

REview



COMING UP

EDUCATION COMMITTEE

January 8; 8:30 am
OABR Boardroom

SOCIAL EVENTS COMMITTEE

January 8; 10:00 am
OABR Boardroom

CONTINUING EDUCATION DAY

January 9; 9:00 am - 4:00 pm
OABR Education Center

RPAC FUNDRAISING TASKFORCE

January 13; 2:30 pm
OABR Boardroom

GOVERNMENTAL AFFAIRS

January 15; 10:00 am
OABR Boardroom

AFFILIATES COUNCIL

January 21; 9:00 am
OABR Education Center

REcharge! Yourself in 2020

Nearly a year has passed since OABR hosted the first ever REcharge! event. Lawrence Yun and Dr. Nobu Hata from the National Association of REALTORS® along with motivational speaker Billy Riggs brought in enough attendance to make it the largest event in the organization's history.

OABR is bringing back REcharge! more charged than ever before! Offering 3 hours of CAT, attendees can choose from any of the 16 power sessions or follow one of four paths: MLS training, social media and marketing, business and finance, or powerful panel discussions.

New York Times and Wallstreet Journal

Best Seller, Stefan Swanepoel will be leading fast-paced keynote sessions. Swanepoel is widely recognized as the leading visionary on real estate trends. He is known for his extensive study of the residential real estate industry, authoring the DANGER Report for NAR, and the recently published 2020 edition of Real Estate Trends. Stefan is also

Chairman and CEO of T3 Sixty (a leading management-consulting firm in the residential real estate industry), is Editor-in-Chief of the SP200 (the ranking of the most powerful and influential people in real estate) and the MEGA 1000 (the ranking of the largest real estate brokerages, franchisors, holding companies, networks, associations and MLSs). Stefan's books have been featured on over 18 bestseller lists including the: New York Times, Wall Street Journal, and USA Today, and has been ranked #1 in 4 different categories on Amazon.

UNL Volleyball Coach, John Cook will also be a special guest speaker this year. Cook is one of ten active Division-I head coaches and 27th all-time, with 700 career wins. He will be closing out the day with a motivational presentation.

This is the 2020 event you don't want to miss out on! **Individual ticket sales are now open at REcharge2020.com.** Buy in bulk and save!



Over 200 members attended REcharge! in 2019.

Continued on pages 10 & 11

JANUARY 2020

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Read the REview online!

OmahaREALTORS.com/review-newsletter



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A MESSAGE FROM THE PRESIDENT

Susan Clark, 2020 President



Welcome to 2020!

We've made it to the new year! I hope everyone had a wonderful holiday season filled with lots of fun, laughter, and reflection on what is truly most important in our lives. Looking ahead at 2020, there are so many goals that could be set for Omaha REALTORS®.

You are likely already making your goals for outreach, sales, marketing, and organization. The list goes on and on! It is great to have goals for the year and this is a great time to focus on what we are aiming for. If I could set goals for all Omaha REALTORS®, I think I could simplify it to the following three:

1. Get Safe!

I will continue to remind each and every one of us to use safe practices at all times. There are so many simple things we can do to stay safe and we should aim to see every agent using these methods every day. Please go to OmahaREALTORS.com/safety and click through the resources available to you to learn more ways to stay safe.

2. Get Involved!

Last month, Ashley Livengood was installed as 2020 President of the Omaha Chapter of the Women's Council of REALTORS®. I would like to congratulate both Denise Poppen on the completion of her term, and of course, Ashley for being honored with this great responsibility. As a Past President of Women's Council, I can say from personal experience how important this experience was to me and the effect it had on me personally and my career. Being involved in our industry and taking on responsibilities (big or small) will give you pride in our industry and help you grow as a REALTOR® and leader. Let 2020 be the year you focus on diving into the industry and find your way to get involved and make a difference on yourself, your fellow REALTORS®, and the Omaha Community!

3. Get Energized!

This year, OABR is hosting some of the greatest events they have ever held. This year is all about providing bigger and better events. Next month, you have the opportunity to fill up on chili while you network at the all-time favorite Chili Cook-Off held at the OABR Office on February 19.

After its successful launch last year, we're bringing back OABR's largest and most energized event, REcharge! 2020, happening on February 25 at the Ramada Plaza (Coco Key). There will be 16 breakout sessions for you to choose from, main stage presentations, a special celebrity guest, panels made up of brokers, team members, and top producers.

