

UPCOMING EVENTS

New Member Orientation

Tue, Jan 7 from 8:30 a.m. - 4:00 p.m.
Wed, Jan 8 from 8:30 a.m. - 4:00 p.m.
Thu, Jan 9 from 8:30 a.m. - 12:00 p.m.

Affiliate Council

Tue, Jan 7 at 9:00 a.m.

Social Events Forum

Wed, Jan 8 at 10:00 a.m.

MLS Users Group

Wed, Jan 8 at 11:00 a.m.

Education Forum

Thu, Jan 9 at 10:00 a.m.

YPN Advisory Board

Thu, Jan 9 at 2:00 p.m.

Paragon System Extended Maintenance

Fri, Jan 10 to Sat, Jan 11 from 8:00 p.m. - 11:00 a.m.

Diversity Committee

Tue, Jan 14 at 11:00 a.m.-12:00 p.m.

Governmental Affairs Committee

Wed, Jan 15 at 10:00 a.m.

Knowledge Is Power Seminar - Tom Lundstedt

Thu, Jan 16 at 10:00 a.m. - 12:00 p.m. at DC Centre

Owners & Managers Forum

Fri, Jan 17 from 8:00 a.m. - 9:30 a.m.

Nebraska Real Estate Commission Meeting

Thu, Jan 17 at 8:30 a.m. at Staybridge Suites, Lincoln, NE

GPRMLS Executive Committee

Tue, Jan 21 at 10:15 a.m.

GPRMLS Board of Directors

Tue, Jan 21 at 10:45 a.m.

OABR Executive Committee

Wed, Jan 22 at 9:30 a.m.

OABR Board of Directors

Wed, Jan 22 at 10:15 a.m.

Nebraska REALTORS® Association - Lincoln, NE Leadership Essentials/Legislative Days

Mon, Jan 27 - Wed, Jan 29

UNO Hockey Event

Fri, Jan 31 at 5:30 p.m. - 10:00 p.m. at CenturyLink Center

New Member Orientation

Tue, Feb 4 from 8:30 a.m. - 4:00 p.m.
Wed, Feb 5 from 8:30 a.m. - 4:00 p.m.
Thu, Feb 6 from 8:30 a.m. - 12:00 p.m.

Affiliate Council

Tue, Feb 4 at 9:00 a.m. - 1:30 p.m.

MLS Users Group

Wed, Feb 5 at 10:00 a.m.

Education Forum

Thu, Feb 6 at 10:00 a.m.

2013 Year in Review

Where did 2013 go? It was a busy year at the Omaha Area Board of REALTORS® with volunteers stepping up for some great highlights:

- The Omaha Area Board of REALTORS® welcomed David Knox on January 17, 2013. More than 230 members attended 13 Ways to Jumpstart your 2013. David Knox has been in the real estate industry more than 40 years, and shared a wealth of information in a fun-filled three-hour broker approved training session.



- The Omaha Area Board of REALTORS® Diversity Committee was presented with the Inez Fitz award at Family Housing Advisory Services "Toast to Fair Housing" on April 26, 2013 at DC Centre. Ms. Inez Fitz is the longest serving staff member of Family Housing Advisory Services, Inc., having served for over 30 years as a tireless counselor and advocate on behalf of her clients. The Inez Fitz award recognizes demonstrated commitment and service in support of fair housing principles.

SOCIAL EVENTS

- 200 members attended an **UNO Mavericks Hockey** with a dinner plus

many others purchased raffle tickets for signed hockey jersey. Proceeds were donated to the Food Bank for the Heartland.



- 220 members attended the **16th Annual Chili Cook-off**. 26 chefs and 7 judges helped make this event a huge success. Over \$1,180 in cash as well as over 1100 pounds of food was collected for the Food Bank for the Heartland.



- Horsemen's Park Real Estate Social** was a race to the finish. There was a Derby hat contest and horse bucks and prizes given to members in attendance.



- "Singing the Blues" with the Swampboy Blues Band at McKenna's was a one-of-a-kind networking event. The BBQ was plentiful and tasty.

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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

HAPPY NEW YEAR!

I hope this letter finds you staying warm in the cold, crisp winter air, preparing your business for a flourishing 2014 and enjoying some time to reflect on the past year and what you can learn from your experiences. As you look ahead, please consider how important your participation in the REALTOR® organization is to its overall success. Even when time is limited there are ways you can participate that will have a positive impact on your business.

Take a look at the bigger picture. Nationwide our REALTOR® population tops 1 million members – a huge number that includes residential and commercial practitioners, property managers and appraisers. Collectively we have a broad influence on our communities, our states and our nation, in terms of economic expansion and private property rights. That is what the REALTOR® Party is about. Politically we're not about D's and R's, but rather the best interests of real estate owners and our members. The political system in America is difficult, which makes our participation critical in the grand scheme of things. We are definitely stronger when you participate.

A Call-for-Action from the National Association of REALTORS® is a prime example of participation in five minutes. As a national group we can influence our business climate locally. With two clicks of a mouse, your voice becomes multiplied by thousands and truly makes a difference in how our representatives view issues important to our industry.

The recent flood insurance program Call-for-Action is a perfect illustration due to its importance in the Omaha area. If not for the influence of REALTORS® nationwide, this program may have gone away completely. It is still a work in progress, but it remains on the table because of the collective REALTOR® voice being heard. It is vital to stay abreast of issues that affect your business. When you see a Call-for-Action from the REALTOR® organization it is time to respond for the collective good. It only works if you respond and our future success is in the hands of each individual member.

Best regards,

Deda



Deda Myhre
 2014 President



Special Events

- **Knowledge Is Power Seminar - Tom Lundstedt**
 Thursday, January 16 at 10:00 a.m. - 12:00 p.m. at DC Centre
- **Nebraska REALTORS® Association - Lincoln, NE Leadership Essentials/Legislative Days**
 Monday, January 27 - Wednesday, January 29
- **UNO Hockey Event**
 Friday, January 31 at 5:30 p.m. - 10:00 p.m. at CenturyLink Center

REALTOR® Ring Day Raises Over \$18,000!

A special thank you to everyone who helped make REALTOR® Ring Day 2013 a success by soliciting donations for the kettles. Your efforts and good will raised \$18,498.76 for the Salvation Army!



Continued from Page 1

- The OABR REALTORS® and Affiliates were on hand in conjunction with Rebuilding Together, Omaha for the Nebraska REALTORS® Association **Pride in Community** event. With our efforts and donations of several kind-hearted vendors, two houses were rebuilt and updated along with cleaning up around their house and yard. The Nebraska REALTORS® Association awarded \$1000 for the efforts of the OABR Social Events Forum for their success on this project to Rebuilding Together Omaha.



- The **Omaha Storm Chasers** welcomed 200 members with their families and friends on a winning night of baseball. The festivities included a buffet dinner which included hot dogs and hamburgers, baked beans and chips and even fireworks after the game.
- The **OABR Annual Picnic** was held on a beautiful day in August. The lunchtime event menu included barbeque pig roast with all the fixings. Twenty Affiliate sponsors had exhibition booths in the OABR parking lot. 210 agents visited the booths and were eligible to win one of 25 gas cards.
- The Great Outdoors REALTOR Movie Night was a lot of fun. Everyone was able to eat, play yard games and then watch one of the classic movies, The Great Outdoors.
- Blazin' Pianos was a special reception for association members who gave \$99 or more to RPAC. Good food and lots of laughter filled the room. They also gave away an iPad mini.



- For a day, the Omaha Area Board of REALTORS® education room became the set for a photo shoot. On Friday, July 14, volunteers from Amoura Productions gave members the opportunity to update their professional image for a small fee. Over \$1,500 was raised for RPAC while our members updated their business pictures.
- In late July on the banks of the Platte River, 250 REALTORS®, Affiliates and their families were frolicking around in the water of the Platte, listening to blues music and enjoying a beautiful ride on an airboat. **OABR-RPAC Rockin on the River** was definitely a fun-filled party.
- Over 70 members and their families attended an **Omaha Lancer Hockey** with a dinner plus many others purchased raffle tickets for signed hockey jersey, all proceeds were donated to the Food Bank for the Heartland.



