



## UPCOMING EVENTS

### Education Forum

Thu, Aug 1 at 10:00 a.m.

### YPN Advisory Board

Thu, Aug 1 at 2:00 p.m.

### New Member Orientation

Tue, Aug 6 from 8:30 a.m. - 4:00 p.m.

Thu, Aug 8 from 8:30 a.m. - 12:00 p.m.

### Affiliate Council

Tue, Aug 6 from 9:00 a.m. - 1:30 p.m.

### Bylaws Vote - Name Change

Wed, Aug 7 from 9:00 a.m. - 4:00 p.m.

### OABR Coat and Winter Clothing Drive

Wed, Aug 7

### Omaha Area Board of REALTORS® Annual Picnic

Wed, Aug 7 from 11:00 a.m. - 1:00 p.m.

### Social Events Forum

Wed, Aug 14 at 10:00 a.m.

### MLS Users Group

Wed, Aug 14 at 11:00 a.m.

### RPAC CE Class

Wed, Aug 14 from 12:00 p.m. - 5:00 p.m.

### WCR Executive Meeting

Thu, Aug 15 from 9:00 a.m. - 10:00 a.m.

### Knowledge Is Power - Mold Matters, Know When with Steve Hudson, AQS Environmental

Thu, Aug 15 from 10:00 a.m. - 11:00 a.m.

### Nebraska Real Estate Commission Meeting

Thu, Aug 15 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

Fri, Aug 16 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

### The Great Outdoors REALTOR® Movie Night

Fri, Aug 16 at 6:30 p.m. at 223rd & Maple Road

### Diversity Committee

Tue, Aug 20 at 11:00 a.m.

### Governmental Affairs Committee

Wed, Aug 21 at 10:00 a.m.

### RPR Training

Thu, Aug 22 from 10:00 a.m. - 11:00 p.m.

Thu, Aug 22 from 1:00 p.m. - 2:00 p.m.

### NAR Leadership Summit

Mon, Aug 26 to Tue, Aug 27

### OABR Executive Committee

Wed, Aug 28 at 9:30 a.m.

### OABR Board of Directors

Wed, Aug 28 at 10:15 a.m.

### GPRMLS Executive Committee

Wed, Aug 28 at 4:00 p.m.

### GPRMLS Board of Directors

Thu, Aug 29 at 10:15 a.m.

## Omaha Participated 100 Years Ago

A century has passed since the National Association of Real Estate Exchanges (now NAR) adopted the Code of Ethics and Standards of Practice, the document that governs the ethical conduct of all REALTOR® members. From inception, it has been constantly amended, added to, and revised. The purpose, however, has remained the same — to hold REALTORS® to the highest degree of professionalism.

NAR asks you to celebrate 100 years of adhering to the set of rules that has been called a “golden thread,” because it ties together the standards of professionalism and service in real estate. The thread gets its color and shine from The Golden Rule, which was written into the Code to be the all-encompassing principle: “Do unto others as you would have them do unto you.”

The Code instructs REALTORS® nationwide of their duties to three groups — to clients and customers, fellow REALTORS®, and the public. The division of duties was actually pointed out in 1910 by C.F. Harrison, who was twice a president of the then Omaha Real Estate Board.

In 1908 the national organization was formed to unite real estate professionals across the nation, but it wasn't until 1913 that the Code of Ethics was adopted. That is because during the first five years, a committee on the Code of Ethics was gathering information and exploring how the concept of ethics might apply to real estate in a meaningful way.

The national Code of Ethics was not the first set of formal ethical standards in real estate. The first was compiled by the Baltimore

REALTORS® for its 1858 founding and incorporated rules of conduct to discourage listing theft between members. By 1913, many local associations had a code of ethics, and the national Code was actually modeled after rules developed by the Kansas City association.

When it first adopted the Code, the national association had encouraged all local associations to set up enforcement protocol. Most did, but not all abided, so in 1923 the national association amended its bylaws to require all local associations to adopt the Code, and in 1925 it issued the first ethics enforcement guidelines.

If an individual — which may be a client, real estate professional, or member of the public — believes that a REALTOR® has breached the code, a formal complaint can

*Continued on Page 13*

*You're invited to attend  
the 128th Annual  
Inaugural for the  
installation of  
Deda Myhre,  
2014 President*

*on  
Thursday, September 12, 2013  
at Millard Plaza Ballroom  
5339 S. 139th Plaza*

*(See Page 5)*



**Omaha Area Board of REALTORS®**  
 11830 Nicholas Street  
 Omaha, NE 68154  
 402-619-5555 tel  
 402-619-5559 fax  
[www.OmahaREALTORS.com](http://www.OmahaREALTORS.com)

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#### 2013 Board of Directors

President  
 David Matney  
 President Elect  
 Deda Myhre  
 Secretary/Treasurer  
 Mark Wehner

Directors  
 Andy Alloway  
 Bryan Fraser  
 Herb Freeman  
 Megan Bengtson  
 Monica Lang  
 Mark Leaders  
 Eileen Schultz

Ex-Officio Directors  
 Henry Kammandel Jr.  
 Lisa Ritter  
 Wendy Walker

#### Great Plains REALTORS® MLS 2013 Board of Directors

Chairman  
 Henry Kammandel Jr.  
 Vice-Chairman  
 Vince Leisey  
 Secretary/Treasurer  
 John Bredemeyer

Directors  
 Andy Alloway  
 Mark Boyer  
 Herb Freeman  
 Valerie Keeton  
 Lisa Ritter  
 David Matney (non-voting)

#### Association Staff

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 Programs Director  
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 Joni Craighead-Hoback  
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 Debbie Peterson  
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 Lisa Welch  
 MLS Administrator  
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The Omaha Area Board of REALTORS® is pledged to the achievement of equal housing opportunity throughout the community. The Board encourages and supports a marketplace in which there are no barriers to obtaining housing because of race, color, national origin, religion, sex, handicap, or familial status.



## Message from the OABR President

It is amazing how fast time flies by. This will be my last opportunity to speak with you as president of our association. One of the neat things about being your president is it allows me to see all the effort that is put into our organization from the staff and the many volunteers. I would like to thank the OABR staff and all of you who do the "heavy lifting" inside the organization by serving as chairs, on committees and on the various task forces, thank you for working so hard for the benefit of all.

On August 7, we will vote to move forward with a new name. Over the long term this could be a positive step for our organization, however more importantly, the vote is a result of listening to our members. An online survey of our members resulted in the name Omaha Area REALTORS® Association being placed on the ballot, and a vote of our members will determine the result.

There is a consensus of the Directors that regardless of the vote, we will continue to move forward with our mission to advance the interests of all REALTOR® members and to protect the rights of real estate owners. The Directors did not expect that all members would agree, however the focus has never wandered from the mission at hand.

It's been my pleasure to serve you this year. Let's make August a productive, profitable and POWERFUL month as our local organization looks forward to its 128th year.

David Matney



**David Matney**  
 2013 President

## Special Events

- **Bylaws Vote - Name Change**  
 Wednesday, August 7 from 9:00 a.m. - 4:00 p.m.
- **Omaha Area Board of REALTORS® Annual Picnic and Business Meeting**  
 Wednesday, August 7 from 11:00 a.m. - 1:00 p.m.
- **OABR Coat and Winter Clothing Drive**  
 Wednesday, August 7
- **The Great Outdoors REALTOR® Movie Night**  
 Friday, August 16 at 6:30 p.m.
- **Knowledge is Power - Mold Matters, Know When**  
 Thursday, August 15 from 10:00 a.m. - 11:00 a.m.
- **NAR Leadership Summit**  
 Monday, August 26 to Tuesday, August 27



# The Party Was Rockin' at the Second Annual RPAC 'Rockin' on the River'

The weather was perfect. The music was whimsical and catchy. The food was delicious. The libations were flowing and the river was beckoning. All around the grounds of Bryson's Airboat landing were agents, affiliates, and their families enjoying another wonderful evening with friends and industry coworkers.