Plus as an extra special treat, we are bringing in New York Times and Wall Street Journal best selling author, Stefan Swanepoel. Stefan is known for his DANGER Report with NAR and is one of the top 200 influencers for our industry nationwide. We are very excited to have him as part of REcharge! 2020. You will not want to miss out on this awesome event! Tickets are available for just \$70 on REcharge2020.com

Best Regards,

Susan

DESIGNATIONS & CERTIFICATIONS

PSA (Pricing Strategy Advisor) Certification

Danielle Dubuc Pedersen of Coldwell Banker REA
Christopher Rock of Nebraska Realty

RENE (Real Estate Negotiating Expert) Certification

Liubov Barrington of Keller Williams

CRS (Certified Residential Specialist) Certification

Mike Morse of Morse Real Estate

PERSONALS

Condolences to **Lynn Aarhus** of NP Dodge Real Estate on the recent loss of her husband, Stan.

Condolences to **Lori Bonnstetter** of 2-10 Home Warranty on the recent loss of her mother.

Condolences to **Susan Clark** of PJ Morgan Real Estate on the recent loss of her cousin.

Condolences to friends and family of **Ann Macklin**, former long-time OABR member, who recently passed away.

Condolences to **Walt Slabotski** of NP Dodge on the recent loss of his son.

Condolences to **Dennis and Lisa Ritter and Kim Gehrman** of RE/MAX Results on the recent loss of their mother/mother-in-law.

MEMBERSHIP REPORT

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

NOVEMBER ACTIVITY

	MO	YTD
New REALTOR® Members	22	443
Reinstated REALTOR® Members	4	54
Resignations	10	412

MEMBERSHIP

(As of November 1)

	2019	2018
Designated REALTORS®	192	201
REALTOR®	2661	2553
REALTOR® Emeritus	68	68
TOTAL REALTORS®	2921	2822
Institute Affiliate	67	67
Affiliate	186	227
TOTAL AFFILIATES	253	294

ORIENTATION SPONSORS

Marty McGuire, Blackstone Insurance Group

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Questions about
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Bill Swanson 402-679-6566
Bill.Swanson@BHHSamb.com

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Doug.Dohse@BHHSamb.com



Sign up for REALTOR® Party Mobile Alerts

TEXT REALTORS
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REALTOR® RING DAY



FRIDAY,
DECEMBER 6

REALTORS® and Affiliates rang bells to raise money for the Salvation Army last month. The day was cold, but hearts were warmed! Together with nearly 250 volunteers, we raised over \$9,000!

Thank you to all who volunteered their time to ring bells this year for a great cause!





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- Probate
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Women's Council of REALTORS®

We Are

- We are a network of successful REALTORS®, advancing women as business leaders in the industry and the communities we serve.
- The premier source for the development of leaders.
- Members who support each other and work together to achieve personal growth and business success.
- Career professionals who operate based on a shared value system of integrity and respect.

Open to Men & Women - Join Us!

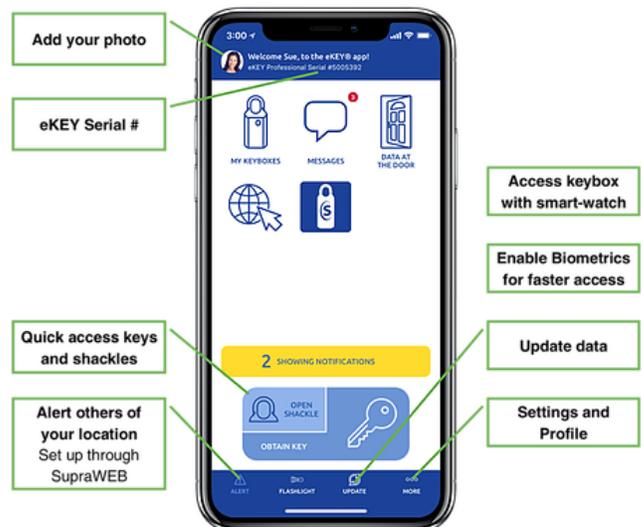
www.WCROmaha.com

www.facebook.com/groups/wcromaha



SUPRA TIP!

Need an authorization code for your eKey? Have you set up your SupraWeb account? Learn more about Supra and become a pro with your eKey at OmahaREALTORS.com/supra-key-system.



Women's Council INSTALLATION

THURSDAY, DECEMBER 12

CHAMPIONS RUN



Ashley Livengood was installed as the 2020 Women's Council Omaha Network President. Congratulations, Ashley!