- The **7th Annual Putt Putt Golf Tournament** at Pacific Springs Golf Club was a sold out event benefiting the Food Bank of the Heartland. On a beautiful day, 18 teams of six made their way through the 18-hole course; each hole having unique games for prizes. Participants and other members met afterward at Clancy's Pub to exchange stories.
- October wrapped up the **4th Annual Winter Coat & Clothing Drive** with hundreds of warm donations from your friends, clients and neighbors. In all, nearly 1000 items were donated to Project Wee Care, Omaha Schools Foundation, Stephen Center and the Heartland Family Services.
- In December the Social Events Forum rounded out the year with REALTOR® Ring Day. Over 300 members rang bells for the Salvation Army's Tree of Lights. They rang bells across the city at 50 different locations. In 2012 The Ring Day yielded nearly \$18,500 in donations.



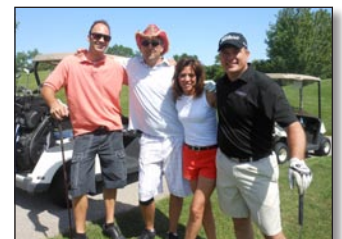
EDUCATION

- **Knowledge is Power** – The Education Forum has had numerous sessions throughout the year with various topics that included **State of the Real Estate Market** with Gregg Mitchell, **Do Unto Others... Professionalism in Real Estate** with Paul Vojchegoske, **Federal Law and You: RESPA, Anti-Kickbacks & Prohibited Practices** with Brent Rasmussen and Chuck Sederstrom, just to name a few.



AFFILIATES

- **Affiliate Canned Food Drive** — A competition was held to see which office could collect the most food per capita. Over 1,100 pounds of food and over \$1,180 was collected for the Food Bank for the Heartland. A big thank you to all those offices that participated.
- **Affiliate Annual Golf Outing** — This year's event was held at Champions Run on June 17. A total of 148 golfers enjoyed the warm day. First Responders were selling mulligans and raised a total of \$1,475. AmeriSpec Home Inspection Serv had a game hole raising \$400. A grand total of \$1,875.00 was donated to First Responders.



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REALTOR® FOCUS



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How to Work with Investment Property Buyers

Tom Lundstedt, CCIM, is known as the funniest investment and tax guy in America! He's a former Major League Baseball player whose striking combination of humor and real world examples makes powerful subjects sprint to life.

This seminar includes a simple, one-page worksheet that makes it easy to enlighten and motivate buyers, how to calculate the rate of return before the purchase, maximizing tax benefits by using the depreciate deduction most people overlook and how to use your IRA to buy and sell real estate and more!

Credit: 3 hours of Broker Approved Training

Thursday, January 16, 2014
9:00 a.m. – 12:00 Noon

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Continental Breakfast will be provided

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If you would like Broker Approved Credit for this, talk with your broker today!

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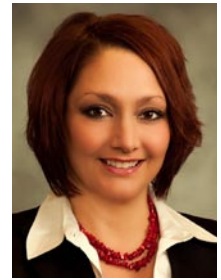
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Submitted By: **Andrea Maleki**
State Farm Insurance
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Winter Weather Prep

Low temperatures and winter weather conditions are imminent this time of year. That means it's even more critical to be prepared for the winter threats this season brings.

Among the dangers that can wreak havoc on your home and can cause potential problems for homeowners are frozen pipes, ice dams that form on gutters, weight of ice and snow on your roof, and dangerously slippery conditions on steps and sidewalks, even if you are shoveling them. Some tips for winterizing your home include:

- Running a small trickle of water to keep pipes from freezing, especially if you are going out of town and won't be home for a few days to monitor severe weather conditions.
- If you are going out of town, keep the thermostat on, and never set the thermostat temp below 55 degrees.
- Check for proper insulation around the pipes to your home, paying close attention to the pipes that run along exterior walls and in crawl spaces.
- On warmer days, be sure to clear debris from your gutters to prevent clogs that can freeze over and cause ice dams when temps dip down.
- Shovel driveways, walkways, and steps around your home, and prevent slippery conditions by chipping away at any ice sheets to prevent slips and falls, or apply kitty litter to freshly shoveled areas for better traction.

Your vehicle needs special care in winter time too. One of the biggest threats during this season is a winter storm,

which can consist of dangerously cold weather, freezing rain, sleet, snow and ice. Safe driving tips for winter time include:

- Winterizing your vehicle by keeping up on scheduled maintenance such as oil changes and lubes, and keeping the gas tank full. Full tanks prevent fuel lines from freezing.
- Consider investing in snow tires for the season, which offer extra traction to make winter driving safer and easier.
- Keep an emergency kit in your vehicle. Suggested items for your kit include blankets, extra gloves, emergency flares, a windshield scraper, flashlight & extra batteries, booster cables, water, emergency radio, and non-perishable snack food.
- Always keep your cell phone charged and have a car charger on hand.

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WCR PROGRAM LUNCHEON

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REALTOR® Safety at Work — Are you doing everything possible to make sure you are safe as you go about your business?

January 16, 2014

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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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 DECEMBER 2013 MEETING:

Mary Sladek (President) – My Insurance LLC
Lori Bonnstetter (President-Elect) –
2-10 Home Buyers Warranty
Brent Rasmussen (Secretary) – Mortgage Specialists Inc
Brenda Stuart (Treasurer) – ServiceOne Inc
Darla Bengtson – Northwest Bank
Julia Brown – Insphere Insurance Solutions
Lisa Bullerman – Staging Design by Lisa Marie
Cherie Casey – The Home Buyer Protection Co
Tracy Connor – City-Wide Termite & Pest Control
Lisa Conover – Rearranged for Change
Joe Dobrovolny – Equitable Bank
Jan Eggenberg – SureHome Inspection Co
Summer Franco – Wells Fargo Home Mortgage
Brandon Frans – Bank of Nebraska Mtg Center
Jim Holmes – Focus Printing
Andrew Kalina – Radon Pros LLC
Stacie Knebel – Stacie Knebel Photographer
PK Kopun – Centris Federal Credit Union
Laura Longo – Centris Federal Credit Union
Deb Martin – Great Western Bank
Sue Owen – Charter Title & Escrow
Brent Rasmussen – Mortgage Specialists LLC
Pam Rasmussen – AAA Bank Nebraska
Julie Sherman – United Distributors Inc
Jody Smythe – Security 1 Lending
Erin Trescott – Pulaski Bank Home Lending
Wendy Walker – Nebraska Title Company
John Wendl – Credible Home Inspections
Dawn Zaller – Stearns Lending Inc
Todd Zimmerman – Zimmerman Mortgage Corp

www.OABRAffiliates.com.

UPCOMING MEETINGS:

- **Tuesday, February 4, 9:00 a.m.**
- **Tuesday, March 4, 9:00 a.m.**
- **Tuesday, April 1, 9:00 a.m.**

All Affiliate members are welcome to attend.

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- **Affiliate Toys for Tots 2013 Turkey Bowl.**

The event was held at Sempek's Bowling Alley on November 2, where over 150 new toys and \$5,016 in cash were donated to the Marines Toys For Tots program.



another great opportunity to network with fellow REALTORS®, socialize and share ideas.



YOUNG PROFESSIONALS NETWORK (YPN)

- In February YPN hosted their first annual Bingo night at Gator O'Malley's. Over \$500 was raised at the event. The proceeds from the event were donated to Project Wee Care for the 2013 holiday season.



- In April YPN took the opportunity to support a local business by hosting a tour of the Lucky Bucket Brewing Co. in LaVista. It was a great way to network in a different environment and learn more about the history of a local brand.
- Following REALTOR® Ring Day on December 6th YPN hosted a reception for the volunteers at Moe and Curly's Pub. It was

- YPN was able to donate over \$500 to Project Wee Care for the 2013 holiday season. YPN members also donated time on Distribution Day for Project Wee Care on December 14th. Project Wee Care in 2013 helped 206 families total with 546 children and 311 parents, care givers, and older siblings; 100 more children than last year. In addition to the gifts, families were provided with a turkey, 5 lbs of ground beef, 5 lbs of apples, 1 package of American cheese, a loaf of Rotella bread and some baked goods from Skinner Bakery. Larger families also received a small ham or ready to bake pizzas.