Overhearing conversations, it was clear that business had taken a back seat that night. Looking out over the sandbars, one didn't see competitors, only friends; no one mentioned market share and nary a word of interest rates could be heard. It was all about feasting, fun, and fellowship.



The sights were aplenty up and down the river no matter which of the two boats you were in. There were bald eagle sightings as well as a narrowly averted collision with a swimming beaver. All in all we would have to count this night as a success.

It was the second annual RPAC 'Rockin on the River' summer bash on that third Thursday in July. There were two iPad mini's given away along with \$500 in gas cards! A big shout out goes to all of the sponsors of the event for helping make it a huge success!



- Celebrity Homes
- ServiceOne
- AmeriSpec Home Inspection Service
- OABR Social Events Forum
- Centris Federal Credit Union
- Pulaski Bank
- myInsurance
- Alliance Real Estate
- Advanced Carpet Restoration
- Radon Pros, LLC



Over \$4,000 was contributed to help those on Capitol Hill fight for our industry and our clients. This year is shaping up to be what some consider the most important fight we've had as the mortgage interest deduction is on Congress' chopping block as well as the 'blank slate' approach that basically eliminates every provision in the tax code, starting with those that encourage real estate ownership and investment.



It's not too late to help make a difference THIS YEAR! You have until the end of August to make your 2013 investment to help protect your industry, your equity, and your friends, family, and clients' equity as well. Call Donna at 402-619-5551 or you can also contribute online at [www.nebraskarealtors.com](http://www.nebraskarealtors.com) under the Governmental Affairs tab.



# Omaha Area Board of REALTORS®

2014  
BOARD OF DIRECTORS

President  
Deda Myhre

President-Elect  
Mark Wehner

Secretary/Treasurer  
Andy Alloway

2014 Directors  
Megan Bengtson  
Monica Lang

2015 Directors  
Bryan Fraser  
Herb Freeman  
Mark Leaders

2016 Directors  
Nancy Bierman  
Lindsey Krenk

Ex-Officio Directors  
David Matney  
Vince Leisey  
Mary Sladek  
Missy Turner

Chief Executive Officer  
Doug Rotthaus

## Officers and Directors

**2014 President-Elect: Mark Wehner** has been a real estate professional since 1976. He has served on numerous local, state, and national REALTOR® committees along with serving as Past President of the Great Plains REALTORS® MLS. Mark has earned and holds the REE, CRB, CRS, ABRM, ABR, GRI, e-Pro, CREN, and NHS professional designations. Mark has completed service as Secretary-Treasurer of the Omaha Area Board of REALTORS®. He is currently the Senior Vice President of Agent Development for NP Dodge Real Estate. Mark is also the Founder and CEO of REEsults Coaching and author of 1440: Empowering Entrepreneurs Every Minute of the Day.



**2014 Secretary-Treasurer: Andy Alloway** grew up in Omaha and graduated from Millard North High School in 1995. After graduating from Northwest Missouri State University in 1999 he joined the Milwaukee Brewers organization as a strength and conditioning coach. Fate, however, lead him back to Omaha where he acquired his real estate license in January of 2001, joining DEEB Realty when they had approximately 20 licensees. In addition to real estate sales, Andy began working as a paid employee for the company shortly after starting. Andy became the general manager in 2003, and held that position for five years prior to purchasing the company with his wife Jen in January 2009. Deeb Realty is currently the fourth largest real estate company in the Omaha area with over 280 REALTORS® and over a quarter of a billion dollars in sales annually. Andy is currently serving as a Director on the OABR and MLS boards as well as the Nebraska REALTORS® Association Board. Andy is past chair of the MLS Board and serves on several committees and task forces on the local and State level. Andy considers the greatest accomplishment and most important thing in his life to be his kids Jake (3) and Savanna (5). Andy enjoys spending time with his family, playing sports with his kids, exercising, playing golf, and watching football.



**2016 Director: Nancy Bierman** has been a real estate professional since 1998. Presently, six years plus, Nancy is the Managing Broker for NP Dodge at 178th & Pacific streets, managing over 100 agents. Construction is now under way for her new office at 204Dodge with an estimated completion by the end of 2012. Her real estate career began at Home Real Estate, which shortly merged into CBSHOME. Nancy was an agent and an assistant manager at the Davenport office. Following, she managed and opened the Downtown office, along with being a managing broker at the South Omaha office. A lifelong resident of Omaha; Nancy loves Omaha! Nancy has been active with many organizations along with teaching ethics for OABR, serving as WCR 2011 President of the Omaha Chapter, honored as the local WCR REALTOR®-of-the-Year in 2012, Lifetime PTA Member Award, Past PTA President at three schools and Past President of the OPS Citizens Advisory group. Nancy has two adult sons, Kyle & Neal. She enjoys spending time with family/friends, listening to live music, enjoying the outdoors — especially on the water, gardening, thriftn' and cooking.



**2016 Director: Lindsey Krenk** has been a licensed real estate professional since 2008 and is an active member of the Omaha Area Board of REALTORS®. She serves as the 2013 Treasurer of the Young Professionals Network (YPN) and will be the Vice Chair for 2014. Lindsey has served on numerous OABR committees including the Social Events Forum and Governmental Affairs Committee. She is also active in the Nebraska REALTORS® Association, serving on the Governmental Affairs Committee and Professional Standards Review Committee, and is serving as the REALTOR® Champion for State Legislative District 31. Lindsey was recognized with the Nebraska REALTORS® Association Mark of Excellence. Lindsey is affiliated with RE/MAX Results and is also a member of the Millard Business Association and is a strong supporter of the Project Wee Care, as is the local YPN organization. Lindsey has been married to her husband Oly for 10 years and they have one daughter, Makenzie (18 mos.), and two Labrador Retrievers, Hank and Leia (3). In her spare time Lindsey enjoys travelling and spending time with friends and family.





# Omaha Area Board of REALTORS® Inaugural



September 2013 ushers in the OABR new year for 2014 President Deda Myhre. The 128th Inaugural for Officers and Directors will be at the Millard Plaza Ballroom located at 5339 S. 139th Plaza on Thursday, September 12, 2013.

Brenda Stuart of ServiceOne will preside as Mistress of Ceremonies for the evening festivities. 2012 NRA President Joe Gehrki will officiate the installation ceremonies.

**Everyone is welcome to attend!** The installation will be preceded with “heavy” hors d’oeuvres and networking beginning at 5:30 p.m. Dress business casual.



**Deda Myhre**  
**2014 President**

**PLACE:** Millard Ballroom  
5339 S. 139th Plaza

**TIME:** 5:30 p.m. Social Hour with “heavy” hors d’oeuvres  
7:00 p.m. Installation of Officers and Directors

**COST:** \$18.00

## RESERVATION FORM

Please fill out all information below:

\_\_\_\_\_  
Name

\_\_\_\_\_  
Guest

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State, ZIP

\_\_\_\_\_  
Telephone

PLEASE INDICATE METHOD OF PAYMENT (at \$18.00 per person):

\_\_\_\_ Check enclosed (please make checks payable to OABR)

\_\_\_\_ Charge my account:    \_\_\_\_ VISA    \_\_\_\_ Master Card    \_\_\_\_ Discover    \_\_\_\_ AMEX

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
Exp. Date

\_\_\_\_\_  
CVS Code

\_\_\_\_\_  
Billing Address

\_\_\_\_\_  
Signature

Please return reservation form by September 6 to:  
Omaha Area Board of REALTORS® • Attn: Donna Shipley • 11830 Nicholas St., Omaha, NE 68154  
Fax: 402-619-5559 • Email: [DSShipley@OABR.com](mailto:DSShipley@OABR.com)



AFFILIATE  
COUNCIL

Submitted By: Brent Rasmussen  
Mortgage Specialists LLC



## Pre-Approvals ... Provide It Don't Fight It

How many times have we heard this or stories like this?