Congratulations to all Women's Council Award Recipients:

Outstanding Service Award, REALTOR® - Jessica Sawyer

Outstanding Service Award, Strategic Partner - Bridget Vacha

REALTOR®-of-the-Year - Denise Poppen

Strategic Partner-of-the-Year - Lisa Brodersen

Entrepreneur-of-the-Year - Angie Thiel



2020 Women's Council Leadership Team – President Ashley Livengood, President-Elect Jen Monjaras, Membership Director Jeanne Lamoureux, Treasurer Lisa Brodersen, Secretary Liz Otto, Events Director Chrissy Cameron, and State Governor Denise Poppen.



Jessica Sawyer, recipient of Outstanding Service Award, and family.



Strategic Partner-of-the-Year, Lisa Brodersen



Bridget Vacha, recipient of the Strategic Partner Outstanding Service Award and husband Jon.



DABR INVITES YOU
BACK ←
TO
THE
CHILI
COOK ← **OFF**

23RD ANNUAL



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CHILI CHEFS WANTED!
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Cash donations accepted at the door for Food Bank of The Heartland.



Please prepare chili in advance. A second batch is recommended. Over 200 people attend each year!

Bowls, spoons, napkins, and drinks provided.

Judging begins at 11:00 am.

Winners based on ballot vote by guest judges.

AFFILIATE SPOTLIGHT

FOR SALE AS-IS

BY JOHN HARRISON, BLUFFS INSPECTION SERVICES

In the Real Estate industry we come across this scenario often; however, at times there is some confusion to the meaning of a property or item for sale As-Is. Routinely you may have heard comments such as: there is no reason for an inspection, the seller will not fix anything, what you see is what you get.

There may be several reasons for listing a property As-Is. Perhaps the seller is trying to speed up the process, reduce contingencies, or be in a financial situation that prevents any repairs. Regardless of the circumstance an As-Is sale does not wholeheartedly mean that there is zero room for negotiation.

The legal definition of the subject As-Is is a term used in warranty law to disclaim the seller's liability for any fault in the item being sold. The buyer is accepting the item in the present condition, whether the faults are apparent or not.

This however does not allow the seller to misrepresent the item or try to fraud the buyer to complete the sale.

The buyer always should maintain the right to examine the property that is being sold. A complete home inspection is vital in the situation of an As-Is sale. When a proper home inspection is performed the buyer has a better understanding of what the current As-Is condition of the property is in. With this knowledge the buyer can then make an informed decision to proceed purchase of the property or pass. Of course with anything it never really hurts to try to negotiate after a better view has been obtained, there may be issues discovered that the seller did not know about.

Buying a property As-Is can be a great way into a quick home sale and a great property. Always know what you are buying before you get to the closing table.

JOHN HARRISON

712-326-4320

jharrison@

bluffsinspection.com



2020 virtual FOOD DRIVE

member food drive

Food donations will be accepted at the Chili Cook-Off on **Wednesday, February 19, 11:00 am - 1:00 pm**

Join the Virtual Food Drive with a personalized office link!
Visit: omharealtors.com/virtualfooddrive for a list of office links.

awards!

Real estate offices will be competing for awards for the largest amount donated by office per capita.

Donations benefit:

The poster features a background of various food cans and boxes. At the bottom, there are three logos: "AFFILIATES a council of the Omaha Area Board of REALTORS", "OMAHA REALTORS", and "FOODBANK FOR THE HEARTLAND".

THINK AFFILIATES FIRST

www.OmahaREALTORS.com/affiliates

A large graphic with a blue and yellow background. It features a large, stylized letter 'A' in blue with a white outline. Below the 'A' is the text "THINK AFFILIATES FIRST" in a bold, sans-serif font. At the bottom, there is a website URL: "www.OmahaREALTORS.com/affiliates".

RE *charge!*

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25

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—
4PM

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tickets

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Stefan Swanepoel is widely recognized as the leading visionary on real estate trends. He is known for his extensive study of the residential real estate industry, authoring the DANGER Report for NAR, and the recently published 2020 edition of Real Estate Trends. Stefan's books have been featured on over 18 bestseller lists including the New York Times, Wall Street Journal, USA Today, Huffington Post, CEO Read, and has been ranked #1 in 4 categories on Amazon.



Jodi Carpenter has been a REALTOR® for 14 years. In 2016 she became a Productivity Coach and built her team to include 26 agents in just 3 months. Jodi is an active member of the Kansas City Regional Association and is a State Director for the Kansas Association of REALTORS®.