All the families also received needed personal care items such as toilet paper, soap, laundry detergent, toothbrushes, toothpaste, deodorant, or other items that were donated. Plus all families were given new gloves & mittens plus gently used clothing they were able to pick out for their families. Some children also

Continued on Page 9

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Brent Rasmussen
CMC, CRMS, President
NMLS #5918



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received new beds if they did not have one. A photographer was on hand as well to take and instantly print out photos of the kids with Santa for the families to keep.

MLS USERS GROUP

- The MLS Users Group meets monthly to discuss Paragon improvements, open issues, and enhancements to improve MLS functionality and ensure quality data. The group monitors and makes recommendations to the Great Plains REALTORS® Multiple Listing Service Board of Directors regarding the use and functionality of the MLS System.
- In April “HERS Rating” fields were added to the Residential property type in the MLS. If populated MLS policy requires that the HERS rating certificate for the property be uploaded as an associated document. In addition, ‘Builder’ and ‘Model Name’ fields were added to the Land and Residential property types.
- In May, The photo policy regarding signs in photos was updated. Any listing photograph that prominently features a yard sign, where the yard sign exceeds ten percent of the photograph’s area, or where an agent’s name or contact information is legible, is now prohibited.
- MLS policy regarding the ‘Bedrooms’ field in Paragon was also updated in May. The ‘Bedrooms’ field in the MLS is to be populated only with conforming bedrooms (in terms of egress).
- In November ‘Other Room 4’ and ‘Other Room 5’ were added to the Residential property type in the MLS.

GOVERNMENTAL AFFAIRS

- **Senator Mike Johanns spoke** to REALTORS® on January 26. He talked about issues of importance to the real estate community and Nebraska in general.
- **Governor Dave Heineman spoke** to a large group of REALTORS® on Monday February 11. Governor Heineman talked about his income tax reform initiative and why it is important to Nebraska and the State’s growth. He also discussed the Keystone Pipeline and shared the development and implementation of this project would help tremendously in making the U.S. less dependent on foreign oil and will increase the number of jobs available in Nebraska.
- Raised **\$65,407 in RPAC Funds**, of which 70 percent stays at the state and local level to support candidates that support REALTOR® issues — regardless of political party. Member volunteers participated in drawings for free iPads and gas cards.

- Monthly meetings featured political guests from local government — City Council members **Jean Stothert** and REALTOR® FOCUS

Garry Gernandt; Steve Oltmans, Chief of Staff for Omaha Mayor Suttle; Douglas County Commissioners **Chris Rodgers** and **Mike Boyle; Joseph Young**, Governmental Affairs Director at the Greater Omaha Chamber of Commerce; and Nebraska **State Senator Pete Pirsch** and NRA lobbyist **Walt Radcliffe** talked about legislative and local issues.

- Expanded local participation in the **Broker Involvement Program** that works to increase local REALTOR® responses to state and national **Calls to Action**.
- The REALTOR® Party won a **five-year extension on Flood Insurance**. Congress had been extending the program a few months at a time since 2008. Twice this led to shut downs, including one that stalled more than 40,000 homes sales in June 2010 alone. Enactment of this five-year reauthorization will bring certainty to real estate transaction in more than 21,000 communities nationwide where flood insurance is required for a mortgage.
- The Candidate Recruitment Committee interviewed candidates for Omaha Mayor and City Council. Election was held in May. OABR supported five City Council candidates and one Mayoral candidate, all of whom won their respective races.
- The My REALTOR® Party subcommittee was developed and implemented in November. This group, under the auspices of the Governmental Affairs Committee, will educate REALTORS® about RPAC and enhance the efforts of the RPAC Committee.
- The Governmental Affairs Committee was represented at the following meetings: Crossroads Redevelopment (January 24), Nebraska REALTORS® Association bill review session (January 26), NRA Legislative Days (January 29 & 30), legislative hearing on LB 97 - Nebraska Municipal Land Bank bill (February 13), Community Property Owners Association luncheon (February 18), NRA Spring meeting (April 15-17), CREW Midwest Commercial conference (April 19), Toast to Fair Housing dinner (April 26), National Association of REALTORS® Legislative meetings (May 14-19), NIFA conference (May 22 & 23), National Association of REALTORS® Institute (July 16-19), Senator Johanns’ town hall meeting in LaVista (August 15), Nebraska REALTORS® Association Fall meeting and candidate school (September 16-18), Build Nebraska conference, UNO (October 14), Metro Omaha Property Owners Association meetings, other meetings with lobbyists, state senators, and candidates, and of course all local Governmental Affairs and RPAC meetings.



The Not So Secret Happenings of the YPN

Here we are in 2014 already wondering how that happened! It's going to be a great year for real estate and I look forward to hearing about all of your successes. 2013 was a great year too for YPN. We had some great events and we learned a lot about growing our group. We have been attending new member orientation each month to introduce ourselves. For those of you where orientation is a long lost memory, you can find out what's next for our group you can follow us on Facebook at facebook.com/OABRYPN or watch for emails from YPN@OABR.com.

We had a great time at the REALTOR® Ring Day Reception and were happy to see so many members in attendance. We were all a little frozen from standing outside in those frigid temperatures but we warmed up quickly with some karaoke from our REALTORS® at Moe & Curley's. There were some awesome performances by Annali Babko, Sarah Whitmarsh, Diane Battiato, Angel Starks, Andrea Nicholson, and yours truly. We had a great turnout at this event and mostly we loved to see the mix of brokerages represented, our dream come true!

Next up is bingo on February 20th, 2014 at Cunningham's, 108th & Old Mill Area, starting at 6:30 p.m. We will have you register by following the instructions on the flyer which will be posted soon. The early paid RSVP's get a special treat, so look for it. This event is open to all REALTORS® and a guest. It was a giant hit last year

and most importantly a great fundraiser for our charity Project Wee Care.

Great to see you and I look forward to the next time we meet!

Jessica Sawyer, Chair

Omaha Area Board of REALTORS®



Young Professionals Network



Chimneys: Santa & Safety

By Tim Krof
Home Standards Inspection Services

What a great Holiday Season! I hope everyone enjoyed good times with family and friends! I had an interesting time this year when a relative tried to start the traditional holiday fire after dinner. Have you ever seen more smoke coming inside the room than going up the flue when somebody is trying to start a wood burning fire? Although it was entertaining at

first, it can quickly ruin the mood, and scare the little ones into tears. If you're lucky, you have a 10-year old niece panicking and calling 911 on her iPhone to let the authorities know that her uncle is starting the house on fire. It was quite the scene,

and after clearing out all the smoke (but not the smell), we continued the evening.

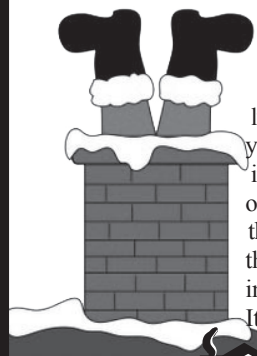
Fireplaces are popular and can add value to a home. But, without a clean and properly vented chimney, the potential for fire and smoke damage inside your home is higher - leading to devastating results.

Whenever you burn a fire, there are by-products of combustion that are created. These by-products include smoke, water vapor, gases, unburned wood particles, hydrocarbon, tar fog and assorted minerals. As these substances exit the fireplace or wood stove they flow up into the relatively cooler chimney, and condensation occurs. The resulting black or brown residue that sticks to the inner walls of the chimney is called creosote. It can be crusty and flaky, tar-like, drippy and stick, or shiny and hardened, but always combustible. If it builds up in sufficient quantities - and the internal flue temperature is high enough - the result can be a chimney fire. Chimney

fires can cause damage to structures, destroy homes and injure or kill people. Most chimney sweep professionals consider 1/8" thickness of creosote buildup enough to require cleaning.

Another common problem for wood burning flues is intrusion by animals. Birds and small animals think your chimney looks like a hollow tree in which to move in. Sweeps often find chimneys packed full of leaves, twigs and baby animals, such as squirrels and raccoons. The solution of course is a good cleaning and a chimney cap. It is also a good idea to place a type of thick screening material around the flue cap to maintain positive air flow while preventing unwanted visitors.

Fireplaces are a great addition to any home. There is nothing quite like a warm, cozy fire on cold nights. Just like other components of a house, periodic inspection and a little maintenance goes a long way in preserving and protecting your home and family.