*From an Agent... "I just got a call from the lender and my buyer is now denied for the loan after receiving a pre-approval letter"*

*From a buyer... "I want to purchase this house, this one is it..." Agent... "I understand... Have you received the pre-approval letter we discussed so the seller will know you are motivated and ready to buy?"*

A last minute denial can be the worst news to hear in a transaction. After spending time, money, hard work and long hours, only to find out that your buyer cannot get a loan is frustrating, but many times it can be avoided. At this time no one is happy and emotions escalate. The news opens up a lot of blaming, arguing, negotiating, pleading, educating, problem solving and listening occurs.

How can we avoid this difficult situation from ever happening to us? First of all, by making sure we start early with the pre-approval process and by making sure the pre-approval is actually a pre-approval and not just a pre-qualification. Many say that the pre-approval is only as good as the piece of paper it is written on. If we look at the definition of a pre-approval, the answer is there. By definition, a pre-approval is verifying information from the initial loan application with supporting documentation. Being pre-qualified simply means that a verbal interview has been conducted without providing supporting documentation.

I strongly advise agents to review the pre-approval letter to see what items have been supplied to the lender and

what additional items are needed for the loan to be completed, i.e. contingencies. In order to have the upper edge in our current fast moving market, it is necessary to know what items are still needed in order to get the file cleared thru the underwriting process and onto a successful closing with the lender. If questions arise as well even a quick call to the lender could answer much that is needed to keep people at ease.

Items that are typically needed to be documented on most pre-approvals are the following:

- Tax Returns & W-2s for as much as 2 years to verify income
- 30 days of paychecks/paystubs to verify current earnings
- 2 – 3 months of Bank Statements to verify money used for

*Continued on Page 7*

### WCR PROGRAM LUNCHEON

## What's Going on in the Big O?

Speaker: David Brown  
Omaha Chamber of Commerce CEO

**August 8, 2013**

**11:45 a.m.**

**(Doors open at 11:15 a.m. for networking)**

**Champions Run**

**13800 Eagle Run Drive**

**Lunch - \$15.00**

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down payment or to pay closing costs, prepaid, escrow items or mortgage insurance

- Investment Statements for the last quarter or 2 months (i.e. 401k, Simple, SEP, Roth IRA, Traditional IRAs, Mutual Fund, Stock, Bond, CD) for additional assets possibly needed for reserves or for money used at closing
- Drivers Licenses to verify identification

This list can seem detailed but all items are needed in order to grant a solid pre-approval. Knowing this in advance and preparing your clients will ease the underwriting process and also minimize the chance of any last minute issues prior to closing. Organization, documentation and verification are the keys to success with less stress.

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- 90 day ServiceOne Warranty
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- Radon and Mold Testing



MEMBERSHIP STATISTICS		
OABR		
	June 2013	June 2012
Designated REALTOR®	208	221
Des. REALTOR® Secondary	0	1
REALTOR®	2010	1940
REALTOR®-Secondary	1	2
TOTAL	2219	2164
Institute Affiliate	73	73
Affiliate	260	212
Other	5	6
TOTAL	2557	2455
	June 2013	YTD
New REALTOR® Members	45	201
Reinstated REALTOR® Members	7	50
Resignations	15	71
GPRMLS		
	June 2013	June 2012
Participants (Primary)	196	209
Participants (Secondary)	55	57
Subscribers (Primary)	1999	1922
Subscribers (Secondary)	172	175
Exempt	32	34
TOTAL	2454	2397



## AFFILIATES

a council of the  
Omaha Area Board of REALTORS®

# AFFILIATES... A Council of the Omaha Area Board of REALTORS®

*The role of the Affiliate Council of the Omaha Area Board of REALTORS® is to promote business relationships and services to REALTOR® members, actively solicit Affiliate membership in the OABR and promote ethical business practices of Affiliate Members.*

## AFFILIATE MEMBERS ATTENDING THE JULY 2013 MEETING:

Wendy Walker (President) – Nebraska Title Company  
 Mary Sladek (President-Elect) – My Insurance LLC  
 Janet Dragon (Secretary) – Heartland Reva Team  
 Brenda Stuart (Treasurer) – ServiceOne Inc  
 Lori Bonnstetter – 2-10 Home Buyers Warranty  
 Lisa Bullerman – Staging Design by Lisa Marie  
 Brenda Carlson – Pulaski Bank Home Lending  
 Cherie Casey – The Home Buyer Protection Co  
 Lisa Conover – Rearranged for Change  
 Janet Dragon – Heartland Reva Team  
 June Eads – AmeriSpec Home Inspection Serv  
 Mary Gorup – Integrity Termite  
 Jim Holmes – Focus Printing  
 Jon Jacobi – Insphere Insurance Solutions  
 Andrew Kalina – Radon Pros LLC  
 Debbie Kalina – Radon Pros LLC  
 Kipp Kester – Franklin American Mortgage Co  
 Laura Longo – Centris Federal Credit Union  
 Andrea Maleki – State Farm Insurance  
 Deb Martin – Great Western Bank  
 Marty McGuire – Farm Bureau Financial Services  
 Chip Monahan – Monahan Financial Inc  
 Walter Ohlson – RE/MAX of Nebraska  
 Kate Otten – Centris Federal Credit Union  
 Lisa Powell – Farmers Insurance Powell Insurance  
 Stephanie Reinhardt – Franklin American Mortgage Co  
 Ruth Smith – Norm's Door Service  
 Tom Sutko – AmeriSpec Home Inspection Serv  
 Heidi Weeks – Centris Federal Credit Union  
 Matt Thiel – DRI Title & Escrow  
 Stacy Thorne – Franklin American Mortgage Co  
 Heidi Weeks – Centris Federal Credit Union  
 Dawn Zaller – Stearns Lending Inc  
 Todd Zimmerman – Zimmerman Mortgage Corp

**www.OABRAffiliates.com.**

## UPCOMING MEETINGS:

- **Tuesday, August 7, 9:00 a.m.**
- **Tuesday, September 10, 9:00 a.m.**
- **Tuesday, October 1, 9:00 a.m.**

*All Affiliate members are welcome to attend.*



# Join the 2013 RPAC Challenge!

## **PRESIDENT'S CLUB (\$4,000)**

## **CRYSTAL "R" CLUB (\$2,500+)**

## **STERLING "R" CLUB (\$1,000+)**

Alloway, Steven  
Faubion, Ernest  
Matney, David  
Riedmann, Michael

## **GOVERNOR'S CLUB (\$500+)**

Dodge, Nate  
Dodge, Sandy  
Leaders, Mark  
Ritter, Lisa  
Rotthaus, Doug

## **DOLLAR A DAY (\$365)**

Myhre, Deda

## **CAPITOL CLUB (\$250+)**

Battiato, Diane  
Henson, Sue  
Humpal, Monica  
Grennan, JoAnn  
Johnson, Harold  
Miller, Kathleen  
Patrick, Jeanne  
Sawyer, Jessica

## **SENATOR'S CLUB (\$150+)**

Adams, Kathryn  
Bengtson, Megan  
Clark, Susan  
Coenen, Denice

Contreras, Veronica  
Dennhardt, Teresa  
Evans, Donald  
Forehead, Cindy  
Hayton, Linda  
Krenk, Lindsey  
Lang, Monica  
Morrissy, Roger  
Stoneburg, Gary  
Watson, Roxanna

## **99 CLUB (\$99+)**

Ahlvers, Hedy  
Ahlvers, Jerry  
Archer, Crystal  
Bane, Barbara  
Barrett, John  
Black, William  
Blackmon, Michael  
Bray, Denice  
Briley, Adam  
Burford, Judith  
Burkle, Ronald  
Craig, Russell  
Dostal, Stephen  
Hodge, Gina  
Hopkins, Debra  
Horton, Linda  
Housley, Dionne  
Jackson, Joann  
Jones, Suzanne  
Jurgens, Sara  
Langendorfer, Dale  
Lichter, Patrick  
Maloy, David  
Meyer, Trudy  
Mills, Linda  
Nicholson, Rosemary  
Nicola, Tammy  
Poppen, Denise  
Ritter, Dennis  
Savery, Mindy  
Stoneburg, JaNell  
Sullivan, Williams  
Taylor, Mark  
TenEyck, Dixie  
Turner, Missy  
Seigel, W John  
Wichman, Connie