John Cook took over the reins of the Nebraska Volleyball program in 2000. With 721 career wins entering the 2019 season, Cook is one of ten active Division 1 head coaches and 27 all-time with 700 career wins. His .830 career winning percentage is fifth-best all-time in NCAA Division 1 and third among active head coaches.

MLS Training Track

- What's New in Paragon?
- Unlocking MarketStats
- REALTORS Property Resource
- Make CRS Data do the work

Social Media Track

- LinkedIn for REALTORS
- Be an Instagram Expert
- Mistakes we all make with showings
- Your social media calendar

Your Business Track

- REALTOR taxes
- Path to financial freedom
- They don't teach this in RE School
- 10 things to be a top agent

Panel Track

- More than one way to be on a team
- Time saving tools & services
- Is it time to hire an assistant?
- Omaha's Rising Stars

Plus! Main stage presentations from

- Stefan Swanepoel - Real Estate Visionary
- Jodi Carpenter - Real Estate Coach
- John Cook - UNL Volleyball Coach



RE *charge2020.com*

Happy New Year!

Thank you for a successful 2019!



Luke Ediger
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Shanon Bohnenkamp 402-917-4507

Model Hours: Mon.-Thurs.: 1-6 p.m., Fri.-Sun.: 12-5 p.m.

Falcon Pointe
52nd & Capehart
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ETHNIC MINORITY OUTREACH SCHOLARSHIP

The Omaha Area Board of REALTORS® values and seeks a diverse membership. OABR offers an Ethnic Minority Outreach Scholarship to help with the goal of recruiting individuals from all racial and ethnic groups to the real estate profession. The Diversity Committee handles all aspects of scholarship administration.

The process begins with individuals completing a scholarship application, which includes a short essay on why they would like to be a REALTOR®. During the committee's monthly meetings, members review new applications to determine which applicants best qualify to move on to an interview process.

The applicants are then informed and interviews are set up for the following month. In the interview, the candidates are asked a variety of questions and are given an overall score. Members decide which applicants will be approved for a scholarship. Once approved, the applicants have one year to complete their classes and take the real estate exam.

Since 2011, the Diversity Committee has approved 78 applicants. These applicants must demonstrate "skin in the game" and pay for their initial class before any money is spent on the scholarship.



There have been 24 individuals who have successfully gone on to begin careers in real estate. Currently 19 applicants are in the process of finishing their classes and taking the real estate exam.

The committee's goal is to continue helping applicants achieve their dreams of success in the real estate industry. Interested in being part of the Diversity Committee? Contact Donna Shipley at 402-619-5551 or Donna@OmahaREALTORS.com.



Holiday Turkey Program a Wonderful Success

*Thank
you*

For each home inspection we completed from October 1st through November 20th, we made a donation to Food Bank for the Heartland in the value of a turkey – which they distribute to families in need throughout our community.

Thank you to everyone who referred inspections to us and for all the support over the years. This season we presented a check to the nonprofit for \$2,320.00!



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performed a peer
inspection and
then collaborated
afterwards
to write an
inspection report
that met and
exceeded the
standards set
by ASHI.



GO-ASHI
Greater Omaha Chapter

For questions or inquiries:
Jon Vacha
Tel: 402-660-6935
Email: jon@hsinspections.com

9 RPR APP FEATURES TO INCREASE YOUR PRODUCTIVITY IN THE NEW YEAR

REALTORS®
PROPERTY
RESOURCE

You know that thrill you get when you come across a tip or trick that helps make your app experience just a tad more efficient? Like pressing the app button for a shortcut to a favorite feature, or swiping to the left to quickly save for later. Every app has tricks of the trade, yet for some reason, they don't always appear magically on our radar. This article will give you 9 tips to make sure your next experience with the RPR app is a productive one.

1) Build a CMA on the go

When the need arises for a CMA when you're away from the computer, turn to your RPR app. From any Property Details screen, choose Create Comps Analysis to launch an express, four-step wizard that will walk you through confirmation of the home's facts, selecting comps, and identifying price. The completion of step #4 will generate the Seller's Report.

2) Save properties for quick access later

Your activity is always in-sync between the RPR website and mobile app. Which means when you save a property using the website, you can see that same property in your saved items by way of the app. This makes it a snap to recall key properties quickly. Try it for yourself.

