month](https://go.serviceone.com/six-month).



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JAN  
27FEB  
10MAR  
24

Women's Council of  
**REALTORS®**

**#LeadersMadeHere**



## CHEERS! To Living Your Best Life!

Talk about a beautiful and elegant atmosphere that only our members know how to create! I'm talking about one of the most fabulous events of the year; our Officer Installation, Awards & Holiday Reception. The night was filled with laughter, feathers, celebration and gratitude. Did I say feathers? Absolutely, I chose feathers as a symbol for the event for many reasons. I have a background in Theatre Arts and our Installation team did a nice tribute to that with the wonderful decorations and centerpieces. Thanks to Katie Loeffers, Jen Monjaras and Linda Moy for working hard to set the tone. Also, feathers can represent strength and courage and that's what it takes to put yourself out there as a leader. I'm honored to take on this leadership journey and look forward to the growth opportunities ahead. It's a pleasure to be serving alongside of these amazing women; Liz Otto, Jeanne Lamoureux, Cali Rethwisch, Sarina McNeel and Linda Moy. A big congratulations to our award winners! These are fantastic accomplishments and we're very proud of our members who are doing wonderful things in the industry and community.

*Realtor® of the Year 2021: Angel Starks*

*Strategic Partner of the Year: Amy Dritley*

*Outstanding Service Award Realtor: Ashley Livengood*

*Outstanding Service Strategic Partner: Jeanne Lamoureux*

*Entrepreneur of the Year: Liz Otto*

*Superior Support: Doug Rotthaus and OABR,*

The Superior Support was a special award given as we appreciate our partnership with OABR and their unwavering support. We've got a full year planned with exciting events and speakers. It's our goal to provide top-notch value and networking opportunities to our members. Please reach out to me anytime to learn more about getting involved, becoming a member or about sponsorship options. Thank you, it's an honor to serve our network and I'm determined to make it a great year!

- **Chrissy Cameron, President**

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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  
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Vacha, Steve ACI - Home Standards Inspection Services  
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\*ACI denotes ASHI Certified Inspector



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KYLE SCHULZE

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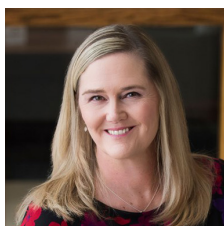
JENNIFER BIXBY



DIONNE HOUSLEY



KAREN JENNINGS



DEDA MYHRE

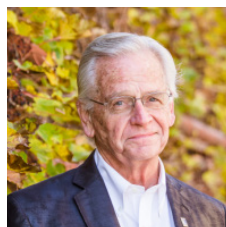


MIKE RIEDMANN



BECKY  
SANDILAND

## STERLING 'R' INVESTORS \$1,000+



JERRY AHLVERS



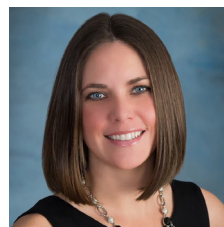
JILL ANDERSON



RYAN BASYE



DARLA  
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DIANE BRIGGS



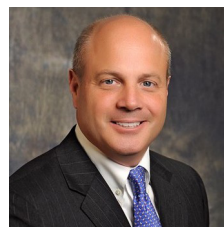
CHARLES  
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JONI CRAIGHEAD



NATE DODGE



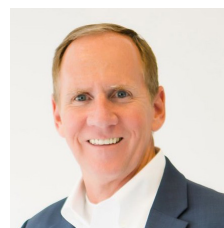
BRANDON FRANS



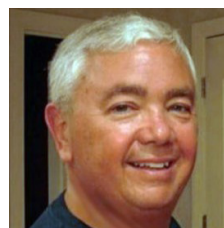
TRACY FRANS



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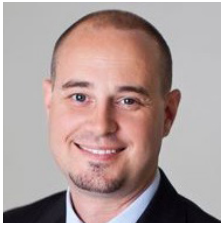
MONICA LANG



