

OMAHA AREA BOARD OF REALTORS®



FOCUS

Omaha Area Board of REALTORS®

www.OmahaREALTORS.com

September 2013

UPCOMING EVENTS

MLS Users Group

Wed, Sep 4 at 10:00 a.m.

Education Forum

Thu, Sep 5 at 10:00 a.m.

YPN Advisory Board

Thu, Sep 5 at 2:00 p.m.

New Member Orientation

Tue, Sep 10 from 8:30 a.m. - 4:00 p.m.

Wed, Sep 11 from 8:30 a.m. - 4:00 p.m.

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

Affiliate Council

Tue, Sep 10 from 9:00 a.m. - 1:30 p.m.

Social Events Forum

Wed, Sep 11 at 10:00 a.m.

Putt Putt Golf Tournament

Wed, Sep 11 at 3:00 p.m. at Pacific Springs Golf Course

Inaugural

Thu, Sep 12 at 6:00 p.m. at Millard Plaza Ballroom

Nebraska Fall Meetings 2013

Mon, Sep 16 to Wed, Sep 18 at Embassy Suites, Lincoln, NE

Diversity Committee

Tue, Sep 17 at 11:00 a.m.

YPN Social at Bushwackers

Thu, Sep 18 at 7:00 p.m. at 7401 Main St., Ralston, NE

WCR Executive Meeting

Thu, Sep 19 from 9:00 a.m. - 10:00 a.m.

GPRMLS Executive Committee

Mon, Sep 23 at 4:00 p.m.

GPRMLS Board of Directors

Tue, Sep 24 at 10:15 a.m.

OABR Executive Committee

Wed, Sep 25 at 9:30 a.m.

OABR Board of Directors

Wed, Sep 25 at 10:15 a.m.

Nebraska Real Estate Commission Meeting

Fri, Sep 27 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

New Member Orientation

Tue, Oct 1 from 8:30 a.m. - 4:00 p.m.

Wed, Oct 2 from 8:30 a.m. - 4:00 p.m.

Thu, Oct 3 from 8:30 a.m. - 12:30 p.m.

Affiliate Council

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

MLS Users Group

Wed, Oct 2 at 10:00 a.m.

Education Forum

Thu, Oct 3 at 10:00 a.m.

McKenna's Blues Night

Thu, Oct 3 from 5:00 p.m. - 8:00 p.m. at 7425 Pacific St.



Nebraska Secretary of State and Chairman of the Nebraska Real Estate Commission, John Gale addresses the August Governmental Affairs Committee meeting speaking on the responsibilities of his office and issues relevant to the real estate industry.

Contact Donna Shipley (DShipley@OABR.com or 402-619-5551) if you would like to be involved in the activities of the REALTOR® organization.



*Everyone is welcome
to attend the*

128th Annual Inaugural of the Omaha Area Board of REALTORS®

to be held at

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

on

Thursday, September 12, 2013

5:30 p.m. Cocktails and Hors d'oeuvres

7:00 p.m. Installation

2014 President Deda Myhre
*and the officers and directors of the
Omaha Area Board of REALTORS®
and Great Plains REALTORS®
Multiple Listing Service*

Registration details on page 5

NEBRASKA REALTORS® ASSOCIATION

FALL MEETINGS

All REALTORS® are welcome!

September 16-18, 2013

**Embassy Suites Hotel
1040 P Street, Lincoln NE**

- Committee Meetings
- Special Broker Session
- Membership Luncheon
- Educational C.E. Opportunities
- Social / Hospitality Event
- Inaugural Gala
(Matt Meister, 2014 NRA President)

To register go to:
www.NebraskaREALTORS.com



Omaha Area Board of REALTORS®
 11830 Nicholas Street
 Omaha, NE 68154
 402-619-5555 tel
 402-619-5559 fax
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
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 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

Chief Executive Officer
 Doug Rorthaus
 Programs Director
 Donna Shipley
 Governmental Affairs Director
 Joni Craighead-Hoback
 Membership & Accounting Manager
 Debbie Peterson
 Systems Administrator
 Lisa Welch
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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

Here it is September and a new year for the Omaha Area Board of REALTORS®. 2013 has been a whirlwind year in real estate and the Omaha market appears to be on course for a very productive 2014.

As we begin a new fiscal year, let me first say thank you to David Matney for his responsible leadership this past year and to our other dedicated volunteer-members who donate their effort to serve as directors, committee chairs and committee members making certain the organization is supporting you and functioning to the best of its ability.

A quote from Moliere is taped to my computer that is well worth pondering: "It is not only what we do, but also what we do not do, for which we are accountable."

With that in mind, please consider volunteering some of your time. There are many opportunities including some amazing committees that are accomplishing great things for the benefit of all. Contact myself or the Board Office today and become involved in the development and continued success of the REALTOR® organization. The support and camaraderie of our collective REALTOR® and Affiliate family is what makes our association network so strong.

My wish this fall is that you find enjoyment and success in your part of the real estate process. Allow yourself time to enjoy family and friends, develop lasting relationships with clients and other REALTORS® alike, and continue to grow your business. Thank you for volunteering and I hope the end of the calendar year ignites your new year with great success.

Best regards,

Deda Myhre



Deda Myhre
 2014 President

Special Events

- **Putt Putt Golf Tournament**
 Wednesday, September 11 at 3:00 p.m. at Pacific Springs Golf Course
- **Inaugural**
 Thursday, September 12 at 6:00 p.m. at Millard Plaza Ballroom
- **Nebraska Fall Meetings 2013**
 Monday, September 16 to Wednesday, September 18
 at Embassy Suites - Lincoln, NE
- **YPN Social at Bushwackers**
 Wednesday, September 18 at 7:00 p.m. at 7401 Main St., Ralston, NE
- **McKenna's Blues Night**
 Thursday, October 3 from 5:00 p.m. - 8:00 p.m. at 7425 Pacific St.

