



SEPTEMBER 2022

REview



COMING UP

OABR OFFICE CLOSED

Sept 5

MLS USERS GROUP

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

EDUCATION COMMITTEE

Sept 8; 9:00 am - 10:00 am

YPN COMMITTEE

Sept 8; 1:30 pm - 3:00 pm

NRA FALL MEETINGS

Sept 12-14

RECHARGE TASK FORCE

Sept 15; 10:00 am - 11:00 am

SOCIAL EVENTS COMMITTEE

Sept 21; 9:00 am - 10:00 am

GOVERNMENTAL AFFAIRS

Sept 21; 10:00 am - 11:00 am

RPAC FUNDRAISING TASK FORCE

Sept 21; 11:00 am - 12:00 pm

OABR DIRECTORS MEETING

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

OABR GOLF OUTING HOSTED BY THE AFFILIATES COUNCIL

Sept 26; 10:00 am - 6:00 pm

A NOTE FROM DEDA MYHRE, SAFETY COMMITTEE CHAIR

September is Safety month for the National Association of REALTORS®. While it may be a good idea to have a dedicated period of time to emphasize the many areas that REALTORS® should be focusing on when it comes to working safely, your Safety Committee at OABR believes this should be a focus of your day-to-day operations in the field and at home. It should not take a tragic event close to home or within our industry to force us to re-evaluate all the things we should be doing to assure we are protected.



The OABR Safety Committee is committed to bringing you relevant reminders, tools and continuing education to consistently remind you to consider your safety first everyday. One such tool is the Forewarn App! If you have not taken advantage of this Nebraska REALTORS® benefit, what are you waiting for? It is an easy-to-use app that helps you get a sense of who it is you may be meeting or working with. REALTORS® can gain real-time knowledge for purposes such as verifying identity, searching for criminal histories, and validating information provided by potential clients all from just a phone number or name. Risk assessment and due diligence at your fingertips! Go to www.nebraskarealtors.com and click on the setup instructions and to register under the Forewarn information. You will need to use the email on file with NAR to register.

Along with using this tool, you should take advantage of any safety education offered at the local and state level. These classes help to keep safe practices top of mind and no agent should feel they know enough to avoid being in an unsafe situation.

Be safe out there!



SEPTEMBER 2022

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Read the REview online!

OmahaREALTORS.com/news



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A MESSAGE FROM ★ THE PRESIDENT ★

CRYSTAL ARCHER, 2023 PRESIDENT



SEPTEMBER BEGINNINGS

Is it already September? That means the start of a new year for the Omaha Area Board of REALTORS®! A huge thank you to Megan Bengston, our 2022 President; it has been a fantastic year with her leading us! Congratulations on a job well done, Megan! I have had a front-row seat to observe her leadership skills for over a decade, and it is an honor to follow her in serving as your 2023 OABR President! I know she will continue to be a valued REALTOR® in our organization and community.

For countless reasons, Fall is one of my favorite seasons – the colors change, the weather is beautiful, and football is back! Another thing I love about September is that it signifies the final push to the end of the year. It's the ideal time to assess progress on goals for this year, re-energize for the last few months of 2022, and even start thinking ahead about what to plan for your business in 2023!

As you look ahead to what is next in your career development, consider getting involved in the real estate industry. That may look different for everyone, but there is certainly no shortage of opportunities to grow and learn. Whether it is an OABR Committee, Women's Council of REALTORS®, or the Young Professionals Network, you will find something you enjoy participating in and connect with some amazing people along the way.

I was first encouraged to visit the Education Committee. To be perfectly honest, during the first meeting, I sat quietly, hoping they didn't ask me anything because I was pretty sure I didn't know anything. I kept attending and started volunteering some time to help plan events; before long, I was learning so much about the industry from the people on the committee that I would find myself sharing their knowledge with my clients. Industry involvement has enhanced my ability to serve my clients in ways I never expected. Please don't miss out on the benefit of learning from others. It is so valuable!