## **50 CLUB (\$50+)**

Adcox, Richard  
Ahlvers, Raquel  
Allen, Kathryn

Andersen, Cheri  
Anderson, Jill  
Andresen, Delten  
Bak, Rich  
Barnard, Joanna  
Bettin, Barbara  
Bock, Andrew  
Christian, Carl  
Clees, Don  
DiBiase, Sharon  
Dohse, Doug  
Donaldson, Douglas  
Doose, Judith  
Dougherty, Theresa  
Douglas, Jill  
Dreesen, Megan  
Eastman, Billi  
Ernst, Mary  
Evans, Dale  
Falcone, Shawn  
Fendrick, Kim  
Fries, Karen  
Gage, Gregory  
Gage, Peter  
Gehrki, Joe  
Gibson, Ryan  
Giles, Marnie  
Gomez, Justin  
Grimes, Kathryn  
Helligso, Thomas  
Karloff, Jill  
Hays, David  
Helfrick, Angela  
Hellman, Jennifer  
Henninger-Moss, Tasha  
Hogan, Lenice  
Hollendieck, Russ  
Hoppe, Patricia  
Horstman, Ray  
Houck, Scott  
Jacupke, Jenna  
Johnson, Rusty  
Jump, Richard  
Jungjohann, Craig  
Kesick, Carolyn  
Kiichler, Ryan  
Korb, Lisa  
Kovar, Vicki  
Kurt, Garadena  
Langford, Rachel  
Leesley, Christy  
Lorimer, Justin  
Mack-Modlin, Louella  
Magilton, Jennifer  
Manger, Christine  
Marriott, James  
May, Sandra  
McCue, Jeanne

McPadden, Sandra  
Mingus, Kellie  
Mudd, Mary  
Murphy, Tammy  
Myhre, Chris  
Neuhaus, Robert  
Nicholson, Andrea  
O'Bryan, Donald  
O'Grady, Donna  
Pauley-Kelly, Kerri  
Pawloski, Joseph  
Petersen, Diane  
Petersen, Terri  
Polinsky, Maria  
Rensch, Jeffrey  
Reynolds, Gregory  
Roberts, Julie  
Rice, Terri  
Richardson, Mark  
Rosso, Larry  
Schuele, Mary  
Shour, Christine  
Shudak, Kathy  
Simon, Gina  
Soucie, Vicki  
Swanson, Bill  
Swanson, Kimberly  
Thoma, Theresa  
Tichauer, Fred  
Turner, Sandra  
Tyrrell, Anthony  
Villotta, Jeffrey  
Vint, Georgianna  
Wagner, Margie  
Wilhelm, Charles  
Wilkie, Marilyn  
Wilson, Brian  
Wirges, Richard  
Wohlers, Terri  
Wylie, Danise  
Zach, Margaret

## **SUPPORTER DONORS (\$40+)**

Thank You to the  
678 REALTORS®  
and Affiliates who  
contributed their  
fair share to the  
2013 RPAC Drive.

## **Affiliate Contributors**

### **STERLING "R" CLUB (\$1,000+)**

Sandiland, Becky, First National Bank of Omaha  
Stuart, Brenda, ServiceOne Inc.

### **SENATOR'S CLUB (\$150+)**

Bower, Brook, Advanced Floor Care  
Casey, Cherie, The HomeBuyers Protection Co.  
Kalina, Debbie, Radon Pros LLC  
Maleki, Andrea, Andrea Maleki State Farm Ins  
Zimmerman, Todd, Zimmerman Mortgage Corp.

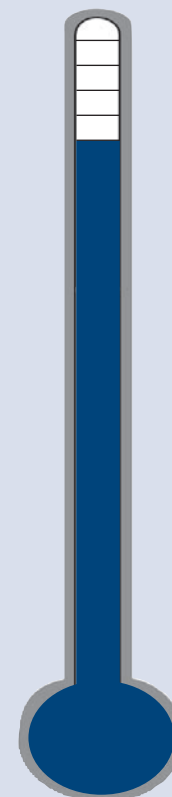
### **50 CLUB (\$50+)**

Bonstetter, Lori, 2-10 Home Buyers Warranty  
Chadd, Vicki, First Mortgage Corp  
Dragon, Janet, Heartland Reva Team  
Kopun, Predrag, Centris Federal Credit Union  
Longo, Laura, Centris Federal Credit Union  
Mohr, Sue, SAC Federal Credit Union  
Otten, Kate, Centris Federal Credit Union  
Powell, Regi, Farmers Insurance Powell Insurance  
Sladek, Mary, My Insurance LLC  
Thorne, Stacy, Franklin American Mortgage

## **Questions?**

Donna Shipley  
DShipley@OABR.com

## **CONTRIBUTION GOAL**



**\$60,000**

**8-31-13**

**\$52,113**

**7-25-13**

A complete list of 2013 RPAC contributors is located at: [www.RPAC.OmahaREALTORS.com](http://www.RPAC.OmahaREALTORS.com)



# OMAHA AREA BOARD OF REALTORS® ANNUAL PICNIC!



## *Free* **Pig Roast and Pop**

11:00 a.m. to 1:00 p.m.  
Wednesday, August 7, 2013

OABR Office — 11830 Nicholas St.

The Affiliate Council will have Vendor Booths in the OABR West Parking lot from 11:00 a.m. to 1:00 p.m. with 20 \$50.00 gas card prizes and 5-\$100.00 gas card prizes from the Social Events Forum.

**PLAN TO ATTEND and REGISTER to HAVE A CHANCE TO WIN!**



Please Park in the  
Bag 'n Save Parking Lot  
Ollie The Trolley shuttle  
service will be provided.



**Reminder:** All REALTOR® members are eligible to vote in person (only) on August 7, on a proposed bylaw change renaming the organization.

# YPN: Amazing Race Event on September 19th

Summer has flown by and it's almost back to school time. This summer has been filled with great times with family and friends, summer vacations and selling a lot of real estate in this great market. I have truly enjoyed serving as your OABR Young Professionals Network (YPN) chair this year. It has been so much fun and I look forward to staying involved in the years to come. We've had a year filled with a lot of great events, fantastic networking, and great people.

August 7th is the OABR Annual Picnic at the board office. The YPN is sponsoring a table. Please stop by to learn more about us, see what we are all about, and get information about our upcoming events.

Please plan on attending our YPN Amazing Race event on September 19th. We have space for 30 teams of 4. Each team will be given clues to figure out where the next location is to continue in the race. Some spots will have challenges that have to be completed before getting the next clue. This will be a great event with all proceeds going to Project Wee Care. If you are interested in being a sponsor or signing up your team, please contact the chair of this event, Missy Turner, at 402-630-9346 for more details.

The Education Forum and the YPN are teaming up to put on an educational class all about tablets. This class will be on October 17th from 10 a.m. - 12 p.m. If you are an avid tablet user (iPad, Android, Windows, etc.) we are looking to learn which apps you

use to help you be successful in real estate. This event will be great for beginners all the way up to expert users. Please come and join us.

Omaha Area Board of REALTORS®

YPN

Young Professionals Network

f /OABRYPN

To get more information about these event and catch up on what we have been doing, please go to our facebook page at facebook.com/OABRYPN. Finally, whether you are a REALTOR® or an Affiliate under 40 or just young at heart, everyone is welcome to attend our events!