Social Events Forum Annual Picnic

It was a beautiful day on August 7, for the 14th Annual OABR Picnic. Members had an opportunity to visit with Affiliate sponsors presenting their business under the big tent, and enjoyed a scrumptious barbeque meal from Swine Dining. At the end of the day, over 200 members, including some new faces, attended the annual event and were treated to nearly perfect weather.



**SOCIAL
EVENTS**
Omaha Area Board of REALTORS®

Annual Picnic Gas Card Winners



A Special "Thank You" to the Social Events Forum for donating their time making the OABR Annual Picnic a 'GREAT' event, and to the Affiliate Council for their generosity and time!

Please take a moment and thank the business who donated gas cards.



Lori Bonnstetter — Another exciting day on the job.

Five \$100 Gas Card Winners (sponsored by the Social Events Forum)

- Jenn Haeg
- Jim O'Neal
- Jerry Ahlvers
- Jane Voorhies
- Matt Hover



Russ Craig and Sue Henson enjoying the spectacular weather at the annual picnic.

Winners of \$50 Gas Cards

- **John Seigel** sponsored by Affiliate Council
- **Cheryl Bowles** sponsored by Pat & Cherie Casey, The Home Buyers Protection Co.
- **Hanna DeBruin** sponsored by Brenda Stuart, ServiceOne Inc.
- **Paul Richard** sponsored by Lori Bonnstetter, 2-10 Home Buyers Warranty
- **Ken Kovar** sponsored by Laura Longo, PK Kopun & Heidi Weeks, Centris Federal Credit Union
- **Mark Leaders** sponsored by Sue Mohr, SAC Federal Credit Union
- **Jeff Grover** sponsored by Mary Sladek, Farmers Insurance Group
- **Megan Bengston** sponsored by Lisa Marie Bullerman, Staging & Design by Lisa Marie
- **Ed Post** sponsored by Jim Holmes, FOCUS Printing
- **Peg Maloney** sponsored by Liz Cooley & Lisa Conover, Rearranged for Change
- **Joe Keenan** sponsored by Jody Smythe, Security 1 Lending
- **Aimee Freeman** sponsored by Regi Powell, Farmers Insurance Powell Insurance
- **Denny Smith** sponsored by June Eads, AmeriSpec Home Inspection Service
- **Jessica Sawyer** sponsored by Stephanie Reinhardt & Stacy Thorne, Franklin American Mortgage
- **Steve Knutson** sponsored by Kayci Parker, Metro 1st Mortgage
- **Jill Bobenhouse Tesar** sponsored by Debbie Kalina, Radon Pros Technologies LLC
- **Vicki Kovar** sponsored by Mary Gorup, Integrity Termite
- **Justin Lorimer** sponsored by John Ponec, Security National Bank
- **Angela Helfrick** sponsored by Carlene Zabawa & Brenda Carlson, Pulaski Bank Home Lending
- **Matt Shipp** sponsored by OABR YPN (Young Professionals Network)
- **Sue Campbell** sponsored by Winter Coat & Clothing Drive, Social Events Forum

Thank you to all the Affiliate members sponsoring the gas card giveaways.



Robert Wiebusch and John Seigel talking shop.



Keller Williams sporting their 'Red' as they get off Ollie the Trolley.



Brenda Stuart, Jeff Churchill and Kim Church are ready ... bring on the REALTORS®.

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

Omaha Area Board of REALTORS® • Attn: Donna Shipley • 11830 Nicholas St., Omaha, NE 68154
Fax: 402-619-5559 • Email: DShipley@OABR.com • 402-619-5551



Submitted By: Julie Sherman
United Distributors, Inc.



Understanding Household Water Quality Problems and Causes



HARD WATER

Hard water is very common throughout most of Nebraska. It's a result of dissolved minerals specifically calcium and magnesium. Water is a universal solvent and it picks up impurities easily. As water moves through soil and rock, it dissolves very small amounts of minerals and holds them in solution. Hard water is not a health risk, but a nuisance because of the mineral buildup on faucet fixtures, shower doors, bathtubs and other appliances and has a poor soap and or detergent performance.



WHITE SCALE

White scale is a very visible symptom of hard water. The higher the concentration of hardness in your water, the more white scale you will notice on the ends of faucets and other fixtures. This scale is not easily cleaned with water and requires more aggressive cleaning chemicals to clean off your fixtures. Scale will also develop in appliances, pipes and in your water heater, possibly decreasing the life of these costly appliances and plumbing fixtures.



CHLORINE VS CHLORAMINES IN DRINKING WATER

Chlorine has been used to control water-borne bacterial contamination. Chloramines are produced by adding chlorine with ammonia which has shown to reduce by-products such as TTHM or Trihalomethanes. Because chloramines don't break down as readily, they provide more potential accumulation risk and thus may be more toxic and can shift from one molecule type to another. Aquarium fish will typically die in chloramine water and a .3 ppm content will kill most fish.

Continued on Page 7

What you don't know about radon can hurt you. And your clients.

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**ROTTEN EGG SMELL**

Rotten egg smell in water is often caused by the presence of hydrogen sulfide gas in the water. Hydrogen sulfide gas is naturally occurring; however, when present, it can cause very objectionable smells and can even cause damage to copper pipes and other metal fixtures due to the corrosive nature of hydrogen sulfide. A special test is required to confirm the presence of hydrogen sulfide. If it is present in your water, one of our 3M Iron Reduction Filtration Systems might be a good solution.

**NITRATES & NITRITES**

The most common use of nitrates is a fertilizer which can eventually leach into groundwater. Once taken into the body, nitrates are converted to nitrites. The EPA regulates nitrate in drinking water to protect public health. High nitrate levels can cause methemoglobinemia or blue baby syndrome a condition found especially in infants under six months and pregnant women which slows down the flow of oxygen in the blood.