3) Tap in list view for shortcuts

Next time you're in the RPR app and see a list of properties, try tapping the button in the right corner of any property to reveal shortcuts for saving the property, calling the listing agent, adding notes, and creating reports.

4) Zoom to parcel level when canvassing a neighborhood

The RPR app can display every home in the neighborhood on a map. Press Locate Me at the top of the app, then pinch and zoom the map to street level and press Redo Search in this Area. Pins over the properties should now appear. Each pin displays the REALTOR® Valuation Model® (RVM®). Press a pin to reveal home and owner information.

5) Send report by text message

Many consumers prefer communication by text message when appropriate. For agents, the benefit is clear; text messages are simple and have very high open rates. Next time you create an RPR report, use the app's Share button to text a digital copy of the RPR report to your client. The link will be active for 30 days.

6) Buyer Tour Report for mobile

RPR's Buyer Tour Report, found in the RPR app, will make an agent's life a little easier and give buyers a supersized impression of his/her REALTOR'S® skill set. Simple in nature but comprehensive all the same, the new report enables agents to select properties, determine the order with which to tour them, and then the ability to create a colorful, client-friendly report to share with buyers.

7) 3D Touch shortcuts

Next time you are standing outside a property you're about to search, press and hold the RPR app icon to display a shortcut with buttons to This Property, My Listings, Recent Reports, Saved Searches and Share. Then choose This Property. This is an example of RPR's new 3D Touch functionality available on qualified OS versions (iOS10 and above [Phone 6s and newer] and Android 7.1 and above).

8) Advanced search

Need to dig a little deeper on a particular property? Swipe the RPR app's home screen and the Search screen will appear. Press Advanced Search to access recent searches, saved searches, and advanced search types such as by APN, owner name, schools, or even your own listings.

9) Full screen photos

If photos displayed on the app's Property Details page aren't large enough for your comfort level, try holding your phone in landscape mode. That will make the photo go fullscreen. Then simply rotate back and the property record appears again.



CELEBRITY HOMES

Homes * Villas * Townhomes



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Ileana Carlson



Sherri Daly



Ericka Heidvogel



Shelley Hourigan



Don Igo



Monica Lang



David Lee



Luke Lofgren



Leslie Petersen



Kurt Pfeffer



Jane Ploughman



Gary Price



Scott Rosenthal



Tammy Smart



Karen Stansberry



Tiffany Stanton



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Dave Anderson
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David Hughes
Dawn Grimshaw
Deb Gustafson
Debbie Gage-Conklin
Deeann Roundy
Diane Briggs
Diane Schwenk
Diane Speck
Doug Alldredge
Doug Donaldson
Duane Sullivan
Elizabeth Bhandari
Elizabeth Lowndes
Franny Batchelder
Gail Randone
Gary McFarland
Gayla Lasher
Gayla Leathers
Gina Todero

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Lesia Blythe
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Linda Tran
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Lisa Haffner
Lisa Ritter
Liz Fossenbarger
Liz Kelly
Lori Hervert
Maria Andrade
Marie Otis
Marilyn Hinn
Marsha Labs
Marvene Vancil
Mary Beth Flanagan
Mary Chapman
Mary Melicar
Mary Rosenthal
Matt Beers
Megan Bengston
Melinda Jensen
Melisha Potter
Melissa Cartwright
Michael Hasty
Michael Shekhtman
Michael Sodoro
Mike Bjork
Mike McCawley
Milt Schneider
Mindy Dalrymple
Missy Turner
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Sonia Herrera

2019 Platinum

Club Members

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Greg Kraemer (4)
Michele Johnson (4)
Raj Acharya (4)
Emily Tietsort (3)
Govin Magar (3)
Kathy Sledge (3)
Kristin Sterns (3)
Megan Sgourakis (3)
Ann Townsend (2)
Carissa Ostdiek (2)
Casey Haflett (2)
Chad Blythe (2)
Georgie Vint (2)
Greg Simons (2)
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Kristina Philbin (2)
Linda Moy (2)
Lindsey Krenk (2)
Lisa Kelly (2)
Rachel Skradski (2)
Rachel Tiller (2)
Rich Bak (2)
Sandie Palmer (2)
Scott Schaefer (2)
Tina Ruhl (2)
Tony Terp (2)
Vicki Kovar (2)