September is a significant month for REALTORS®, as it is National Safety Month. This topic is vital, but unfortunately, it's also easily forgotten. Last month, our Safety Task Force included an insert in all members' dues mailing. The topic was a ten-second safety plan – take two extra seconds to check your surroundings before exiting your vehicle, entering a listing, once you are inside a property, upon exiting, and again before you get in your car. Everyone wants you to make it home safe every day, and we can all spare ten extra seconds! Check out more safety tips and strategies at www.nar.realtor/safety. Congratulations to our Education Committee for their efforts to receive a safety education grant from NAR to bring a class to the membership this Fall.

I can honestly say that I am so excited about the opportunity to serve our membership this next year by working with the committees, the OABR Board of Directors, and the Executive team of Denise Poppen and Jessica Sawyer. And, of course, the top-notch OABR staff on board to continue their impressive work!

Crystal Archer, 2023 OABR President



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OABR GOLF OUTING

Hosted by The Affiliates Council

**SEPT
28**
Wednesday



Check in: 10 am
Shotgun Start: 11 am

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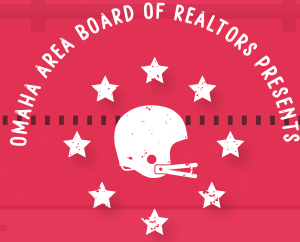
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★ 11AM-1PM ★

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Get Your Husker vs. Hawkeye Football Raffle Tickets!

omaharealtors.com/chili-affle

N



Welcome, Tyler!

Give Tyler a warm welcome
as the newest member of
the OABR team!

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Making it a Wonderful Day in the Real Estate Neighborhood

Prior to Covid, the Real Estate market was a relatively safe place for many to do business.

During these several years of Covid many homeowners have hesitated and decided not to sell their house. Very savvy investors recognized this backlog of sellers. Some of these out of state investors heavily marketed a message that real estate agents were not needed, and people could sell for top dollar without a home inspection.

These investors purchased many homes, convincing the sellers they were getting top dollar, then turning around and re-selling the home for large profits. Also, there are always desperate buyers who need a

home quickly. They too purchased in this market.

Many homeowners see a market with out inspections as not being a safe place to do business, they have stayed on the sidelines during this time.

To address this situation, agents and the real estate Association have countered this message by stressing Agents advocate for sellers. A few agents have always stressed to their sellers the value of a Pre-sale Inspection. More and more agents now see it is to the seller's advantage to have the inspection on the seller's side. Clean sales result as many buyer's contingency periods are waved since the home has already been inspected. Also, buyers

are now comfortable to offer more on homes marketed with objective information.

Home Standards' Pre-Sale inspections rate has grown by 490%, this year and we are only half way through the year! More and more agents and even whole brokerages now encourage these Pre-Sale inspections.

The Real Estate Neighborhood is a safer place with agents who advocate and when inspections are completed. It is a better place to be an agent, when this information is out front and disclosed, removing the tense renegotiation period of the buyer's contingency. We are getting back to a safer Real Estate Neighborhood.



***We are invested
in this message!***

[ABOVE] Home Standards' president Steve Vacha in front of our newest billboard in Omaha.

Pre-Sale Inspections have transformed the industry as savvy sellers are seeing the small investment in having these pays off at the time of sale.



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We are excited to announce

Liamsi Junior

As Diversity Committee's Scholarship Winner!

Where did you grow up (if not from the Omaha, what were the circumstances that brought you to Omaha and how long have you lived here)?

I grew up in Kenya (Africa). Born in Refugee Camp in Mombasa. We moved to Amarillo Texas, back in 2014. Lived there for 2 years then moved to Omaha Ne in 2016. Nebraska seemed more refugee friendly, and we had some relatives, and also had many opportunities.

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

My Brokerage is Nebraska Realty, and I am very much involved in the Somali Community, and the refugee services in Omaha Nebraska.

What did you do before you became a REALTOR®?

I was a student; I went to metropolitan community college studied financial literacy and obtained my associates degree there in 2019. I worked in the Trucking industry for a year, then my family was ready to own a home but, there was very less information, and no one in the community to help. That is why I became a realtor.

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

I got my license in April 2022. What inspired me to be a Realtor, is to help people that do not know anything about homeownership, to have a decent idea about it, and to represent many unrepresented voices.

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

Meeting people from different backgrounds, but most rewarding is opening many people to the possibility of being a homeowner, and seeing the smile afterwards. I love helping, and being a realtor is all about helping.

What else would you like us to know about you?