Megan Bengston, Chair



*Michael*  
**McGLYNN, CSP, GRI**  
REALTOR® & New Home Consultant  
**Mobile: (402) 660-3359**  
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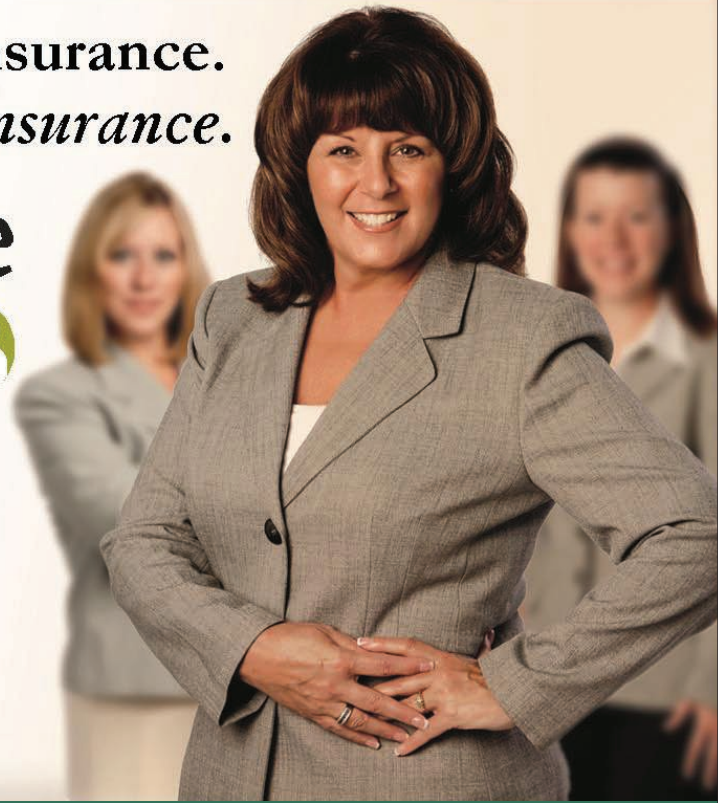
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Mary.Sladek@myinsuranceomaha.com Danielle@myinsuranceomaha.com Jessica@myinsuranceomaha.com





## KIP — Title Commitments

Jim Lamphier with the Nebraska Land Title & Abstract spoke to our members about Title Commitments on July 18. The next KIP

session scheduled is "Mold Matters, Know When" on August 15 at 10:00 a.m.



*(L to R) Eileen Schultz, Susan Rauth, James Lamphier and Candice Watkins.*



## Omaha Area Board of REALTORS®

### Coat & Winter Clothing Drive Coats & Clothes for ALL Ages!



**August 7 through Oct. 4, 2013**

**At Area Real Estate & Affiliate Offices**

**The OABR Social Events Forum invites you to participate in the  
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**Carlene Zabawa**

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**Jeff Williamson**

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*Continued from Page 1*

be filed with the Nebraska REALTORS® Association. If warranted, they will hear the case to determine if the Code has been violated. The solution can boil down to a simple corrective mediation like a letter of reprimand, but may include harsher resolutions including membership suspension and fines, depending on the severity.

The Code of Ethics is one of the many things that set REALTORS® apart from non-members, which are not required to adhere to the Code. Non-members must only follow the licensing laws of the state, the lowest common denominator of permissible behavior.

**The Code is universally recognized by lawyers and laymen as the measure of professionalism in real estate, and maintaining these highest of ideals have made REALTORS® the most trusted agents in the field.**

The Code of Ethics is a living, breathing document that undergoes annual review and revision. Due to its evolving nature, REALTOR® members are required to take a three-hour ethics course every four years. The Code is designed to reflect changes in the real estate marketplace, the needs of property owners, and the values of society. One thing will always remain the same, though — the Code safeguards the rights of all consumers.

To keep the public's trust, it is important that REALTORS® continue to uphold their ethical obligations and pursue the greatest manner of professionalism. So in business, make sure to wrap the "golden thread" around your finger to remind you of your ethical obligations. Let it also serve as a reminder that the Code of Ethics and Standards of Practice has been here for one hundred years, all the while ensuring the REALTOR® title remains highly respected and trusted.



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Email: [brent@mtg-specialists.com](mailto:brent@mtg-specialists.com)



**Brent Rasmussen**  
CMC, CRMS, President  
NMLS #5918



# Membership Report

June 2013

## NEW REALTORS®

Avard, Teri – Prudential Ambassador Real Estate – California #101  
Beck, Michelle – Celebrity Homes Inc  
Bowles, Cheryl – NP Dodge Real Estate Sales Inc – 35Dodge  
Broders, Carrie – Prudential Ambassador Real Estate – California #101  
Buehler, Don – NP Dodge Real Estate Sales Inc – 129th Dodge  
Carroll, Janet – Keller Williams Greater Omaha – Giles  
Casey, William – Prudential Ambassador Real Estate – California #101  
Cavarrubias-Castro, Jose – Alliance Real Estate LLC  
Chingren, Cody – CBSHOME Real Estate – 159 Dodge  
Colburn, Marjorie – CBSHOME Real Estate – Bellevue  
Ferrante, Shelly – CBSHOME Real Estate – Bellevue  
Gallu, Lisa – NP Dodge Real Estate Sales Inc – 129th Dodge  
Glaze, Jed – Prudential Ambassador Real Estate – California #101  
Guy, Sarah – DEEB Realty – 117th  
Hansen, Amy – Washington County Real Estate  
Helfrick, Angela – Keller Williams Greater Omaha – California  
Hirschman, Bill – CBSHOME Real Estate – W Dodge  
Hodge, Gina – RE/MAX Results  
Holbrook Dunn, Danielle – Prudential Ambassador Real Estate – California #101  
Johnson, Carol – Washington County Real Estate  
Kaup, Timothy – Washington County Real Estate  
Klose, Vera – Keller Williams Greater Omaha – Giles  
Lehl, Gregory – CBSHOME Real Estate – W Dodge  
Lehl, Kristen – CBSHOME Real Estate – W Dodge  
Livingston, Mary – CBSHOME Real Estate – 159 Dodge  
McCandless, Korene – Washington County Real Estate  
McGowan, John – Keller Williams Greater Omaha – California  
Martin, Sonia – NP Dodge Real Estate Sales Inc – Papillion  
Matzen, Aubrey – Washington County Real Estate  
Nunnenkamp, Nicole – CBSHOME Real Estate – 147th  
O'Connor, Timothy – Prudential Ambassador Real Estate – California #101  
Pacha, Kaylane – Prudential Ambassador Real Estate – California #101  
Pruess, Joann – CBSHOME Real Estate – W Dodge  
Reed, Kathryn – CBSHOME Real Estate – Bellevue  
Rowe, Marisa – CBSHOME Real Estate – W Dodge  
Schizas, Nancy – CBSHOME Real Estate – 159th Dodge  
Schmitz, Vicki – CBSHOME Real Estate – 147th  
Schwartz, Margaret – CBSHOME Real Estate – 147th  
Schwenk, Diane – NP Dodge Real Estate Sales Inc – Papillion  
Sladovnik, Kirsten – CBSHOME Real Estate – W Dodge  
Steinbrink, Matthew – NP Dodge Real Estate Sales Inc – Pierce  
Wulf, Renee – Washington County Real Estate

## NEW AFFILIATES

Bengtson, Darla – Northwest Bank  
Church, Kim – ServiceOne Inc  
Diederich, Beau – Radon Pros  
Holsapple, Chuck – Centennial Bank  
Reinhardt, Stephanie – Franklin American Mortgage Co  
Roberts, Christopher – AmeriSpec Home Inspection Serv