Stephanie Ludwig
Steve Steager
Tammie Rheiner
Tammy Bennett
Tammy Gaskin
Tammy Payne
Tanya Foral
Taylor Platisha
Teri Dennhardt
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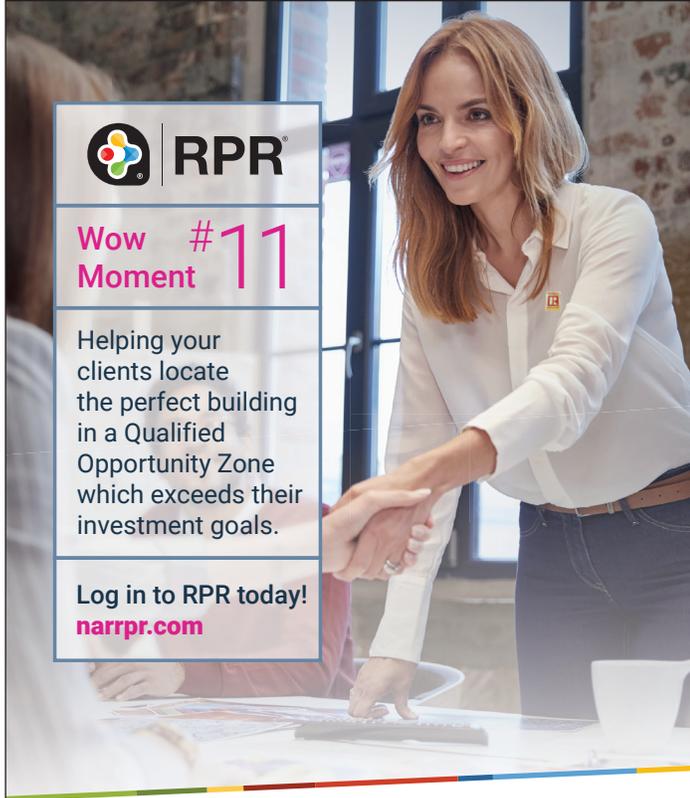
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Expect Continued Economic Growth, Slower Real Estate Price Gains and Small Chance for Recession in 2020, According to Group of Top Economists

A group of top economists arrived at a consensus 2020 economic and real estate forecast today at the National Association of REALTORS®' first-ever Real Estate Forecast Summit. The economists who gathered at NAR's Washington, D.C. headquarters expect the U.S. economy to continue expanding next year while projecting real estate prices will rise and reiterating that a recession remains unlikely.

These economists predicted a 29% probability of a recession in 2020 with forecasted Gross Domestic Product growth of 2.0% in 2020 and 1.9% in 2021. The group expects an annual unemployment rate of 3.7% next year with a small rise to 3.9% in 2021.

When asked if the Federal Open Market Committee will change the federal funds rate in 2020, 69% of the economists said they expect no change, while 31% expect the committee will lower the rate next year.

The average annual 30-year fixed mortgage rates of 3.8% and 4.0% are expected for 2020 and 2021, respectively. Annual median home prices are forecasted to increase by 3.6% in 2020 and by 3.5% in 2021.

"Real estate is on firm ground with little chance of price declines," said NAR's Chief Economist Lawrence Yun. "However, in order for the market to be healthier, more supply is needed to assure home prices as well as rents do not consistently outgrow income gains."

Apartment rents are expected to rise 3.8% and 3.6%, respectively, in 2020 and 2021.

According to the group of economists, annual commercial real estate prices will climb 3.6% in 2020 and 3.4% in 2021.

"Residential and commercial real estate investment remains attractive as we approach the start of a new decade," said NAR President Vince Malta, broker at Malta & Co., Inc., in San Francisco, CA. "Increased home building can serve as a stimulator for the overall economy, and we strongly encourage more homes to be built as buyer demand remains strong."

The 2019 NAR Real Estate Forecast Summit consensus forecasts are compiled as averages of the responses of 14 leading economists who participated during the summit. The survey was conducted from December 2-5, 2019.

The National Association of REALTORS® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

REAL ESTATE FORECAST SUMMIT

FORECAST:	2019 A	2020 F	2021 F
GDP Growth	2.1%	2.0%	1.9%
Unemployment Rate	3.6%	3.7%	3.9%
30-Year Fixed Mortgage Rate	3.7%	3.8%	4.0%
Home Price Change (Year-Over-Year)	5.0%	3.6%	3.5%
Housing Starts Forecast (Single Family and Multi-Family Units)	1.31 Mil	1.31 Mil	1.37 Mil
Commercial Price Change (Year-Over-Year)	4.2%	3.6%	3.4%
Apartment Rents	3.3%	3.8%	3.6%

REview

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