I would like to be a Real Estate Developer, and help with building affordable housing to the less fortunate. I want to personally thank OABR, for making my process easy, and giving me the opportunity to be a Realtor!! Thank You All.

Learn more about the Diversity Committee and join a meeting at omaharealtors.com/diversity.



CERTIFICATIONS & DESIGNATIONS

Anne Peterson, Keller Williams Greater Omaha - Accredited Buyer Representative (ABR®)

Lori Ringle, Nebraska Realty - Seniors Real Estate Specialist (SRES®)

Jennifer Minino, kwELITE Real Estate - Seniors Real Estate Specialist (SRES®)

Patricia Thompson, BHHS Ambassador Real Estate - Seniors Real Estate Specialist (SRES®)

Anne Peterson, Keller Williams Greater Omaha - Seniors Real Estate Specialist (SRES®)

PERSONALS

Condolences to:

- the friends and family of **Sherri Eggers**, Showcase Homes Real Estate, on her recent passing



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

Contact us at:
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MEMBERSHIP REPORT

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

JULY ACTIVITY	MO	YTD
New REALTOR® Members	22	205
Resignations	49	155

MEMBERSHIP (As of August 1)	2022	2021
Designated REALTORS®	201	208
REALTOR®	3057	2985
REALTOR® Emeritus	65	67
TOTAL REALTORS®	3323	3260
Institute Affiliate	73	71
Affiliate Full Members	172	175
Affiliate eKey Only	144	149
TOTAL AFFILIATES	400	405

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SEPT
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20NOV
17

Women's Council of
REALTORS®

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What a Par-tee!

Thank you to everyone who came out for our annual golf tournament at Tiburon Golf Course. It was quite the "Par-tee" and another big success due to our fantastic team leader, Angie Podoll, and all of the wonderful volunteers on her team. The day was full of sunshine, laughter and plenty of networking. We appreciate your continued attendance at our events and the opportunity to help raise awareness for Youth Emergency Services. Follow us on social media for information about our upcoming events. See you next month!

- **Chrissy Cameron, President**



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2023 RECHARGE



02.15.23

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GET YOUR EARLY BIRD TICKETS!

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AFFILIATE SPOTLIGHT PRESENTS

PLAN. EDUCATE. PREPARE.

HOW TO PREPARE FOR BUYING A HOUSE

Purchasing a house is one of the most significant investments you may make. That is why planning, educating and preparing for the home-buying experience are essential steps when considering your home-buying goals.

PLAN

Before you begin looking at houses, it is important to have a plan in place.

- List the reasons why you want to own a home. Keeping these reasons top of mind will help guide you in reaching your home-ownership goals and give you a plan to following along your home-buying journey.
- Look at your financials. Questions like “can I afford a mortgage payment?” or “do ongoing home expenses fit into my budget?” are great questions to ask yourself when evaluating your current financial situation and future financial goals.
- Find a mortgage lender. Start with your trusted local credit union or ask your family and friends for recommendations. Choosing a local lender who knows your current market may bring you added value. Once you find the right mortgage lender, the conversation can be tailored to best fit your home-buying goals and financial needs.

EDUCATE

Education is essential in understanding the home-buying and budgeting process.

- Learn about down payment options. Putting 20% of the selling price down is the accepted rule, but the truth is, there is no magic number for a downpayment. There are several options available, such as Centris Federal Credit Union's my First Home program, which can decrease the down payment amount to make it more affordable.*

* Additional conditions or exclusions may apply. Certain underwriting requirements and conditions apply. Subject to credit approval. Programs, rates, terms and conditions may change without notice. Inquire at Centris Federal Credit Union for complete terms and conditions at (800) 334-2328. Corporate NMLS: 490617.

- Learn how to budget. There are other costs that are associated with owning a home, such as repair costs, furniture and appliances that must be allocated for in addition to the mortgage payment.

PREPARE

Once you've thought through planning and educating, you can start preparing for your home-buying journey.

- Collect documentation: To begin the home-buying process, you'll need W-2s for the last two years, your two most recent pay stubs and two months' worth of bank statements. Mortgage lenders and sellers need to know that you'll be able to pay your mortgage, so be prepared to collect that documentation.
- Get pre-approved for a mortgage. Getting pre-approved tells you exactly how much you can afford, allows you to make more timely offers on a home and can speed up the closing process. It is suggested that you start the pre-approval process before looking at houses to know your price range. Knowing what you can afford will make the search for a home more straightforward and potentially prevent you from overspending.