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Tim Krof
Inspector



New Preliminary Property Valuation Hearings

Your county assessor is responsible for valuing all property as of January 1st each year. There are approximately 170,000 improved residential properties in Douglas County and we strive for valuation fairness so that nobody pays more than his/her fair share of taxes. Values are set en masse by neighborhood and while we don't get to do interior inspections, they (values) are based on the best market information we have.

Each year property owners can protest their valuation during the month of June. There are two changes regarding property assessment valuations protests in 2014. Beginning on January 15, 2014, Douglas County homeowners may schedule an appointment with the Douglas County Assessor's Office to review and discuss their 2014 property valuations with assessor staff.

Under a new state law for counties of over 150,000 populations, the assessor shall notify property owners of the new 2014 preliminary property valuations. In Douglas County, these valuations will be posted on the assessor's website (www.dccassessor.org) by January 15th. A property owner may then call the assessor's office between January 15 and February 3 to arrange an informal hearing with a representative of the assessor's office during the month of February 2014.

After February 3 we will no longer be setting up appointments, but you can mail, e-mail, or drop off any information for our staff to review. This information must be submitted to our office by February 28.

This is a great opportunity for property owners to bring in information that they feel supports a lower property value. This data can be a recent appraisal, evidence of lower market sales in the neighborhood and/or a closing statement from a recently closed sale. And, if the property's condition is a factor, provide photos, contractor repair estimates, etc. (photos will not be returned). Due to the number of parcels in Douglas County, appointments will be limited to 15 minutes.

DON'T simply state that "my taxes are too high". Although that may be the case, the appraisers can only look at the value of your property, and anything that can have a direct impact on your assessed value, not your taxes. And this time is to show why your value is too high (not fair).

After meeting with the property owner, assessor staff will review the information and if the appraiser agrees with the owner, the preliminary value will be changed and it will not be necessary to protest in June. Values will be finalized in March. If the property owner is still unhappy with the value, he or she may still file a protest during the month of June. The second change is that the property owner will then have the opportunity to meet with an independent referee (appraiser) face-to-face to discuss his/her valuation. And, if still not happy with the results, the property owner can file in August with the Nebraska Tax Equalization and Review Commission (TERC).

Remember, our job is to be fair.

Roger Morrissey, Douglas County Assessor

National News:

Henry Kammandel, Jr. Installed on 2014 NAR Executive Team



Steve Brown, a REALTOR® from Dayton, Ohio, was installed as 2014 president of the National Association of REALTORS® at the association's Board of Directors meeting during the 2013 REALTORS® Conference and Expo. Brown has been in the business for more than 30 years, and is co-owner of Irongate, Inc. REALTORS®. Officers installed were:

- Steve Brown, President
- Chris Polychron, President-Elect
- Thomas Salomone, NAR First Vice President
- Michael McGrew, NAR Treasurer
- Beth Pearce, Vice President
- JoAnne Poole, Vice President

Regional Vice Presidents:

- D. Gary Rogers, Waltham, MA
- William Hanley, Westfield, NJ
- John Dickinson, Roanoke, VA
- Michael Gaughan, Hendersonville, TN
- B.J. Harris, St John, Virgin Islands
- Jonathan Hall, St. Mary's, OH
- John Kmiecik, Chicago, IL



- **Henry Kammandel, Jr., Omaha, NE**
- Elizabeth Mendenhall, Columbia, MO
- David McKey, Baton Rouge, LA
- Karen Valentine-Pond, Laramie, WY
- Rick Harris, Ashland, OR

Congratulations, Henry!

New Smartphone? Reinstall your eKEY!

Get the Authorization Code

First go to the 'Play Store' for Android users or the 'App Store' for iPhone users. Search for 'Supra eKEY' and download the app whose icon is a picture with a house and key.

Next, you will need a 30-digit authorization code. You can contact Supra at 402-619-5566 from 7am – 9pm CST, seven days a week. Or, you can also log into SupraWEB 24/7 and obtain an authorization code. This code is good for 48 hours and can only be used one time.

Follow these steps:

1. Go to; www.Supra.OmahaREALTORS.com
2. Enter your User ID and Password and click Login (You cannot do this from your phone. You will have to use a laptop or desktop for this process).
3. If you do not already have an account set up with SupraWEB you can click on 'Register' under 'New User Registration.'

4. If you are a New User you will need your key serial number and four digit pin number to finish this process.

You can find your key serial number in your eKEY app, it is listed directly above "Obtain Key" and "Open Shackle". Your four-digit pin number is the same number you use to open a LockBox.

5. If you already have an account with SupraWEB and do not remember your User ID, you will need to call technical support at 402-619-5566 (7 a.m.-9 p.m.) to obtain your User ID and reset your password.

GENERATE AN AUTHORIZATION CODE

Once logged in, on the left side of the screen under Quick Links, click on "Authorization Code".

If you have any further questions feel free to call 402-619-5566.



[KIM Administration](#) [[Log Out](#)]

SupraWEB
Management Website

HOME	LISTINGS	REPORTS	SETTINGS	BILLING	SUPPORT					
QUICK LINKS <ul style="list-style-type: none">> Update Code> Identify Keyholder> Authorization Code> Change PIN> Market Area> Add Keybox> Assign Listing										
Showings Dashboard <p>Welcome to SupraWEB! This dashboard view contains the showing activity for the date range specified. Change the date range to show more or less information on your Showing Dashboard.</p> <p>Dashboard Date Range: 3/17/2012 to 4/16/2012 Change Showing Count: 98 Feedback Count: 0 Feedback Reminders</p> <table border="1"><thead><tr><th>DateTime</th><th>ListingID</th><th>Address</th><th>ShowingAgent</th><th>Actions</th></tr></thead></table>						DateTime	ListingID	Address	ShowingAgent	Actions
DateTime	ListingID	Address	ShowingAgent	Actions						

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WANTED CHILI CHEFS



Prizes will be awarded for the best "Secret" Chili!

97th Annual Chili
Cook-Off

Judging (and tasting) will be on:

Tuesday, February 18, 2014 from 11:00-1:00 p.m. in the
Omaha Area Board of REALTORS® Education Center

CHILI COOKING CONTEST RULES OF COMPETITION

1. Any office (or combination of offices) may enter, including REALTOR®, Affiliates and Institute Affiliates.
2. Chili must be prepared ahead of time and brought hot to the OABR.
3. A double batch of chili must be prepared to provide samples to everyone attending (over 200 people attend each year)
4. Winners will be based on ballot vote by celebrity judges. There will be prizes to the winning participating chefs.
5. Judging will be at 11:00 a.m. and the decision will be final.
6. The OABR will provide serving cups, spoons and napkins for each person. Pop will also be available.

If you or someone in your office would like to participate as a chef in the cookoff, please contact:
Donna at the OABR
Office, 402-619-5551 or
DShipley@OABR.com,
by February 7, 2014.

Membership Report

November 2013

NEW REALTORS®

Andersen, Doug – Nebraska Real Estate Auctions LLC
Brinkley, Robert – NP Dodge Real Estate Sales Inc – Papillion
Brown, Jennifer – DVG Realty LLC
Carlson, Delbert – NP Dodge Real Estate Sales Inc – Lakeside
Evans, Joseph – Prudential Ambassador Real Estate – California #101
Favela-Chaidez, Arely – NP Dodge Real Estate Sales Inc – 35Dodge
Johnson, Vikki – Zoom Realty
Lovgren, William – CBSHOME Real Estate – 159 Dodge
Lowndes, Brandon – Prudential Ambassador Real Estate – California #101
McClurkin, Hope – Prudential Ambassador Real Estate – California #101
Olson, Jeremy – CBSHOME Real Estate – 159 Dodge
Petersen, Sean – NP Dodge Real Estate Sales Inc - Pierce
Reed, Suzanne – Prudential Ambassador Real Estate – California #101
Schroetlin, Andrew – CBSHOME Real Estate – 159 Dodge

NEW AFFILIATES

Derby, Amanda – Greater Omaha Remodelers Association
Dobrovolny, Joe – Equitable Bank
Franco, Summer – Wells Fargo Home Mortgage
Lentz, Debbie – Union Bank & Trust
Ruliffson, Garry – Omaha Public Power

REALTOR® CANDIDATES

Barges, Michael – DEEB Realty – 117th
Briley, Jody – Prudential Ambassador Real Estate – California #101
Brown, Justin – Prudential Ambassador Real Estate – California #101
Kwiatkowski, Cindy – DVG Realty LLC
Loftus, Rebecca – DEEB Realty – 117th
Muller, Barbara Ann – NP Dodge Real Estate Sales Inc – Pierce
Pae, William – Prudential Ambassador Real Estate – California #101