MEMBERSHIP STATISTICS**OABR**

	July 2013	July 2012
Designated REALTOR®	208	214
Des. REALTOR® Secondary	0	1
REALTOR®	2010	1942
REALTOR®-Secondary	5	2
TOTAL	2223	2159

Institute Affiliate	73	74
Affiliate	263	213
Other	5	6
TOTAL	2564	2452

	July 2013	YTD
New REALTOR® Members	23	224
Reinstated REALTOR® Members	6	56
Resignations	23	94

GPRMLS

	July 2013	July 2012
Participants (Primary)	197	209
Participants (Secondary)	56	58
Subscribers (Primary)	2002	1922
Subscribers (Secondary)	175	176
Exempt	32	35
TOTAL	2462	2400

**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 AUGUST 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
 Michael Berry – Mutual 1st Federal Credit Union
 Patrick Bonnett – First State Bank
 Lori Bonnstetter – 2-10 Home Buyers Warranty
 Lisa Bullerman – Staging Design by Lisa Marie
 Cherie Casey – The Home Buyer Protection Co
 June Eads – AmeriSpec Home Inspection Serv
 Andrew Kalina – Radon Pros LLC
 Debbie Kalina – Radon Pros LLC
 PK Kopun – Centris Federal Credit Union
 Marty McGuire – Farm Bureau Financial Services
 Walter Ohlson – RE/MAX of Nebraska
 Lisa Powell – Farmers Insurance Powell Insurance
 Brent Rasmussen – Mortgage Specialists Inc
 Darrin Richardson – Heavy D's Hauling & Removal
 Ruth Smith – Norm's Door Service
 Jody Smythe – Security 1 Lending
 Matt Thiel – DRI Title & Escrow
 Stacy Thorne – Franklin American Mortgage Co
 John Wendl – Credible Home Inspections
 Carlene Zabawa – Pulaski Bank & Lending

www.OABRaffiliates.com.

UPCOMING MEETINGS:

- **Tuesday, September 10, 9:00 a.m.**
- **Tuesday, October 1, 9:00 a.m.**
- **Tuesday, November 5, 9:00 a.m.**

All Affiliate members are welcome to attend.



Join the 2013 RPAC Challenge!

PRESIDENT'S CLUB (\$4,000)

Kammandel, Jr., Henry
Leisey, Vince

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

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

Alloway, Andy
Faubion, Ernest
Jennings, Karen
Matney, David
Riedmann, Michael

GOVERNOR'S CLUB (\$500+)

Craighead-Hoback, Joni
Dodge, Nate
Dodge, Sandy
Leaders, Mark
Myhre, Deda
Ritter, Lisa
Rotthaus, Doug

DOLLAR A DAY (\$365)

CAPITOL CLUB (\$250+)

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

SENATOR'S CLUB (\$150+)

Adams, Kathryn
Bengtson, Megan
Clark, Susan
Coenen, Denise
Contreras, Veronica
Dennhardt, Teresa
Evans, Donald
Forehead, Cindy
Hayton, Linda
Krenk, Lindsey
Lang, Monica
Morrissey, Roger
Poppen, Denise
Stoneburg, Gary
Turner, Missy
Watson, Roxanna
Wiebusch, Robert

99 CLUB (\$99+)

Ahlvers, Hedy
Ahlvers, Jerry
Archer, Crystal
Bane, Barbara
Barrett, John
Black, William
Blackmon, Michael
Bray, Denise
Briley, Adam
Burford, Judith
Burkle, Ronald
Craig, Russell
Dostal, Stephen
Hoback, Richard
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
Ritter, Dennis
Savery, Mindy
Stoneburg, JaNell
Sullivan, Williams

Taylor, Mark
TenEyck, Dixie
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
Douglass, Jill
Dreesen, Megan
Eastman, Billi
Ernst, Mary
Evans, Dale
Falcone, Shawn
Fendrick, Kim
Fries, Karen
Gage, Gregory
Gage, Peter
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, Marlyn
Wilson, Brian
Wirges, Richard
Wohlers, Terri
Wylie, Danise
Zach, Margaret

SUPPORTER DONORS (\$40+)

Thank You to the 680
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

\$63,933

8-27-13

*Thank
You!*

A complete list of 2013 RPAC contributors is located at: www.RPAC.OmahaREALTORS.com

Bowl 3 strikes in a row,
your name is entered
in a drawing to win a
FREE TURKEY!



Register Early
before lanes fill up!
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presents

Turkey Shoot Bowling and Toys for Tots



Wednesday, Nov. 6

Check-in 11:00 a.m. and Lunch 11:30 a.m.

Bowling at Noon

Sempeck's Bowling

20902 Cumberland Dr., Elkhorn, NE

\$25/Person or \$200/Team of Eight
(Includes Bowling & Italian Buffet)

\$12.50 Spectator Lunch Only

Includes 2 Games with Shoes



Awards & Networking following Bowling with Chips & Salsa

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Team of Eight — Bowling at: Sempeck's Bowling & Entertainment

Name_____	Company_____
Name_____	Company_____
Name_____	Company_____
Name_____	Company_____
Name_____	Company_____
Name_____	Company_____
Name_____	Company_____
Name_____	Company_____

Team Captain's Email:_____ Phone_____

[] Spectator Lunch Only \$12.50

[] Check payable to: OABR Affiliates, 11830 Nicholas St, Omaha, NE 68154, Attn: Debbie

[] Credit Card — VISA MC DISC AmX _____ - _____ - _____ Exp. _____ CVV _____

Billing Address _____ City _____ State _____ ZIP _____

Signature _____ Date _____

Thank You Sharon Rich!

As leadership changes take place this month, we want to recognize Sharon Rich of NP Dodge Real Estate for her contributions to the Education Forum. Sharon has served as Chair of the forum since 1999, and in that time the group has developed into an anchor of the REALTORS® mission.

"The Education Forum has evolved over time to exhibit true signs of value, coming up with top-notch ideas...from a great group of people that have fun together," said Eileen Schultz, Prudential Ambassador. Eileen has served alongside Sharon as Vice-Chair for 14 years.