## REALTOR® CANDIDATES

Alexander, Cheryl – Keller Williams Greater Omaha – California  
Bull, Kelli – DEEB Realty – 117th  
Bundy, Tyler – RE/MAX Results  
Byrnes, Carolyn – DEEB Realty – 117th  
Cabral, Mary – NP Dodge Real Estate Sales Inc – 35Dodge  
Caniglia, Matthew – CBSHOME Real Estate – 147th  
Carraher, Eric – Prudential Ambassador Real Estate – California #101  
Dixon, Daniel – Prudential Ambassador Real Estate – California #101  
Eastman, Billi – Prudential Ambassador Real Estate – California #101  
Esquivel, Antonio – Real Estate Associates Inc  
Evers, Justin – Prudential Ambassador Real Estate – California #101  
Giese, Daniel – DEEB Realty – 117th  
Greco, Melissa – DEEB Realty – 117th  
Hough, Morgan – NP Dodge Real Estate Sales Inc – 129th Dodge  
LaPorte, Samuel – Midlands Real Estate  
Lawyer, Michelle – Prudential Ambassador Real Estate – California #101  
Milford, Karie – Prudential Ambassador Real Estate – California #101  
O'Doherty, John – CBSHOME Real Estate – 159 Dodge  
Paripon, Krai – CBSHOME Real Estate – 147th  
Petersen, Kenneth – Rogert Ag & Real Estate Inc  
Ribby, Amber – Real Estate Associates Inc  
Rice, Teri – Prudential Ambassador Real Estate – California #101  
Saxton, Charles – NP Dodge Real Estate Sales Inc – Pierce  
Shoemaker, Vanessa – Prudential Ambassador Real Estate – California #101  
Siebrandt, Kristina – NP Dodge Real Estate Sales Inc – Lakeside  
Walkowiak, Taija – NP Dodge Real Estate Sales Inc – 35Dodge

## AFFILIATE CANDIDATES

Bost, Alan – Premier Bank  
Coleman, Kelly – Mustang Electric Inc  
Dietze, Chris – ARID Resources Inc  
Eads, June – AmeriSpec Home Inspection Serv  
Elrod, Tristen – Larabee School of Real Estate and Insurance  
Hall, Ralph – ADT  
Harrison, John – Harrison Home Inspection LLC  
Jameson, Jonathan – Five Points Bank  
Kirchmann, Kraig – Two Men And A Truck  
Marshbanks, Aaron – DuctMedic  
Odeh, Hadia – Universal Renovations  
O'Donnell, Denny – Wells Fargo Home Mortgage  
Olson, Steven – Five Points Bank  
Salerno, Pat – Dundee Mortgage Services  
Sponberg, Douglas – Ready-4-Hire  
Staack, Jacob – Rove Pest Control  
Tuma, Dana – Husker Pest & Termite  
Wendl, John – Credible Home Inspections  
Windfield, Sherry – Cricket Home Loans



## MEMBER TRANSFERS

Beck, Michelle From Celebrity Homes Inc To Prudential Ambassador Real Estate – California #101  
Bozaan, Steven From NP Dodge Real Estate Sales Inc – Papillion To Alliance Real Estate LLC  
Dennison, John From Sandi Downing Real Estate LLC To Boulevard Real Estate LLC  
Egan, Christopher From NP Dodge Real Estate Sales Inc – 129th Dodge To Prudential Ambassador Real Estate – California #101  
Egan, David From NP Dodge Real Estate Sales Inc – 129th Dodge To Prudential Ambassador Real Estate – California #101  
Granger, Troy From NP Dodge Real Estate Sales Inc – 129th Dodge To NP Dodge Real Estate Sales Inc – Lakeside  
Kelly, Eileen From CBSHOME Real Estate – 159 Dodge To Celebrity Homes Inc  
Merryweather, Jacqueline From CBSHOME Real Estate – W Dodge To DEEB Realty – 117th  
Mescher, Memory From CBSHOME Real Estate – CB To NP Dodge Real Estate Sales Inc – CB  
Petersen, Cassandra From Keller Williams Greater Omaha – Giles To NP Dodge Real Estate Sales Inc - Pierce  
Sadler, Loreen From RE/MAX Cornerstone Properties To NP Dodge Real Estate Sales Inc – Blair  
Schamp, Brian From NP Dodge Real Estate Sales Inc – Lakeside To RE/MAX Results  
Thibault, Laura From Celebrity Homes Inc To DEEB Realty – 117th  
Walkenhorst, Todd From CBSHOME Real Estate – Davenport To Celebrity Homes Inc

## REACTIVATED MEMBERS

Acker, Karen – CBSHOME Real Estate - Davenport  
Bojanski, Michael – Alliance Real Estate LLC  
Fink-Arney, Joan – DEEB Realty – 117th  
Gilreath, Rita – Keller Williams Greater Omaha - California  
Kovar, Natalie – Prudential Ambassador Real Estate – California #101  
Major, Thomas – Real Estate Associates Inc  
Zeleny, Kimberly – NP Dodge Real Estate Sales Inc – California #101

## RESIGNATIONS

Case, Mary – DEEB Realty – 117th  
Daniel, Robert – NP Dodge Real Estate Sales Inc – 129th Dodge  
Davis, Patricia – RE/MAX The Producers  
Deprez, Brian – NP Dodge Real Estate Sales Inc – 129th Dodge  
Goesser, Mark – Handyman Joes  
Hehn, Sarah – DEEB Realty – 117th  
Lindstrom, Sharon – Prudential Ambassador Real Estate – California #101  
O'Brien, William – CBSHOME Real Estate – 147th  
Passer, Maxine – Prudential Ambassador Real Estate – California #101  
Presley, Nicholas – DEEB Realty – 117th  
Thompson, Robert – Robert Thompson Real Estate  
Thompson, William – Robert Thompson Real Estate  
Wanninger, John – Handyman Joes  
Wedemeyer, David – Robert Thompson Real Estate  
Windhorst, Connie – Two Men And A Truck

## NEW REALTOR® COMPANY

Troy Hudgins Appraiser – 16770 Amberstone Wy, Parker, CO, 80134  
MLS Secondary Only Phone: 303-570-4077

## COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes.)  
Advanced Floor Care – 4515 S 139th St, Omaha, NE, 68137  
Bulldog Home Inspection Serv – 13626 Fowler Ave, Omaha, NE, 68116  
City Realty Solutions.com – Phone: 402-968-7777  
Rogert Realty Co – 8934 H St, Omaha, NE, 68127

## COMPANY NAME CHANGE

A Ason Okoruwa Broker – (formerly Bedrock Valuation & Consulting)

*Changed your home address or e-mail address?  
E-mail the change to DPeterson@OABR.com.*

## SEPTEMBER ORIENTATION

- **Tuesday, September 10, 8:30 a.m. to 4:00 p.m.**
- **Wednesday, September 11, 8:30 a.m. to 4:00 p.m.**
- **Thursday, September 12, 9:00 a.m. to 12:30 p.m.**

*Every new member attends an Orientation Program upon application for membership.*

## Thank you to all of the New Member Orientation coffee break sponsors...

### JULY 2013 SPONSORS

Cherie Casey – The Home Buyers Protection Co  
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## Action Required

Fellow REALTORS® — Please take time today to respond to this important Call for Action regarding the future of the real estate industry.

You and I both know the important role real estate plays in the economic growth of our nation. Right now, tax reform is underway on Capitol Hill and the Senate has already adopted a “Blank Slate” approach that initially eliminates every provision in the tax code, including those that encourage real estate ownership and investment, both residential and commercial.

All REALTORS® need to respond today and stand united that tax reform should “Do No Harm” and encourage Congress to retain tax provisions vital to real estate.

Please respond to the earlier email sent from the REALTOR® Action Center, or go to:  
<https://REALTORparty.REALTORactioncenter.com>.

The process is simple and your voice counts more than you may think.

Thank you.

David Matney  
Omaha Area Board of REALTORS®  
2013 President

## Personals

**CONDOLENCES** to the family of Patricia Ann Nelson of Weichert REALTORS® River Cities who recently passed away.

**CONDOLENCES** to the family of Paula Kramer of NP Dodge Real Estate Sales, Inc. who recently passed away.

**CONDOLENCES** to Gary and JaNell Stoneburg of GBS Homes and RE/MAX The Producers on the death of Gary's mother.

### SEND US YOUR NEWS!

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## Social Media

Affiliated licensees who advertise real estate using social media, such as their own Facebook page or Twitter accounts, need to remember that the basic rules of advertising still apply. Advertising must include the name the designated broker does business under, can only be done with the approval of the designated broker, and, of course, must not contain any substantial misrepresentations.