Roberts, Brandon – Keller Williams Greater Omaha – Giles
Schram, William – NP Dodge Real Estate Sales Inc – Sarpy
Torczon, Jennifer – CBSHOME Real Estate – 147th

AFFILIATE CANDIDATES

Branson, Cheri – American Water Damage
Frank, Anthony – Integrity Termite
Gaskin, Paul – The Home Buyers Protection Co
Geiger, Brooke – Charter Title & Escrow
Kepplin, Keith – Truly Nolen Pest Control
Knebel, Stacie – Stacie Knebel Photographer
Spielman, Kate – Accurate Radon Testing Services
Tredway, Chip – Excel Window Solutions

MEMBER TRANSFERS

Archer, Crystal From DEEB Realty – 117th To P J Morgan Real Estate
Bodady, Heidi From Weichert Realtors River Cities To DVG Realty LLC
Clark, Susan From DEEB Realty – 117th To P J Morgan Real Estate
Compton, Judy From Keller Williams Greater Omaha – California To RE/MAX Real Estate Group – Giles
Ellis, Debra From NP Dodge Real Estate Sales Inc – 129th Dodge Ste A To NP Dodge Real Estate Sales Inc – 129th Dodge
Esquivel, Antonio From Celebrity Homes Inc To Real Estate Associates Inc
Flynn, Kathleen From NP Dodge Real Estate Sales Inc – Pierce To NP Dodge Real Estate Sales Inc – Pierce Ste A
Hill, Dustin From CBSHOME Real Estate – 147th To DEEB Realty – 117th
Hughes, Franklin From Rolling Hills Real Estate To NP Dodge Real Estate Sales Inc – 129th Dodge
Martin, Summer From Celebrity Homes Inc To NP Dodge Real Estate Sales Inc – Sarpy
Novak, Katherine From Keller William Greater Omaha – Giles To Properties
Pfeifer, Brian From RE/MAX Real Estate Group – Omaha To NP Dodge Real Estate Sales Inc – Lakeside
Reinhardt, Stephanie From Franklin American Mortgage Co – Bellevue To Franklin American Mortgage Co – Omaha
Richardson, Josh From CBSHOME Real Estate – Davenport To Prudential Ambassador Real Estate – California #101
Roberts, Julie From CBSHOME Real Estate – 159 Dodge To Keller Williams Greater Omaha – California
Scheer, Marjorie From Don Peterson & Associates RE – 23rd To Don Peterson & Associates RE – 6th
Wiebusch, Robert From NP Dodge Real Estate Sales Inc – Gold Cir To NP Dodge Real Estate Sales Inc - California

REACTIVATED MEMBERS

Knight, Diana – Regency Homes

Masek, Mark – Platinum Real Estate Group LLC
 Miller, Laura – RE/MAX Real Estate Group – Giles
 Murphy, James – Celebrity Homes Inc
 Mustard, Kimberly – Keller Williams Greater Omaha – California
 Walker, Judy – Gordon Haman Realty

RESIGNATIONS

Ayres-Stoll, Brianna – Real Estate Associates Inc
 Doose, Judith – NP Dodge Real Estate Sales Inc – 129th Dodge
 Hanna, Amy – DEEB Realty – 117th
 Humlicek, Lisa – DEEB Realty – 117th
 Kirshenbaum, Craig – Real Estate Associates Inc
 Leisey, Allyson – Cricket Home Loans
 Samuelson, Kirk – DEEB Realty – 117th
 Steele, Barbara – NP Dodge Real Estate Sales Inc - Lakeside

NEW REALTOR® BRANCH OFFICE

NP Dodge Real Estate Sales Inc – 17809 Pierce Plz Ste A, Omaha,
 NE, 68130
 Phone: 402-951-5008 Fax: 402-951-5007
 Manager: Nancy Bierman

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

MEMBERSHIP STATISTICS

OABR

	Nov 2013	Nov 2012
Designated REALTOR®	209	217
Des. REALTOR® Secondary	1	1
REALTOR®	1997	1879
REALTOR®-Secondary	5	0
TOTAL	2212	2097

Institute Affiliate	73	72
Affiliate	264	216
Other	5	5
TOTAL	2554	2390

	Nov 2013	YTD
New REALTOR® Members	18	325
Reinstated REALTOR® Members	6	82
Resignations	8	203

GPRMLS

	Nov 2013	Nov 2012
Participants (Primary)	200	208
Participants (Secondary)	61	57
Subscribers (Primary)	1991	1867
Subscribers (Secondary)	176	175
Exempt	33	30
TOTAL	2461	2335

COMPANY ADDRESS AND PHONE UPDATES

(Notify the Board office for all directory changes.)

A & A Roofing – 19516 T St, Omaha, NE, 68135
 Lampliter Real Estate – 8603 S 100th St, LaVista, NE,
 68128
 Missouri River Title – 11239 Chicago Cir, Omaha, NE,
 68154
 NP Dodge Real Estate Sales Inc – Gold Cir – 12050
 Pacific St, Omaha, NE, 68154
 RE/MAX Real Estate Group – Omaha – 12020 Shamrock
 Plz Ste 200, Omaha, NE, 68154

FEBRUARY ORIENTATION

- Tuesday, February 4, 8:30 a.m. to 4:00 p.m.
- Wednesday, February 5, 8:30 a.m. to 4:00 p.m.
- Thursday, February 6, 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...

DECEMBER 2013 SPONSORS

Jody Smythe – Security 1 Lending
 Julie Sherman – United Distributors Inc
 Lisa Conover – Rearranged for Change
 Cherie Casey – The Home Buyers Protection Co
 Stacy Thorne – Franklin American Mortgage Co

JANUARY 2014 SPONSORS

Mary Sladek – My Insurance LLC
 Heidi Weeks – Centris Federal Credit Union
 Lisa Bullerman – Staging Design by Lisa Marie
 Lori Bonnsetter – 2-10 Home Buyers Warranty
 Regi Powell – Farmers Insurance Powell Insurance

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How Wise Agents Get Appraisers to See What They See

Appraisals continue to be a potential issue with every contract. It doesn't need to be this way.

Of course, there will always be situations where a genuine value challenge exists. But for the most part, better preparation by agents can alleviate the majority of problems.

A key component of that preparation is an understanding of what an appraiser does and how they operate. This can quash issues before they arise.

Appraisers have no interest in "killing a deal." They get paid to complete reports. Appeals or contested reports waste everyone's time, and no appraiser goes out looking to waste time.

Agents would do well to understand that the appraiser is not their enemy, but simply one of the many people involved in the sale. Appraisers report the market — they don't create it.

The agent-appraiser relationship can be contentious, mainly due to a lack of understanding. Appraisers have little idea of how much time can be invested with a client, and agents have little understanding of the requirements appraisers work under.



Agents can be a huge asset by providing comps an appraiser can use. Learn what is required. Don't just toss data that's largely useless at an appraiser and say, "Here you go!" Opinions are good, appropriate data that supports them is great.

The appraiser could care less if you are a 'top agent.' They are there to complete the appraisal. Be a peer and be helpful, then leave."

It's important to note that appraisals are a "look back." While consideration is given to active and pending comps, closed sales are given most support.

Areas where the market is very fluid and on the rise presents a challenge for all. Remember that underwriters hold the reins with appraisals.

Most appraisals are written for underwriters. Requirements are clearly stated, and appraisals that don't comply are sent back for edification. Despite the fluid housing market over the last few years, underwriting is still rather stiff with regard to adjustment percentages, closing date, distance and other parameters.

The real estate crash was especially hard on the appraisal industry. Management companies drove many experienced appraisers out, and those who remain must increase volume to earn what they did before the crash.