Eileen said that Sharon's leadership was key to the growth of the forum. Trudy Meyer of CBSHOME Real Estate said that, with Sharon's leadership, the number of KIP sessions increased from just two or four a year to one nearly every month. Trudy will be stepping in as the new Chair of the Education Forum for the 2014 year.

"Sharon encouraged members of the committee to brain storm, attract members, and meet in a productive environment," said Eileen. "She was a great leader. She kept the group on task, and encouraged contribution."

In addition to her role as Chair of the Education Forum, Sharon also plays a major part in new member orientation. She has booked the speakers since 1997 and "keeps it going smoothly," said Donna Shipley, the Programs Director at OABR. Donna also described her

as "outgoing and would do anything for anybody."

It is no surprise that Sharon Rich was REALTOR® of the Year in 2012, and won the Outstanding Service Award in 1998. She has been a loyal member since 1990, and has been a member of the Education Forum for nearly the entire time. Sharon has also served on the Board of Directors for two three-year terms.

"Sharon is a reliable and faithful member of OABR who exemplifies what a good person stands for," said Trudy. "I hope to continue the good work she has encouraged on the education committee."

Trudy said the committee plans to function in much the same way, with monthly meetings devoted to coordinating effective education through the KIP program. There are also plans to have a national-level speaker in January.

Sharon's contribution to the Education Forum and the OABR organization is immeasurable, and a testament to her character. OABR appreciates her dedication.

"I enjoyed working with Sharon immensely," said Eileen. "She is a genuinely nice person."



Sharon Rich, shown here receiving the 2012 OABR REALTOR®-of-the-Year Award from 2011 recipient Shawn Maloy at the Annual Inaugural event held last year.



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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 4th Annual OABR Coat & Winter Clothing Drive... for ALL Ages!!!

Participating Real Estate & Affiliate Offices will be a Drop off Location.
(Try Bringing a donation bag to your Listings, Inspections, Cleanings, Staging... Think outside the... Box/Bag!)

Drop off dates October 7-8, 2013 at OABR Office



Pipe Types

By Jon Vacha

Home Standards Inspection Services

The word "plumbing" derives from the Latin word for lead. During much of modern human history, lead was used for water piping due to its malleability. The Romans used lead piping for their aqueducts and bath houses. Lead plumbing lines were used frequently up until the early 20th century. The discovered health risks associated with lead put a stop its use in plumbing. The use of wooden piping was actually a common practice in cities such as Boston during

the 1800's. Today copper and plastic water lines are most commonly used.

Knowing the basics when it comes to different piping materials can be helpful when discussing the strengths and weaknesses of a house's plumbing.

Copper is a popular material for supply lines. Unfortunately, it is also popular among thieves due to its rising price and ease of recyclability. The current installation rate of copper piping exceeds 1 billion feet per year. Copper piping has a high resistance to corrosion and is relatively easy to work with. Galvanized iron or steel piping is very common to find in any house built before 1960. Over time the interior of a galvanized pipe will



rust and the pipe will become smaller and smaller, restricting water flow and pressure. A less costly type of supply pipe used in new construction these days is Chlorinated Polyvinyl Chloride piping. CPVC is energy efficient due to its thermal insulation properties, which help keep hot water hot and help reduce condensation.

To send the used water to the sewer from all the sinks, tubs and toilets we need drain lines. Today PVC is king of the drain lines. It is durable, easy to work with and lasts for years. Past popular materials for drain lines included galvanized, cast iron, clay, and even copper.

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Supra LockBoxes Stand Tall Against Theft!

We have all heard about how tuff the key system is keeping the homeowners property safe. Few have had an opportunity to see a LockBox after a 'Criminal' has tried their best to get the key out of the LockBox. The Supra LockBoxes are tested against a number of elements including water, acid rain, sand/dust, and the common thief. The pictures here almost speak for themselves. If someone is going to break into a property, they are not doing it by getting the house keys from the LockBox.

The Supra BT iBox is designed with;

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- Stores last 100 accesses
- Can customize access hours for weekdays, Saturdays, Sundays
- Can only be opened by valid key



KIP — Mold Matters, Know When

Steve Hudson with IAQ and Environmental Consulting spoke to our members about understanding of how mold impacts the real estate transaction.

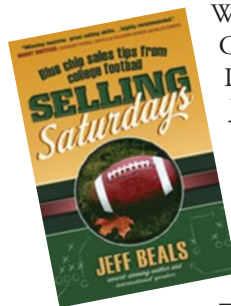


The next KIP session is "Selling Saturdays, What REALTORS®

Can Learn from

Legendary Coaches".

Jeff Beals, Vice President of Operations for World Group teaches sales and marketing lesson by examining the strategies and tactics used by famous football coaches. Register today!



Personals

CONDOLANCES to Joni Craighead-Hoback, OABR Governmental Affairs Director, and her family on the recent loss of her mother.



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Membership Report

July 2013

NEW REALTORS®

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

NEW AFFILIATES

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

REALTOR® CANDIDATES

Austin, Kimberly – Thomas E Stevens & Associates
Bartels, David – CENTURY 21 Century Real Estate
Begley, John – CBSHOME Real Estate – Davenport
Brooks, John – GTR Sales
Cornell, Ashley – DEEB Realty – 117th
Hartman, Douglas – NP Dodge Real Estate Sales Inc – 35Dodge
Horner, Justin – DVG Realty LLC
Hunter, Gregory – Prudential Ambassador Real Estate – California #101
Jackman, Kristine – Keller Williams Greater Omaha - California
Keil, Cynthia – RE/MAX Professionals
Melendez Sorto, Melvin – DEEB Realty – 117th
Mitchell, Jay – Prudential Ambassador Real Estate – California #101
Munz, Eric – Thomas E Stevens & Associates
Murphy, Nicholas – Keller Williams Greater Omaha – California
Nietfeldt, Rodney – CBSHOME Real Estate – 159 Dodge
Pourchez, Dallas – Keller Williams Greater Omaha – California
Tierney, Jaimie – Celebrity Homes Inc