MARK LEADERS



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JUSTIN LORIMER



LORETTA MCNALLY



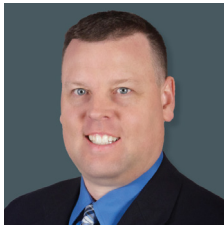
SARINA MCNEEL



DEBBIE MITCHELL



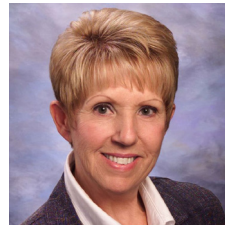
RJ NEARY



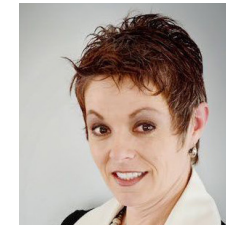
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LAURA OSBORN



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ANGELA PETERS



DENISE POPPEN



BRENT RASMUSSEN



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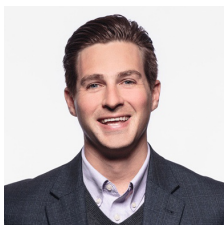
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JESSICA SAWYER



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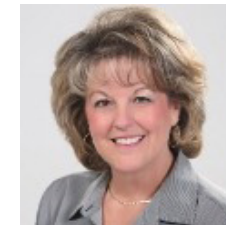
DAKOTAH SMITH



BILL SWANSON



JULIE TARTAGLIA



DIXIE TENEYCK



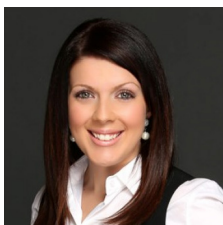
FRED TICHAUER



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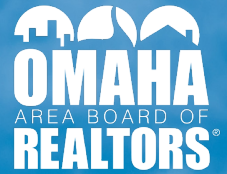
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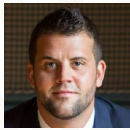
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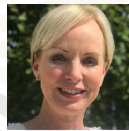
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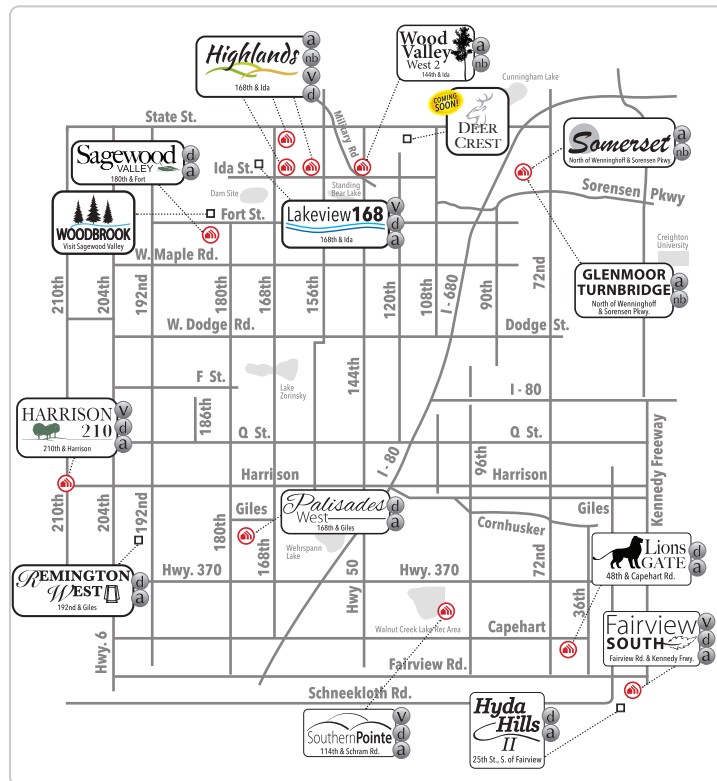
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