*Reprinted from NREC Commission Comment*

# Q&A

## ASK THE HOME INSPECTOR!

By Patrick Casey, President  
The Home Buyers Protection Company  
Home & Building Inspections • Radon & Mold Testing



The following article is intended to provide pertinent home and building inspection information to the readers. Your input is welcome by emailing your questions to [pat@hbponline.com](mailto:pat@hbponline.com).

**Question:** Spring is here. As new homeowners, we are wondering if our home has incurred any wear or damage over the Winter. What do you recommend that we inspect?

**Answer:** You are wise to be concerned about possible damage to your home. A home's exterior tends to be neglected over the Winter, and Spring is a good time to inspect it. Water is a home's worst enemy, especially to its exterior. I recommend you inspect the following:

- Roof—Have your roof inspected for any loose/missing/damaged shingles
- Gutters—Clean the gutters and downspouts, make sure they are secured to the house, and make sure there are adequate downspout extensions in place to ensure proper water runoff away from the home.
- Exterior Wood—Inspect the wood on the windows, doors and trim. Replace any damaged wood, and paint and caulk as needed
- Siding—Typical composition board siding or wood siding requires paint approximately every 5 to 7 years. Check your siding for any loose or damaged areas and check the condition of the paint and caulking.
- Grading—The yard along the foundation should slope away from the home. Ideally, a 1”/foot slope for a minimum of 4 feet is recommended. Proper grading helps protect your foundation and helps prevent water seepage in the basement.

Go to our website at [www.hbponline.com](http://www.hbponline.com) for more information, see our specials and order an inspection online.



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4. If you already have an account with SupraWEB and do not remember your USER ID, you will need to call Technical Support 402-619-5566 (Hours: 7 a.m. - 9 p.m. seven days a week) to obtain your User ID and you will then be able to reset your password.

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KIM Administration [ Log Out ]

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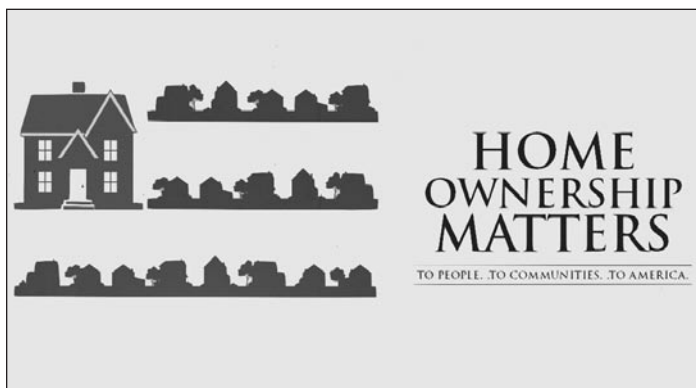
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**Dashboard Date Range:** 3/17/2012 to 4/16/2012 [Change](#)

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DateTime	ListingID	Address	ShowingAgent	Actions
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## Important Story:

# NAR Directors give REALTOR.com Flexibility

Although the REALTOR.com domain is owned by NAR, the site is operated by San Jose, Calif., based Move Inc. under an operating agreement between two subsidiary companies: NAR's REALTORS® Information Network (RIN) and RealSelect, a subsidiary of Move.

In a vote on July 24, the NAR Board of Directors approved recommendations that will help REALTOR.com compete head-to-head with third-party listing aggregators on building a comprehensive site, including more unlisted new homes and rentals.

Over the last several years, third-party sites such as Zillow and Trulia have drawn heavy attention from a wider range of consumers — from the merely curious to current homeowners looking to case their neighborhood for recent sold properties. As a result of today's vote, the RIN board approved amending the operating agreement with RealSelect in three fundamental ways:

1. Amending the restriction that says Move may display only listings that have been sourced from REALTOR®-owned and controlled MLSs or from REALTORS®. Under the revised agreement, Move will be able to obtain listings from entities that are not REALTOR®-owned and controlled and from brokers who are not REALTORS®.
2. Amending the restriction on unlisted properties. The revised agreement will allow the display of unlisted new homes and new home communities and will allow the display of unlisted properties that are for rent. Individual consumer FSBOs remain precluded from the site.
3. Amending the requirement for listing broker's consent for the foreclosure status of a listing to be displayed. Under the revised agreement, unless the listing broker objects, Move/RealSelect will have the ability to identify:
  - Properties where notice of default has been recorded
  - Auctions of distressed properties
  - Short sales
  - Foreclosures
  - Bank-owned properties

The 673-member NAR board represents the nation's 1 million REALTORS® and more than 600 attended the July 24 meeting in Chicago — the first special meeting of the board since 1996, when the original operating agreement was executed between RIN and RealSelect.

Since May, when the special meeting was announced, people have been speculating about what changes might be in the offing. Because Move is a publicly traded company, however, NAR maintained silence about the proposed changes until today, providing board members with only general meeting information in advance and requiring that they check their smartphones at the door to avoid having the proposal broadcast and debated via social media before the vote. Security guards were posted outside the closed-door meeting to prevent journalists from entering.

For directors who weren't at the 1996 gathering, NAR CEO Dale Stinton opened the meeting with a "walk down memory lane," juxtaposing NAR's 20-year history with what was happening in the world and in technology. At the outset of the Internet era, he said, there was great uncertainty about whether REALTORS® would maintain their roles at the center of the transaction.

At the meeting, directors had a chance to see the danger of a scenario where the REALTOR® role is diminished. Curt Beardsley, vice president of business development for REALTOR.com, showed practices that demonstrate Zillow's attitude toward the industry. The site, he said, leaves the real estate practitioner out of its advertising; puts inaccurate Zestimates next to list prices; encourages consumers to sell without an agent; posts inaccurate, out-of-date information; and buries basic listings behind pages of "featured" (paid) listings.

Brian Boero of 1000 Watt Consulting then took the stage to talk about the meaning of brand and the value of the REALTOR® brand, recently valued at \$4.5 million, according to NAR CEO Dale Stinton. In the world of technology, Boero said, "you can innovate or be innovated on, and 17 years ago, when you started REALTOR.com, you chose to innovate. And because you chose to innovate, you set the standard for how listing sites operate in the United States. In the U.S., brokers do not pay to display listings on aggregator sites; the rest of the world is "pay to list."

"And REALTOR.com is more than a technology partner," Boero said. "It is a brand partner. It is an instrument of the REALTOR® brand, generating 450 million brand impressions every month through its web site, mobile apps, and social media. Brand equals meaning, and real estate today equals REALTORS®. It's in consumers' minds."

Before the proposal was put before the board, Errol Samuelson, REALTOR.com President and Chief Strategy Officer took the stage to show how REALTOR.com is incorporating the brand into its listings, mobile apps, and advertising, and he shared some of the innovation that's underway. He said REALTOR.com is preferred by consumers in the home sales space two times more than Zillow and 28 times more than Trulia, but the site is facing an eroding share of Internet traffic, particularly in markets where there are many non-REALTOR® practitioners.

"REALTORS® have invested a lot of time and millions of dollars in building information technology to give consumers online access to real estate information, and we know that consumer demand for all things 'home' has never been greater," said NAR President Gary Thomas. "We want REALTOR.com to have the resources and flexibility it needs to give consumers what they want while ensuring that today's buyers and sellers can continue to rely on REALTORS® for the most accurate, credible market data. We think the proposed changes achieve both goals."



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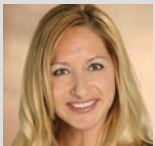
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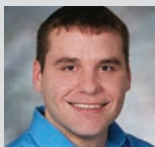
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# Continuing Education

- **Appraisal Institute**

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- **Larabee School of Real Estate**

www.LarabeeSchool.com 402-436-3308

Aug 27 Agency Gems - Getting  
0656R to Know You, Like You & Trust You  
(3 hrs) 8:30 a.m. - 11:30 a.m.

Aug 27 "The Survey Says...Taking Care of  
0613 Today's Buyer and Seller  
(3 hrs) 1:00 p.m. - 4:00 p.m.