AFFILIATE CANDIDATES

Berry, Michael – Mutual 1st Federal
Bonnert, Patrick – First State Bank
Hume, Rich – A & A Roofing
Kester, Kipp – Franklin American Mortgage Co
Leach, Leslie – Omaha Real Estate Cleaning LLC
Schulte, Brett – Professional Termite & Pest Control Inc

MEMBER TRANSFERS

Covemaker, Stephanie From NP Dodge Real Estate Sales Inc – Lakeside To NP Dodge Real Estate Sales Inc – 129th Dodge
Gomez, Justin From CBSHOME Real Estate – Bellevue To Hike Real Estate PC
Hodge, Tiffany From CBSHOME Real Estate – Davenport To Prudential Ambassador Real Estate – California #101
Mack, Kathryn From CBSHOME Real Estate – 147th To NP Dodge Real Estate Sales Inc – Pierce
McKinney, Matthew From CBSHOME Real Estate – Bellevue To Hike Real Estate PC
Moody, David From NP Dodge Real Estate Sales Inc – Lakeside To NP Dodge Real Estate Sales Inc – 129th Dodge
Pache, Diana From NP Dodge Real Estate Sales Inc – 129th Dodge To NP Dodge Real Estate Sales Inc – Lakeside
Schlickbernd, Rachyl From NP Dodge Real Estate Sales Inc To DVG Realty LLC
Sellin-Kurtz From CBSHOME Real Estate – Davenport To Prudential Ambassador Real Estate – California #101
Stoneburg, Gary From RE/MAX The Producers To GBS Homes
Stoneburg, Janell From RE/MAX The Producers To GBS Homes

Wehner Jacobsen, Kristen From NP Dodge Real Estate Sales Inc – Lakeside To NP Dodge Real Estate Sales – 129th Dodge
Wright, Shalonda From CBSHOME Real Estate – Davenport To NP Dodge Real Estate Sales Inc – 35Dodge

REACTIVATED MEMBERS

Adams, Daniel – NP Dodge Real Estate Sales Inc – 35Dodge
Cano, Eric – DEEB Realty – 117th
Gabelhaus, Kristin – DEEB Realty – 117th
Hansen, Michael – NP Dodge Real Estate Sales Inc – Pierce
Kavan, Kevin – RE/MAX Real Estate Group – Giles
Thompson, William – DEEB Realty – 117th

RESIGNATIONS

Berg, Rebecca – Alliance Real Estate LLC
Buschelman, Alvin – NP Dodge Real Estate Sales Inc – Pierce
Carper Nelson, Patricia – Weichert Realtors River Cities
Carroll, Janet – Keller Williams Greater Omaha – Giles
Estes, Patricia – Keller Williams Greater Omaha – California
Fadell, Summer – Prudential Ambassador Real Estate – California #101
Getsfred, Angela – Keller Williams Greater Omaha - California
Good, Don – Thrasher Basement Systems
Harr, Susan – CBSHOME Real Estate – Davenport
Harvey, Jeff – DEEB Realty – 117th
Hutchings, Joseph – CBSHOME Real Estate – 147th
Kempkes, Allen – NP Dodge Real Estate Sales Inc – Papillion
Larson, Robert – Professional Termite & Pest Control
Miller, Lisa – American Home Real Estate LLC
Miller, Susanne – JLI Investments LLC
Mitchell, Debra – Zoom Realty
Myhre, Chris – CBSHOME Real Estate – 147th
Schjodt, Kraig – Thrasher Basement Systems
Schuette, Linda – DEEB Realty – 117th
Spiegel, Shelly – Prudential Ambassador Real Estate – California #101
Tabor, Samuel – CBSHOME Real Estate - Davenport
Thiele, Julia – DEEB Realty – 117th

NEW REALTOR® COMPANY

GBS Homes – 21126 Arbor Ct, Elkhorn, NE, 68022
Phone: 402-689-6768 Fax: 402-763-9615
OABR/MLS Designated Realtor: Gary Stoneburg

NEW REALTOR® BRANCH OFFICE

Olson Pearson Auctions & Realty – 1310 E St, Tekamah, NE, 68061
Phone: 402-374-2110

COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes.)
Duct Medic – 5200 N 57th St Ste 2, Lincoln, NE, 68507
Farm Bureau Financial Services – 11218 Elm St Ste A, Omaha, NE, 68144
Keller Williams Greater Omaha – 1900 E Military Ave #212, Fremont, NE, 68025
Maloy Real Estate – 13911 Gold Cir Ste 120, Omaha, NE, 68144
Phone: 402-306-3828
Omaha Home Sales – 284 N 115th St, Omaha, NE, 68154

Performance Real Estate PC – 3940 Cornhusker Hwy Ste 500, Lincoln, NE, 68504
Travis M Thomas R E Broker – 9608 S 173rd St, Omaha, NE, 68136

COMPANY NAME CHANGES

Miller Homes & Building Inspections – (Formerly Miller Property Inspections)
Security 1 Lending – (Formerly 1st Reverse Mortgage USA)

CHANGE OF DESIGNATED REALTOR®

Maloy Real Estate – David Maloy – (formerly Shawn Maloy)

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

OCTOBER ORIENTATION

- Tuesday, October 1, 8:30 a.m. to 4:00 p.m.
- Wednesday, October 2, 8:30 a.m. to 4:00 p.m.
- Thursday, October 3, 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...

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Cindy Robarge
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Danise Wylie
Darcie Shunk
Deb Ellis
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Jennifer Morgan
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Tips, Tools, and an App to Stay Safe and Secure

September is REALTOR® Safety Month, and helps to remind us of the dangers that a real estate professional faces every day. Violence towards real estate professionals has been on the rise. According to the most recent data available, there was a 350% increase in attacks on real estate agents from September 2010 to July 2011.