Jeanne Lamoureux,
Centris Federal Credit Union
Mortgage Loan Originator



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, September 20 at 11:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



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, September 8 at 9:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



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, September 21 at 10:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com



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, September 7 at 10:00 am
Staff Liaison: Dakota Ghegan, dakota@omaharealtors.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: Wednesday, September 21 at 11:00 am
Staff Liaison: Donna Shipley, donna@omaharealtors.com

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, August 18 at 2:00 pm
Staff Liaison: Donna Shipley, donna@omaharealtors.com



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: Thursday, October 20 at 2:00 pm
Staff Liaison: Donna Shipley, donna@omaharealtors.com

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, September 8 at 1:30 pm
Staff Liaison: Jodi Carper, jodi@omaharealtors.com

FACE THE REALTORS®

**09/21
10AM**

**OABR ED.
CENTER**



JOIN US AS VETA JEFFERY SPEAKS ON

- Her experience before arriving in Omaha
- Why she chose Omaha
- Her vision for the Omaha Area
- And answers your questions!

ABOUT VETA JEFFERY

Before relocating to Omaha, the newly elected President and CEO of the Greater Omaha Chamber of Commerce, Veta T. Jeffery, wore several different hats in the St. Louis area. Her professional resume includes managing the Community Economic Development effort for the State of Missouri, being the Chief Diversity Officer for St. Louis County in Missouri, and leading the Community and Economic Development for Midwest BankCentre as its Senior Vice President. With this, her commitment to the job, and her thoughtful leadership skills, it is evident why Veta Jeffery stands today as the Greater Omaha Chamber of Commerce President and CEO.

Register at www.omaharealtors.com/facetherealtors2022



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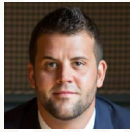
Monica Lang



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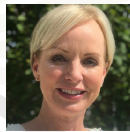
Cris Polsley



Gary Price



Scott Rosenthal



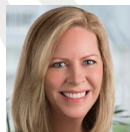
Tammy Smart



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Carol Teggart



Julie Woodward



Shawn McGuire
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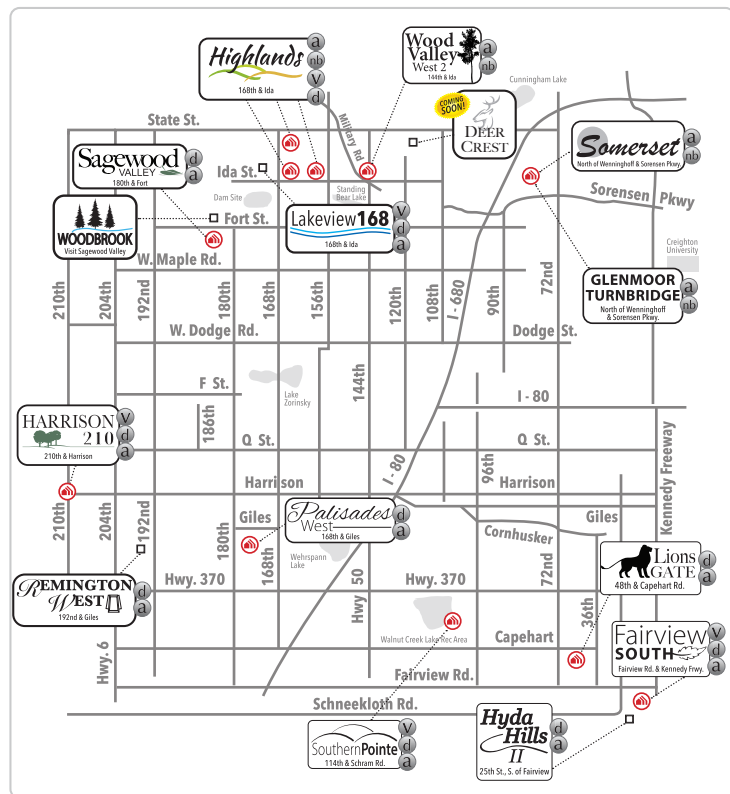
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