There are less-than-perfect appraisers out there just as there are less-than-perfect agents. The wise agent makes it easy for the appraiser to see what they see. Here are key points to consider:

- Understand the appraiser's role, requirements and what underwriters expect. If nothing else, understand what they are required to look for when considering comparable data for the report.
- Meet the agent at the listing if possible. Agents can talk with an appraiser, but they cannot exert undue influence. Give the agent an info packet on the area, home and the contract, and include appropriate comps that might be considered. Leave a packet of info if you don't meet them.
- No discussion should last more than five to 10 minutes. Everything you touch on should be in the packet you give them. Do not sell the appraiser — just point out things that might not be obvious. Be certain to leave your contact info and respond as/if needed.
- Don't try to exert any type of authority or expertise. The appraiser could care less if you are a "top agent." They are there to complete the appraisal. Be a peer and be helpful, then leave. The data speaks louder and more effectively than anything said.

There is no agent-appraiser nirvana. Real estate by its very nature operates in an environment of distinctiveness and unpredictability.

But agents and appraisers should recognize they have a common objective: to complete a transaction that satisfies the client and the lender. An antagonistic approach based upon preconceived notions benefits no one.

Not every deal will end up working. The data obviously has to be there, but it's far better to try with a unified front than to grasp at straws. Something about flies and honey comes to mind.

Hank Miller is an associate broker and certified appraiser in Atlanta, Ga. The lead agent for HMT Atlanta (<http://www.hmtatlanta.com>), he's known for his candid opinions and real estate expertise.

Sarah Young
Regulatory Policy Representative
National Association of REALTORS®

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Five Ways to Use RPR to Impress Buyers

In all real estate transactions, there are two sides: a seller and a buyer. In our article, “5 Reasons to use an RPR® Report at your next Listing Presentation,” we showed you how RPR can help you secure that next listing. But that’s only half the story. RPR can help REALTORS® impress buyers too. In fact, by making RPR part of your process with buyers, you can help ensure they will refer you to their family, friends, and those they overhear talking about buying or selling a home.

Let’s take a look at 5 ways you can use RPR to impress buyers:

DATA WHEREVER AND WHENEVER YOU NEED IT

RPR Report Has this ever happened to you: You’re with a buyer, out looking at properties. Your buyer spots a property, perhaps a FSBO, you hadn’t planned to show that day. As you drive by, they ask you for information on the property, since you’ve been so helpful and knowledgeable thus far. Whether from your computer, mobile phone, iPad, or other device, RPR gives you access to hundreds of datasets on over 160 million properties, day or night, from your home, office and, even when you’re ‘on-the-go’.

INSTANT REPORTS

Once your buyers narrow down the properties they are most interested in, RPR makes it easy for REALTORS® to provide buyers with a detailed report for any property. With RPR, you



can impress your clients with a detailed report, simply with a press of a button! Search for the property by address, click on the “Reports” tab, choose your report and voila... a report emailed to you clients in just a few minutes! Or, if you want to showcase your local market expertise, you can adjust different areas of the property before sending the report. Either way you choose to run RPR reports, you can be sure your clients will be fascinated.

NEIGHBORHOOD INFORMATION

Whether moving down the street, across town, or across the entire country, RPR has just the right amount of neighborhood information your buyers are looking for. From school information, to demographic information, to even the average temperature, RPR provides your clients with everything they need to know about where their dream house is located. RPR’s Neighborhood Report is a perfect way to give your buyers all the information they are looking for.

PROPERTY INVESTMENT TOOL

Some buyers are looking for their dream home, and other are simply looking to invest. Regardless of which type of buyer you have, RPR’s Property Investment Tool allows REALTORS® to give their investors an idea of the ROI (return on investment) on their purchase. Scenarios have been pre-configured for you using typical assumptions for the subject property and the type of analysis. But like the rest of RPR, you can use your expertise, and information from your clients, you can customize the assumptions to create an analysis built specifically for your buyers. Available from each “Property Detail” page, click the “Property Analysis for Investors” link to get started.

RPR COMMERCIAL

RPR Commercial isn’t just for commercial practitioners. Did you know that RPR Commercial has demographic, psychographic, spending, tapestry data and more? Imagine that your client is looking to relocate to a new community. They are young and want to live in an area with a lot of nightlife, good restaurants, and a younger crowd. With RPR Commercial, you can get the “who” of the lifestyle demography with the “where” of the local neighborhood to create a model of various lifestyle classifications. After logging in to RPR, click on the “RPR Commercial” link at the top of the screen and you’ll be on your way.

And while all this is inspiring, the best part is that all these tools are available to you at no additional cost. Included in your NAR dues and available to all REALTORS®, how can you not begin impressing buyers right away?

Login to www.narrpr.com to get started.



Brent Simmerman, ACI
President

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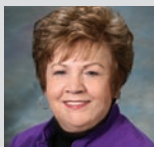


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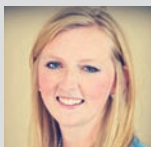
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Ileane Carlson



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Mike Connell



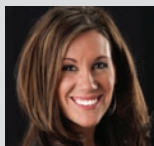
Brett Curtis



Gerry Frans



Rosalia Gish



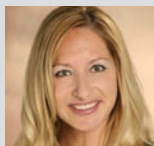
Ericka Heidvogel



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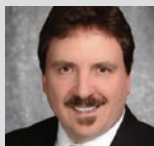
Monica Lang



Jay Lee



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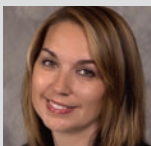
Gary Patricelli



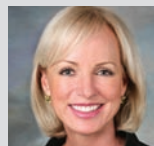
Leslie Petersen



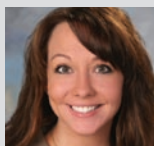
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Rik Bak
Rod Faubion
Russ Hollendieck
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Sarah Doty
Sarah Maier
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Sharon Coleman
Sharon Lindstrom
Shelley Swift
Stacey Childers
Steve Lauver

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Linda Lichter (4)
Rich Edwards (4)
Del Andresen (3)
Jeff Cohn (3)
Jeffrey Chu (3)
John Miles (3)
Justin Lorimer (3)
Sandy Beck (3)
Vicki Kovar (3)
Crystal Smith (2)
Darryl Wikoff (2)
Jennifer Chinn (2)
Jim Macaitis (2)
John Headlee (2)
Jon Meier (2)
Julie Lauritsen (2)
Justin Hogan (2)
Karen Jennings (2)
Kathy Welch (2)
Lesa Blythe (2)
Lori Martens (2)
Marlene Wyman (2)
Susan Clark (2)
Teresa Elliot (2)
Therese Wehner (2)
Tim McGee (2)
Todd Gould (2)
Zulma Eraso (2)

Steve Orsi
Steve Riso
Sue Osterholm
Teri Denhardt
Tiffany Andersen
Tim Ogle
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Tracey Faust
Tracy Diehm
Travis Thomas
Troy Benes
Wendy Welch



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WCR News

Congratulations to the 2014 Leadership Team!



*The 2014 WCR Omaha Officers pictured above
(L to R) are Roxanna Watson, President Elect; Jessica Sawyer,
Vice President Membership; Missy Turner, President;
Crystal Archer, Secretary; and Heidi Weeks, Treasurer.*

Congratulations WCR 2014 Award Winners!

- Susan Clark — REALTOR® of the Year
- Deda Myhre — Entrepreneur of the Year
- Laura Longo — Affiliate of the Year
- Mary Sladek — Community Service Award

Personals

CONGRATULATIONS to Jeri and Michael Schlickbernd on the birth of their daughter, Maya Wynn on December 4.

CONGRATULATIONS to John Ponc of Security National Bank and his wife Tracey on the birth of their son Brett Jason on November 30.

CONDOLENCES to Abby Fagin with Legacy Homes on the death of her father.

CONDOLENCES to Rob Pittenger from CBSHOME Real Estate and his family on the loss of his mother.

CONDOLENCES To Stacy Thorne from Franklin American Mortgage Co and her family on the loss of her father.

SEND US YOUR NEWS!