The nature of the industry requires real estate agents to meet with prospective buyers that they barely know in vacant houses, making them an easy target. There was an average of 1.33 violent acts against agents per month in 2011. Most incidents were robberies that went sour and resulted in death, but there were also a few sexual assaults and outright murders.

These statistics may seem daunting, but there are ways to stay safe. Veterans United put together this list of safety tips for real estate professionals:

1. Let at least one personal contact and your office know where you are at all times.
2. Don't agree to a private showing unless you've already met a client in your office.
3. Have clients complete an information form (name, copy of driver's license, vehicle information) prior to scheduling private showings.
4. Bring a co-worker along.

5. Don't leave a client in your blind spot. Let the client proceed in front of you during a private showing.
6. Drive through the neighborhood prior to a private showing or open house. Be on the lookout for safety concerns.
7. Identify each of a home's exits prior to a showing or open house. Keep exit doors unlocked.
8. Take a self-defense class.
9. Don't allow a client to ride in your car unless you know them well.
10. Don't wear expensive jewelry.
11. Leave your purse in the trunk of your car.
12. Dress professionally, not provocatively.
13. Buy a personal security app for your cell phone, and always keep your cell phone in your hands.
14. Be ready to defend yourself. Travel with pepper-spray.
15. Trust your instincts. If something doesn't feel right, remove yourself from the situation. Don't worry about offending a client. Your safety is paramount.

One of the tips suggest an agent use a personal security app. AgentsArmor™ is an app designed by a real estate agent. Ricardo Ruiz del Vizo is a 20-year veteran law enforcement officer and a security specialist in the U.S. Army. His app incorporates important safety features, such as check-in times that can be set at certain intervals, a one-touch 911 button, and a GPS locator.



In addition to the features of the app, when you sign up you will also have access to a safety training program. Used in conjunction with the app, it forms a system to protect the agent's personal safety. The app is available on iTunes and also on GooglePlay. Visit agentsarmor.com for more information.

Even though September is REALTOR® Safety Month, it is important to remember that personal safety is a year-round priority. There is more information on the subject of safety measures in real estate. For articles, videos, webinars, statistics and more concerning REALTOR® safety, go to www.REALTOR.org/topics/realtor-safety.

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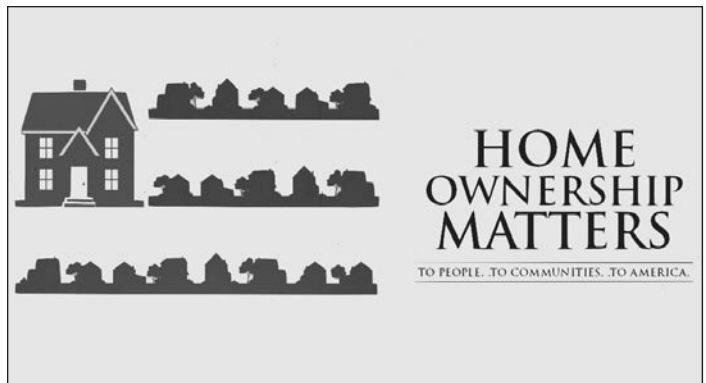
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YPN: Bushwackers on September 18th

Hello! I am excited to greet you as the new YPN Chair for the upcoming year! As we have been building our Young Professionals Network brand over the last three years, I have been involved with many different activities that YPN has hosted and look forward to seeing YOU join us for many more fun, educational, and just plain ole good times. We need your help though; we want to see you at our events and participating. I am telling you this — it's for the Young at Heart and the Young — join us. We have been busy planning and brainstorming some events that we know you will enjoy!

We are all busy, and busy is good. But let us help you enjoy your colleagues starting with our next event at Bushwackers in Ralston

on Wednesday, September 18th starting at 7 p.m.

You got moves — we will see you on the dance floor. Oh, and you got skills on a mechanical bull — we will believe it when we see it. Dress like you have a pair ... of boots and we will see you there!

I look forward to a fun year with all of you and I am so excited to be leading this group. Let's make it a great year of opportunity!

Jessica Sawyer, Chair

Omaha Area Board of REALTORS®



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Update for iPhone, iPad, and iPad Mini eKEY's

Supra has released an update to eKEY in preparation for Apple's release of the iOS7 operating system. Current press indicates iOS7 will release in September 2013.

To ensure a smooth transition, please take a moment to update your eKEY software to the new eKEY version prior to updating

your operating system to iOS7. Updating your eKEY app is easy. Please refer to the diagram below. If you do not update your eKEY application prior to updating your Apple device to iOS7 you may need to re-authorize your eKEY. If you need to re-authorize your eKEY or for any questions please call Supra at 402-619-5566.

How to update your eKEY app

Update apps

See if there is an updated version of the app on your iPhone.

Open the App Store and tap Updates. If updates are available, tap Update All. iPhone will then download and install the app updates.

If prompted, enter your iTunes Store account information. iPhone will then download and install the app updates.