Aug 28 "100 Years and Counting...  
0497R The Code of Ethics"  
(3 hrs) 8:30 a.m. - 11:30 a.m.

Aug 28 "Understanding Buyer's Agency"  
0233R (3 hrs) 1:00 p.m. - 4:00 p.m.

- **Moore Appraisal Ed., LLC**

www.MooreEducation.com 402-770-8605

- **Nebraska REALTORS® Association**

www.NebraskaREALTORS.com 402-323-6500

- **Randall School of Real Estate**

www.RandallSchool.com 402-333-3004

Aug 13 Home Inspection  
0280 / C21121 (3 hrs) 8:30 a.m. - 11:30 a.m.

Aug 13 Measure That Home  
0681 (3 hrs) 1:00 p.m. - 4:00 p.m.

Aug 14 Contract Law  
0093R (3 hrs) 8:30 a.m. - 11:30 a.m.

Aug 14 Lead, Asbestos, Mold  
0314R / C2640R (3 hrs) 1:00 p.m. - 4:00 p.m.

Aug 15 Understanding New Construction  
0120 / C0120 (3 hrs) 8:30 a.m. - 11:30 a.m.

Aug 15 Real Estate Auctions  
0186 (3 hrs) 1:00 p.m. - 4:00 p.m.

- **Real Estate Resource Institute (Paul Vojchehoske)**

www.mrrealestatece.com 402-660-0395

- **REEsults Coaching (Mark T. Wehner)**

www.REEsultsCoaching.com 402-676-0101

Aug 15 Mold... A Growing Issue  
0517R (3 hrs) 8:30 a.m. - 11:45 a.m.

Aug 19 Ethics Training  
0497R (3 hrs) 1:00 p.m. - 4:15 p.m.

Aug 29 Understanding Foreclosures  
0622 and Short Sales  
(3 hrs) 8:30 a.m. - 11:45 a.m.

- **R. F. Morrissey & Associates** 402-933-9033




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## Know the Code

### Standard of Practice 3-8

REALTORS® shall not misrepresent the availability of access to show or inspect a listed property. (Amended 11/87)

To download the Code of Ethics and Standards of Practice, go to:  
[www.Code.OmahaREALTORS.com](http://www.Code.OmahaREALTORS.com).



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## The Standards Behind Home Inspections

**By Steve Vacha**  
*Home Standards Inspection Services*

What are the standards that home inspections are based on? Why are some things reported and other items not? Good questions. The vast majority of home inspectors follow the standards established by the American Society of Home Inspectors. ASHI is North America's oldest and most respected professional society of home inspectors.

Without this professional organization inspectors would be coming at inspections from all over the place. Inspectors would be calling out what they know well and be lenient on things they know little of. With the training and education members receive from ASHI, home inspectors around the country

have a standard of practice to follow.

There are still some who come into this industry from the left field and try to 'invent the wheel' on their own, so to speak. My sister and her husband in Colorado had a home inspection completed recently. The inspector was in her 15 year old 2400 sq ft. home for almost 8 hours completing his inspection. His report detailed almost every aspect of her home, including the scuff marks on her interior paint, small cracks in the exterior paint. A rear door bell that did not work was marked a major concern. The report went on and on.

The sale fell through and my sister and her husband were very upset. The agents involved tried to save the sale but were unable.



When looking for a home inspector, verify that they are a member of ASHI. Ask if they are an ASHI Certified Inspector or in the process of becoming one. If the inspector is certified, you can be assured they have completed at least 250 fee paid inspections. In addition, certified inspectors have passed an extensive professional exam verifying their basic knowledge of home construction.

The Standard and Practice and Code of Ethics we ASHI members follow can be found at the ASHI website: [www.homeinspector.org/standards/](http://www.homeinspector.org/standards/)



Phone (402) 392-2020

[www.HomeInspectorOmaha.com](http://www.HomeInspectorOmaha.com)

Twitter.com/HouseInspecting • Facebook.com/HomeStandards

**Steve Vacha**  
President





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**Wednesday, November 6, 2013**

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## MOBAupdate

## Metro Omaha Builders Association

### MOBA's to Focus on Training for Building Industry Professionals

MOBA has arranged the first of a series of training classes for industry professionals. Information is the key to success in any industry and those in our building community will be sure to find value in every session.

#### 8/28/2013 - Building Science Training

A 4 hour Building Science Training program will be held at MOBA's Lower LEvel Conference Room on August 28th. It will cover building envelope performance and materials and specifications, code level and above code level applications, and new construction and renovation of existing building applications.

**9/4/2013 - "The Basics of Green Building for Real Estate"** class for appraisers.

**9/18/2013 - Energy Conservation** for residential home builders with a focus on air barrier, blower door testing, etc.

More classes are currently being coordinated. So be sure to check out [www.MOBA.com](http://www.MOBA.com) for more information on how to register for these classes.

## MOBAcalendar

### August

- 13** Board of Directors Meeting Noon at MOBA
- 16** Women's Council Luncheon
- 27** **Street of Dreams Kick-Off Party at Anthony's from 5:00pm - 7:00pm**
- 28** Builder Science Training at MOBA 1:00pm.

[www.MOBA.com](http://www.MOBA.com)

for event updates and more info.

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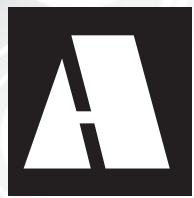
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# Word Search! Win A \$50 Gift Certificate

Circle the words in the left-hand column. OABR members locating all the words will be entered into a drawing, then one lucky winner will receive a \$50 gift certificate to Focus Printing. Send your answers by August 15, to Donna Shipley at DShipley@OABR.com, 402-619-5559 (fax), or mail to 11830 Nicholas St., Omaha, NE 68154. The winner will be published in the September FOCUS.

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CRISP  
EQUINOX  
FOLIAGE  
FOOTBALL  
GOURD  
HARVEST  
HAY  
HAYRIDE  
LEAVES  
MIGRATION  
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SCARECROW  
SCENIC  
SEASON  
SQUIRREL  
SWEATER

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W	Y	J	J	N	L	S	E	Q	G	R	L	Y	J	M	Q	C	X	F	B	Y	I	D	E	T	E	L	P	P	A
C	R	I	S	P	R	G	C	Q	M	Y	M	A	B	R	G	W	Q	A	L	T	W	S	Q	H	I	J	T	L	S
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**Larry Saxton**  
of Saxton Appraisals  
winner of the July Word Search.



# Thanks to these Realtors for selling a Charleston Home through June 2013!

Robert Cunningham	Buyers Choice	Jessica Sawyer	Deeb Realty (2)
Paul Barnett	CBSHOME	Steve Acamo	NP Dodge
Lesa Blythe	CBSHOME	Chris Egan	NP Dodge
Jeff Chu	CBSHOME (2)	Kirsten Kirwan	NP Dodge (2)
Rachael Craig	CBSHOME	Kori Krause	NP Dodge
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Ron Favara	CBSHOME	Kelli Mickeliunas	NP Dodge
Bryan Fraser	CBSHOME	Steve Minino	NP Dodge
Greg Haer	CBSHOME	Robin Phillips	NP Dodge
Aubrey Hess	CBSHOME	Mark Renner	NP Dodge
Liz Kelly	CBSHOME	Gene Riehart	NP Dodge
Staci Mueller	CBSHOME	Lyndel Spurgeon	NP Dodge
Johnathan O'Gorman	CBSHOME	Becky Tindall	NP Dodge
Angie Podoll	CBSHOME	Randy Homes	Petersen Bros
Shelly Ragan	CBSHOME	Chris Johnson	Prudential
Teri Schrieber	CBSHOME	Sheila Kusmierski	Prudential
Leanne Sotak	CBSHOME	Shellie Nelson	Prudential
Julie Tartaglia	CBSHOME	Kit Pflaum	Prudential
Susan Vaccaro	CBSHOME	Emily Wilson	Prudential
Joni Vittetoe	CBSHOME	Hayli Kenzy	Real Estate Associates
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