Fax: 402-619-5559 Email: DShipley@OABR.com
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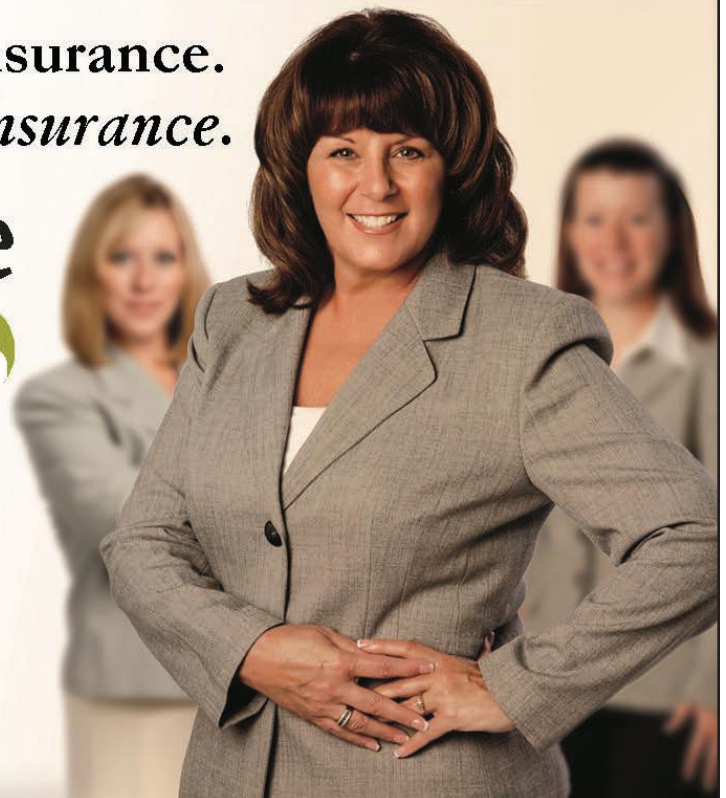


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Virtual Food Drive

for the Food Bank for the Heartland

**Funds collected
will be donated
to the
Food Bank
for the Heartland**

**February 18, 2014
11 a.m. to 1 p.m.**

**OABR Office
11830 Nicholas St. • Omaha, NE**

Real Estate Offices can participate by linking into the food bank with their own office website link.

Contact Wendy Walker at 402-861-9220, wwalker@nebtittleco.com or Brenda Carlson at 402-934-4203, bcarlson@pulaskibank.com to arrange for a url website for the collection.

Individuals and offices can also bring food to the Chili Cook-Off to donate, if they so choose.

Awards

Real Estate Offices will be competing for awards for the largest amount donated by office per capita.

Sponsored by:



in conjunction with the
OABR Social Events Forum
Annual Chili Cook-Off

www.OABRaffiliates.com

REALTOR® Emeritus Members

REALTOR® Emeritus is a honor for those who have dedicated long and faithful service to the real estate industry and have been a member of the REALTOR® organization for over 40 years. Congratulations to five OABR members reaching 40 years of service in 2013: Jerry Ahlvers, Mary Egger, Dan Godbersen, Gregg Mitchell and Duane Sullivan.



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State Meetings Legislative Days

The Nebraska REALTORS® Association Annual Legislative Days will be held on Tuesday and Wednesday, January 27 – 28 at the Holiday Inn Downtown in Lincoln. Everyone is welcome to attend. Legislative Days gives members an opportunity to engage in the political process, hear from elected leaders and take positions on legislative bills. For the full schedule of events, go to: www.NebraskaRealtors.com.

Legislative Bill Review

The Nebraska REALTORS® Association is hosting its annual Legislative Bill Review Session on Saturday, January 25. This session highlights bills introduced in the 2014 session that impact the real estate industry and property ownership. At this meeting decisions are made for support or opposition.

All Omaha Area REALTORS® are welcome. This session is approved for one-hour of Broker Approved Training. The session will be held in Lincoln from 9:00 a.m. until 12:00 p.m. at the Nebraska REALTORS® Association office, 800 S. 13th Street. Call 402-323-6500 for registration.

NREC Position Available

The Salesperson Member at Large seat on the Nebraska Real Estate Commission will be up for appointment by the Governor at the expiration of the term currently served by Kathryn Rouch. The OABR Nominating Task Force is now seeking qualified licensed real estate salesperson applicants to serve a six-year term beginning July 2014. If you would like to be considered for this position, please contact Donna Shipley at DShipley@OABR.com or 402-619-5551.

The OABR Board of Directors will forward a recommendation to the Nebraska REALTORS® Association for consideration.

RPAC 2014

REALTORS® are a key part of the American Dream: home ownership. But now, more than ever, REALTORS® are facing forces from many directions that threaten their profession. Property tax burdens, lack of available financing and difficulties in short sales transactions are only a few of the issues that somewhere, every day, REALTORS® confront when selling a home. RPAC allows REALTORS® to make sure their concerns about these issues are heard and understood by public officials.

Learn more at: www.RealtorActionCenter.com/RPAC

NAR Report: Home Buyers and Sellers Generational Trends (2013 Summary)

- At least 80 percent of buyers who are aged 57 and younger bought a detached single-family home, while it is increasingly common for buyers over the age of 57 to purchase townhouses and condos.
- Among all generations of home buyers the first step in the home buying process is looking online for properties for sale.
- Buyers gain many benefits from working with a real estate professional. Among age groups, younger buyers are more likely to want the agent to help them understand the process as they are more likely to have never purchased a home before.
- Older buyers are less likely to finance their home purchase in comparison to younger buyers; when they do finance, the share of the home they financed is typically smaller.
- Among the generations, Gen X is the largest group who are recent home sellers followed by both younger Baby Boomers and older Baby Boomers, the Silent Generation, and Gen Y. The G.I. Generation represented less than 1 percent of recent buyers.
- Younger sellers are more likely to use the same real estate agent or broker for their home purchase than older sellers.

- Among the generations, Gen X comprises the largest group of recent home buyers, followed by Gen Y, and then younger Baby Boomers, older Baby Boomers, and the Silent Generation. The G.I. Generation represented less than 1 percent of recent buyers.

More information is located at:
www.Realtor.org/Research-and-Statistics

Continuing Education

- **Appraisal Institute**
www.ainebraska.org 402-488-5900
- **Larabee School of Real Estate**
www.LarabeeSchool.com 402-436-3308
- **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
- **Real Estate Resource Institute (Paul Vojchehoske)**
www.mrrealestatece.com 402-660-0395
- **REEsults Coaching (Mark T. Wehner)**
www.REEsultsCoaching.com 402-676-0101
- **R. F. Morrissey & Associates** 402-933-9033



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The Social Events Forum of the Omaha Area Board of REALTORS®

UNO Mavericks Hockey Night

Friday, January 31, 2014

Omaha Mavericks vs. St. Cloud Huskies

7:37 p.m. Game - CenturyLink Center

5:30 p.m. Dinner - Old Mattress Factory



\$15.00 per person

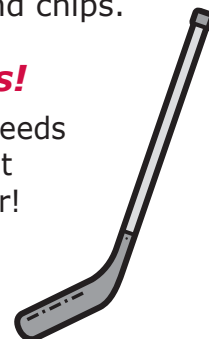
(includes reserved game ticket and dinner)

If you are a season ticket holder, you can join us for dinner only for \$10.00.

Enjoy dinner in the party room at the Old Mattress Factory, 501 N. 13th Street, with a smoked brisket sandwich buffet, served with BBQ beans and chips.

Don't forget your Omaha Food Bank raffle tickets!

Win a signed puck & stick! Each raffle ticket is \$1.00 and all proceeds go to the Omaha Food Bank. You may buy your raffle ticket at the OABR Office or from an OABR Social Events Forum Member!



Limited Number Tickets Available

Payment must be received with order

Register online at **ims.oabr.com**. Type in your ID and password, click on "Event By Date," and then on the specific event.

Individual Name: _____

Company: _____

Mailing Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Email: _____

Quantity of Tickets Ordered: _____ x \$15.00 each = _____ Total Dinner Only \$10.00 _____

Visa / Master Card #: _____ Expiration Date: _____

Discover / American Express

Make checks payable to the Omaha Area Board of REALTORS®.

Ticket orders by Tuesday, January 21, 2014, please.

Call Donna Shipley at 402-619-5551 or Lisa Welch at 402-619-5552 with any questions.

Mailing Address:

Omaha Area Board of REALTORS®
11830 Nicholas St.
Omaha, NE 68154

Know the Code

The maximum fine for violations of the Code of Ethics will be increased to \$15,000, effective January 2014.