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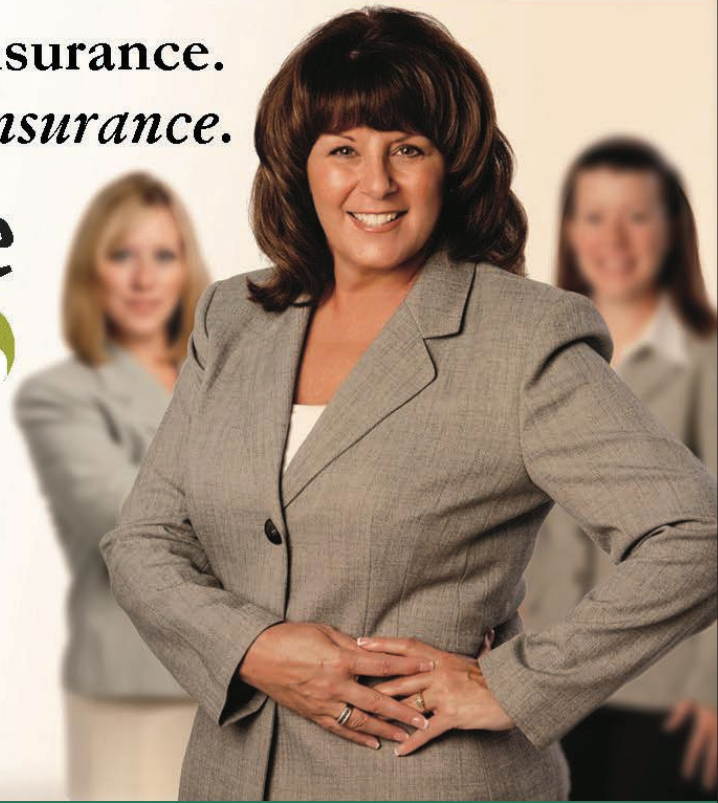
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- **Larabee School of Real Estate**

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- **Moore Appraisal Ed., LLC**

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Sept 13 Appraising Complex Residential
C21229 Properties
(7 hrs) 8:30 a.m. - 4:30 p.m.

Oct 25 National USPAP Update (v.2012-2013)
C21329 (7 hrs) 8:30 a.m. - 4:30 p.m.

Nov 8 Residential Appraisal Review
C21333 (7 hrs) 8:30 a.m. - 4:30 p.m.

- **Nebraska REALTORS® Association**

www.NebraskaREALTORS.com 402-323-6500

- **Randall School of Real Estate**

www.RandallSchool.com 402-333-3004

Sept 18 Radon & Real Estate: Revealing Rumors
0023R/ C0023 & Finding Facts
(3 hrs) 8:30 a.m. - 11:30 a.m.

Sept 18 Manage Your Risk - Protecting Your
0417R License
(3 hrs) 1:00 p.m. - 4:00 p.m.

Sept 24 Business Brokerage – Who Sells Small
0395 Businesses & Why
(3 hrs) 8:30 a.m. - 11:30 a.m.

Sept 24 Power Open Houses
0672 (3 hrs) 1:00 p.m. - 4:00 p.m.

Sept 25 Residential Landlord/Tenant Act
0068R (3 hrs) 8:30 a.m. - 11:30 a.m.

Sept 25 Trust Accounts
0319R (3 hrs) 1:00 p.m. - 4:00 p.m.

Sept 26 Working with Residential Investors:
0311 Clients for Life
(3 hrs) 8:30 a.m. - 11:30 a.m.

Sept 26 Writing the Purchase Agreement
0019R (3 hrs) 1:00 p.m. - 4:00 p.m.



Oct 2 Agency in Nebraska
0366R (3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 2 Contract Law
0093R (3 hrs) 1:00 p.m. - 4:00 p.m.

Oct 3 Real Estate Auctions: Going,
0186 Going, Sold
(3 hrs) 8:30 a.m. - 11:30 a.m.

Oct 3 Measure that Home
0681 (3 hrs) 1:00 p.m. - 4:00 p.m.

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

www.mrrealestatece.com 402-660-0395

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

www.REResultsCoaching.com 402-676-0101

Sept 10 Contract Language for the Real World
0697R (3 hrs) 8:30 a.m. - 11:45 a.m.

Sept 19 Avoiding Misrepresentation
0598R (3 hrs) 8:30 a.m. - 11:45 a.m.

Sept 25 Representation New Construction
0601 (3 hrs) 8:30 a.m. - 11:45 a.m.

Sept 30 Ethics Training
0497R (3 hrs) 1:00 p.m. - 4:15 p.m.

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

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Sempek's Bowling and Entertainment — see page 9 for more information

Know the Code

Article 3

REALTORS® shall cooperate with other brokers except when cooperation is not in the client's best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95)

• Standard of Practice 3-1

REALTORS®, acting as exclusive agents or brokers of sellers/landlords, establish the terms and conditions of offers to cooperate. Unless expressly indicated in offers to cooperate, cooperating brokers may not assume that the offer of cooperation includes an offer of compensation. Terms of compensation, if any, shall be ascertained by cooperating brokers before beginning efforts to accept the offer of cooperation. (Amended 1/99)

• Standard of Practice 3-2

To be effective, any change in compensation offered for cooperative services must be communicated to the other REALTOR® prior to the time that REALTOR® submits an offer to purchase/lease the property. (Amended 1/10)

• Standard of Practice 3-3

Standard of Practice 3-2 does not preclude the listing broker and cooperating broker from entering into an agreement to change cooperative compensation. (Adopted 1/94)

• Standard of Practice 3-4

REALTORS®, acting as listing brokers, have an affirmative obligation to disclose the existence of dual or variable rate commission arrangements (i.e., listings where one amount of commission is payable if the listing broker's firm is the procuring cause of sale/lease and a different amount of commission is payable if the sale/lease results through the efforts of the seller/landlord or a cooperating broker). The listing broker shall, as soon as practical, disclose the existence of such arrangements to potential cooperating brokers and shall, in response to inquiries from cooperating brokers, disclose the differential that would result in a cooperative transaction or in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before the client makes an offer to purchase or lease. (Amended 1/02)

To download the Code of Ethics and Standards of Practice, go to: www.Code.OmahaREALTORS.com.



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WCR PROGRAM LUNCHEON

New Construction Expert Panel: Industry Knowledge from all Areas of Building

September 12, 2013

11:45 a.m.

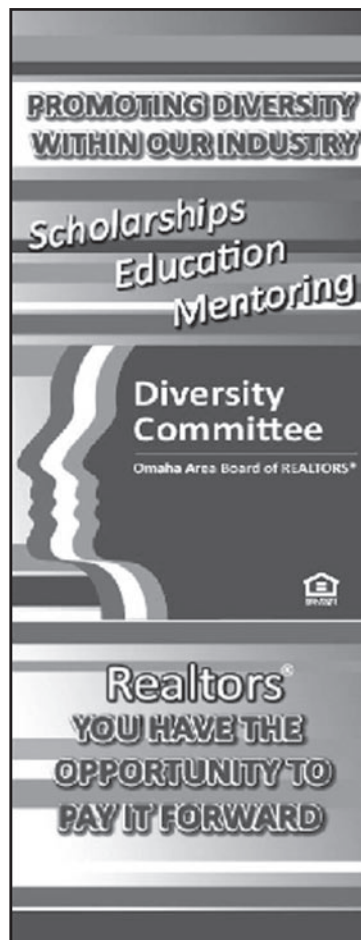
(Doors open at 11:15 a.m. for networking)

Champions Run

13800 Eagle Run Drive

Lunch - \$15.00

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If you know someone of diversity that would like to join our industry, we are accepting third quarter scholarship applications now.

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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.

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

9/5/2013 - Lessons Learned from 10,000 Structural Claims, discusses critical lessons learned from over 30 years of adjusting residential structural claims, helping home builders avoid them in the future. Earn CE credit with this course.

Register today by visiting: warranty.2-10.com/lessonslearned

Sponsored by 2-10 Home Buyers Warranty, NP Dodge and MOBA

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** for more information and how to register for these classes.

MOBAcalendar

September

- 02** Labor Day Office Closed
- 04** Basics of Green Building Course at MOBA lower level
- 05** Executive Committee
- 05** 2-10 Builders Warranty Class-MOBA Lower Level
- 10** Board of Directors at MOBA Conference Room
- 18** Blower Door Training Seminar at MOBA
- 24** Monthly MOBA Membership Luncheon at Anthony's
- 25** Womens Council Lunch

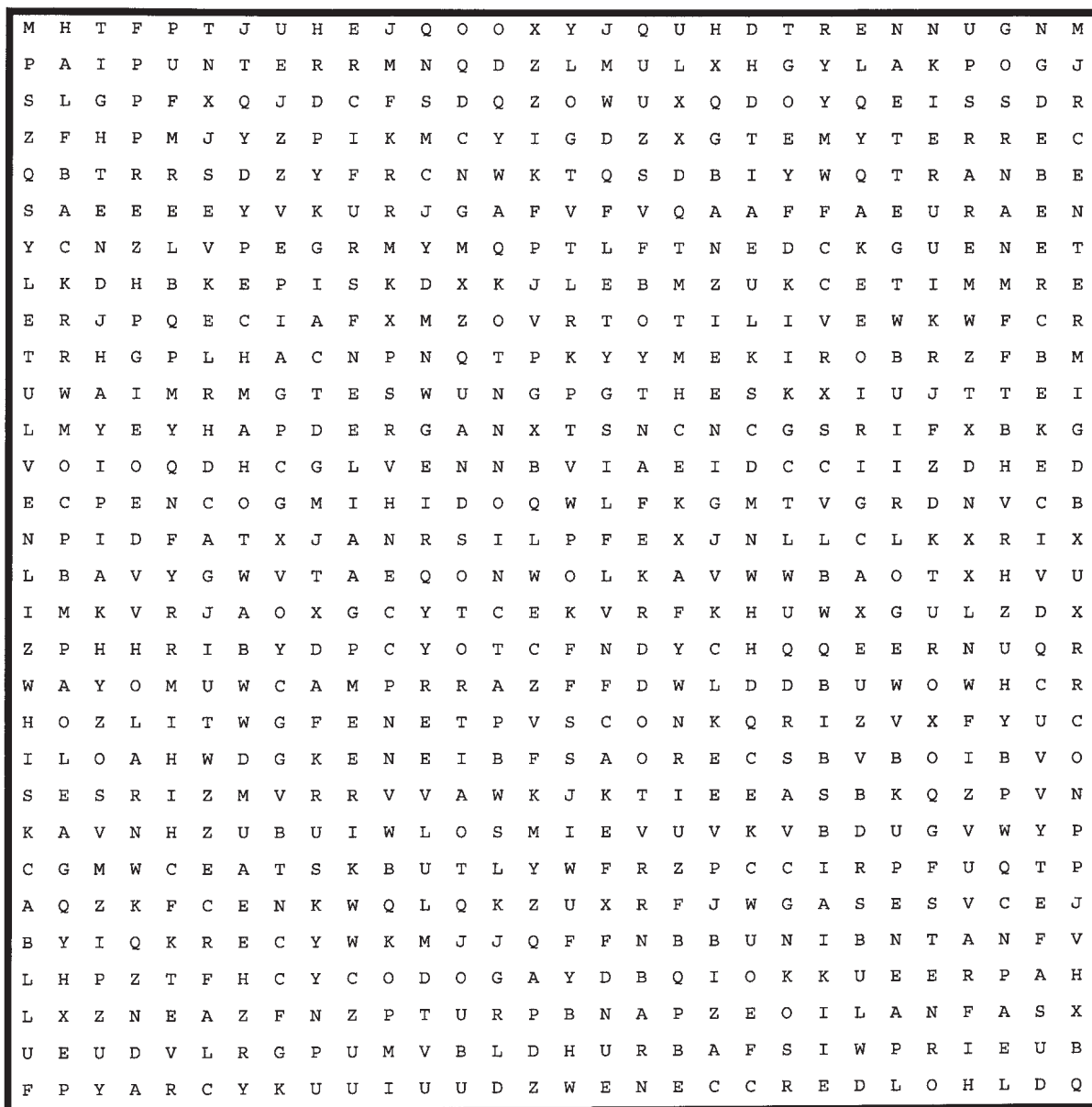
To register for classes or events,
visit www.MOBA.com

Need to Renew your MOBA membership?
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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 September 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 October FOCUS.

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of CBSHOME Real Estate
winner of the August Word Search.



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