• Duties to the Public

Article 10

REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin or sexual orientation. (Amended 1/11)

REALTORS®, in their real estate employment practices, shall not discriminate against any person or persons on the basis of race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. (Amended 1/11)

• Standard of Practice 10-1

When involved in the sale or lease of a residence, REALTORS® shall not volunteer information regarding the racial, religious or ethnic composition of any neighborhood nor shall they engage in any activity which may result in panic selling, however, REALTORS® may provide other demographic information. (Adopted 1/94, Amended 1/06)

• Standard of Practice 10-2

When not involved in the sale or lease of a residence, REALTORS® may provide demographic information related to a property, transaction or professional assignment to a party if such demographic information is (a) deemed by the REALTOR® to be needed to assist with or complete, in a manner consistent with Article 10, a real estate transaction or professional assignment and (b) is obtained or derived from a recognized, reliable, independent, and impartial source. The source of such information and any additions, deletions, modifications, interpretations, or other changes shall be disclosed in reasonable detail. (Adopted 1/05, Renumbered 1/06)

• Standard of Practice 10-3

REALTORS® shall not print, display or circulate any statement or advertisement with respect to selling or renting of a property that indicates any preference, limitations or discrimination based on race, color, religion, sex, handicap, familial status, national origin, or sexual orientation. (Adopted 1/94, Renumbered 1/05 and 1/06, Amended 1/11)



• Standard of Practice 10-4

As used in Article 10 “real estate employment practices” relates to employees and independent contractors providing real estate-related services and the administrative and clerical staff directly supporting those individuals. (Adopted 1/00, Renumbered 1/05)

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

REALTORS® Add Gender Identity to Code of Ethics

REALTORS® have demonstrated their all-inclusive support of ensuring fair housing opportunities by adding gender identity to their Code of Ethics. As REALTORS® celebrate 100 years of the REALTOR® Code of Ethics, this decision is a fitting example of the Code as a living, dynamic set of principles that define the professionalism that REALTORS® bring to the real estate transaction.

This follows a resolution in 2011 to add sexual orientation to the Code of Ethics. NAR’s Board of Directors has also approved amending the Statement of Policy on Fair Housing, affirming that the right to rent or purchase shelter of choice should not be abridged because of sexual orientation or gender identity.

REALTORS® subscribe to NAR’s strict Code of Ethics as a condition of membership. NAR adopted its Code of Ethics in 1913 and was only the second trade or business group in the U.S. to adopt mandatory ethical standards.

Learn more about the Code of Ethics, go to: www.Realtor.org/Code-of-Ethics

Canada, The Titanic, and the Code

In 1913, the National Association of REALTORS® adopted a code of ethics at their annual convention in Winnipeg, Manitoba. But why Canada?

For decades, the Winnipeg REALTORS® Association, along with several other local and provincial real estate associations in Canada, were members of the National Association of REALTORS®.

In NAR’s 1908 constitution, the organization stated its mission was to “unite the real estate men of America” — meaning all of North America. In the early days, there was also a contest to decide which city would host the next annual convention. A few months before the previous year’s meeting, the Titanic sank in the Atlantic. Among the 1,502 passengers lost were three REALTOR® members from Winnipeg. It was in their memory that the 1912 delegates chose Winnipeg to host NAR’s 6th annual convention where the Code was first adopted.

Monthly Safety Tip

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MOBAupdate

Happy New Year!

Metro Omaha Builders Association

MOBA's **Omaha Home Show** packets have been sent to potential vendors:

If you'd like information on booth space, contact: Cox/Johnson intheshow@coxjohnson.com or 402-393-3339

Wanted: Real Estate Professionals for public panel at the Omaha Home Show contact **Cassi@moba.com** for more information.

Quality construction in attractive and affordable communities is important to us because we are your neighbors. We work, play and serve in your communities. The Metro Omaha Builders Association members are dedicated to preserving integrity and lifestyle through high professional standards and sound business practices.

The calendar at www.MOBA.com is constantly being updated, so check www.MOBA.com for the latest information. This site is well on its way in becoming more user friendly to help not only homebuyers find a builder, but also be able to see model homes for sale, new communities to live in and even find upcoming home related events. If you have a home or development you would like to have listed, contact cassi@moba.com or call the MOBA office at 402-333-2000 for more information.

MOBAcalendar

January

01 - 03 MOBA Office CLOSED for New Year

09 Executive Committee Meeting

14 Board of Directors meeting

28 Monthly **MOBA Membership Luncheon**
at Anthony's 72nd & F

To register for classes or events,

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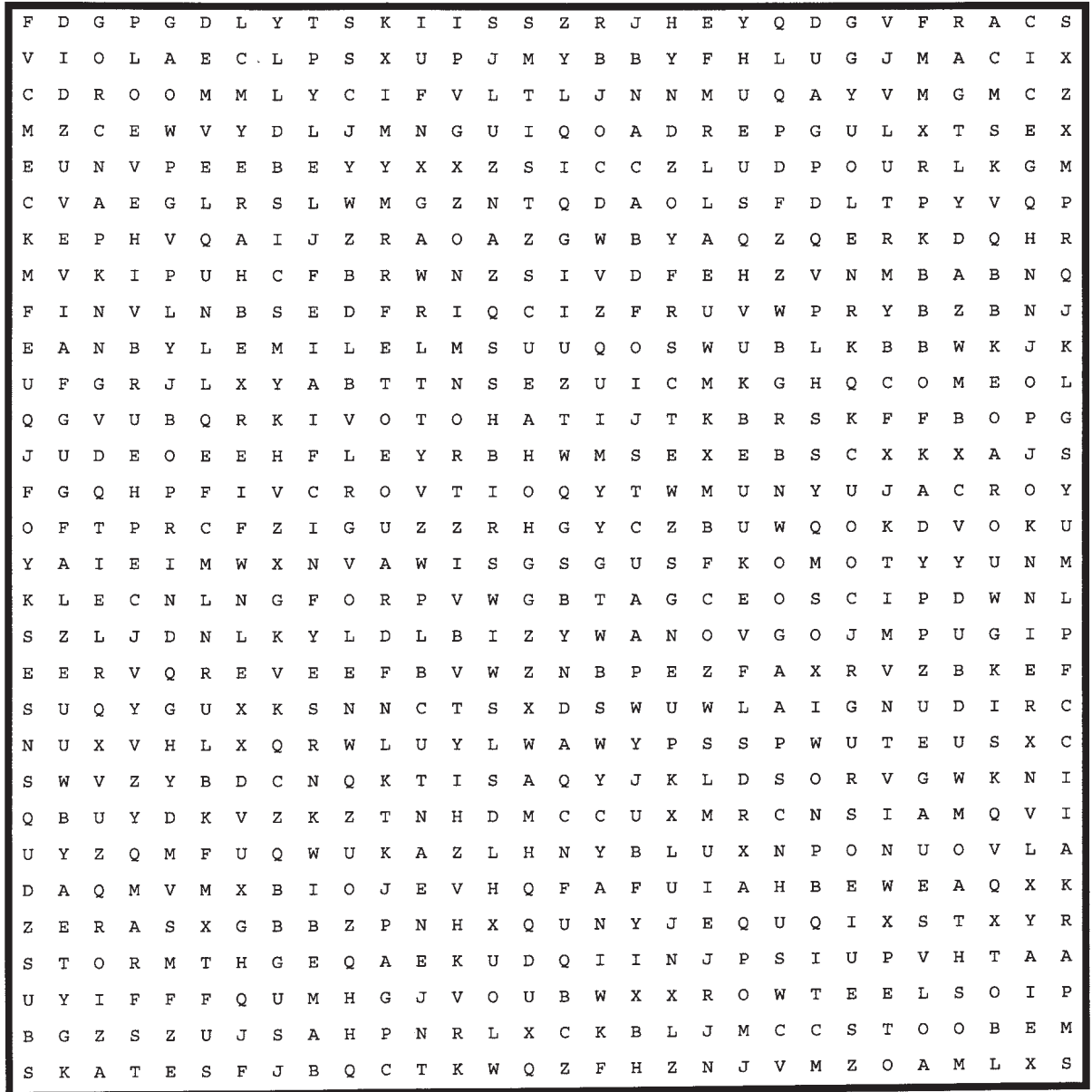
Canned Food Drive

February 18, 2014

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 January 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 February FOCUS.

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FIREWOOD
FREEZE
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HIBERNATION
ICE
ICICLES
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PARKA
SCARF
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SLIPPERY
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SNOWSHOES
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December Holiday Contest
winner was Mary Sladek with My Insurance

Answers at www.OABRdocs.com/answers.pdf



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