

129th OABR Inaugural



The 129th Annual OABR Inaugural was held on Thursday, September 11 at Champions Run Golf Course. Festivities began at 5:30 pm with social hour and hor d'oeuvres, including fresh fruit, cheese, shrimp cocktail, and more.

The ceremony kicked-off the new leadership term for 2015 OABR President, Mark Wehner, and 2015 OABR and MLS Officers and Directors. Mark Wehner II presided as Master of Ceremonies and Kristen Wehner Jacobsen conducted the invocation and Pledge of Allegiance. Mike Riedmann, 2002 NRA President, and 1998 OABR President, officiated the installation of Officers and Directors.

The 2015 OABR Officers and Directors installed were Andy Alloway, President-Elect; Monica Lang, Secretary/Treasurer; Megan Bengtson, Nancy Bierman,

Continued on Pages 4 & 5



UPCOMING EVENTS

New Member Orientation

Tuesday, Oct. 7; 8:30 am - 4:00 pm
Wednesday, Oct. 8; 8:30 am - 4:00 pm
Thursday, Oct. 9; 8:30 am - 12:30 pm

WCR Business Resource Luncheon

Thursday, Oct. 9; 11:15 am - 1:00 pm

Governmental Affairs Committee

Wednesday, Oct. 15; 10:00 am

Knowledge is Power:

Underwriting...The Good, The Bad, & The Ugly

Thursday, Oct. 16; 10:00 am - 12:00 pm

OPPD Accredited Class:

Building Science Behind High Performance Homes

Thursday, Oct. 30; 7:30 am - 12:00 pm



AFFILIATES
a council of the
Omaha Area Board of REALTORS®

presents...



Attention REALTORS® & Affiliates ONLY

TURKEY SHOOT BOWLING & TOYS FOR TOTS

- Wednesday, Nov. 5
- Check-in: 11:00 am
- Bowling: 12:00 pm
- Sempeck's Bowling
- 20902 Cumberland Dr.
- Elkhorn, NE 68022
- \$25/Person or \$250/Team of 10 (Includes Italian buffet and 2 games with shoes)
- \$15 Spectator lunch only

Bring *new, unwrapped toys* or *cash donations* for **Toys for Tots**

Bowl 3 strikes in a row, you'll be entered to win a *free turkey!*

Awards & Networking following bowling, chips & salsa provided

Register early before lanes fill up! *Only 40 lanes available.*



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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 Mark Wehner

President Elect
 Andy Alloway

Secretary/Treasurer
 Monica Lang

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 Megan Bengtson
 Nancy Bierman
 Doug Dohse
 Bryan Fraser
 Herb Freeman
 Lindsey Krenk
 Mark Leaders

Ex-Officio Directors
 Lori Bonnstetter
 John Bredemeyer
 Deda Myhre
 Jessica Sawyer

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Vice-Chairman
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Secretary, Treasurer
 Vince Leisey

Directors
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 Mark Boyer
 Susan Clark
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 Lisa Ritter

Ex-Officio
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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

Well, it's official! Now that inauguration is over, its time to get to work! I believe everyone in attendance had a great time. Congratulations to the all award winners, especially our outgoing and incoming Officers and Directors. Fun, humor, and fellowship was the tone for the evening. My goal is to continue that feeling throughout this next year!

You will find my focus over the next year on "getting better!" Simply stated, to get better at your day-to-day business building activities and better as a positive influence in our collective communities.

In my book, "1440-Empowering Entrepreneurs Every Minute of the Day", REEfact 212 quotes, "Entrepreneurs know that it is the knowledge they gain after they think they know it all that makes all the difference." I have watched so many REALTORS® rise to a level of success, plateau and never reach their full potential.

They have a few successful years and stop growing, even slide back. Why? Typically because they stop learning. Do you know exactly how to double your income? Do you know exactly how to take the necessary steps, find the necessary resources, and find the time to take these steps and tap these resources? If not, then take heed over the next months as I layout both the steps and the resources of our REALTOR® Association that can help you reach your full potential. From local, state and national educational and coaching venues, to unmatched networking opportunities, as we interact professionally, and at the same time serve our communities. Your REALTOR® Association is always here to help you "get better"!

Everyone has had a "best year ever." My goal, and the goal of our REALTOR® Association, is for you to have your "best year yet in 2015!"

If you would like a free copy of "1440-Empowering Entrepreneurs Every Minute of the Day," in an e-book format visit www.reesultscoaching.com. As a real estate entrepreneur, please enjoy the book and strive to get better everyday.

Working to get better,

Mark Wehner



Mark Wehner
2015 President

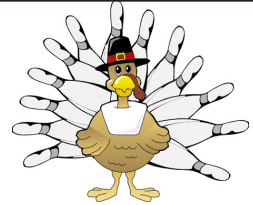
November Events

- **Turkey Shoot Bowling & Toys for Tots**
 Thursday, November 5; 11:00 am @ Sempeck's Bowling
- **Knowledge is Power: Everything You Say Can Be Used Against You**
 Thursday, November 20; 10:00 am - 12:00 pm @ OABR Education Room
- **OPPD Accredited Class: Building Science Behind High Performance Homes (Home Energy Rating Systems)**
 Thursday, November 21; 7:30 am - 12:00 pm @ OABR Education Room



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Bring *new, unwrapped toys* or *cash donations* for **Toys for Tots**
Bowl 3 strikes in a row, you'll be entered to win a *free turkey!*
Awards & Networking following bowling, chips & salsa provided
Register early before lanes fill up! *Only 40 lanes available.*

This event is for **REALTOR® & Affiliate members only!**

Team of Ten: Bowling at Sempeck's Bowling & Entertainment

Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____
Name _____	Company _____

Team Captain's Email _____ Phone _____

☐ Spectator Lunch Only (\$15.00)

☐ Check payable to: OABR Affiliates, 11830 Nicholas St, Omaha, N3 68154, ATTN: Debbie

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Continued from Page 1

Doug Dohse, Bryan Fraser, Herb Freeman, Lindsey Krenk, and Mark Leaders. Directors; Lori Bonnstetter (Affiliates), John Bredemeyer (GPRMLS), Deda Myhre (Past President), and Jessica Sawyer (WCR), Ex-officio Directors.

The 2015 MLS Officers and Directors installed were John Bredemeyer, Chair; Henry Kammandel Jr., Vice-Chair; Vince Leisey, Secretary/Treasurer; Andy Alloway, Mark Boyer, Susan Clark, Herb Freeman, and Lisa Ritter, Directors.

Of the special awards that were given, the 2014 REALTOR®-of-the-Year Award went to Lisa Ritter. Mary Sladek was the recipient of the 2014 Outstanding Affiliate Award and Doug Dohse was the recipient of the 2014 Outstanding OABR Service Award. Vince Leisey was awarded for his outstanding service to the National Association of REALTORS®

The Omaha Area Board of REALTORS® would like to thank 2014 President, Deda Myhre, for her hard work and dedication to the Board. It has been a great year!



Deda Myhre recognizes Mary Sladek for outstanding service as an Ex-Officio Member of the Board of Directors.



Special Recognition

Debbie Peterson,
Membership &
Accounting Manager
30 Years of Service
to the
Omaha Area
Board of
REALTORS®



Mike Riedmann installs Mark Wehner as 2015 President.



Mark Wehner and wife, Therese.



Mark Wehner and family.



2014 REALTOR®-of-the-Year, Lisa Ritter and family.



2014 Outstanding Affiliate Award recipient, Mary Sladek, with 2013 recipient, Wendy Walker.



Outstanding OABR Service Award recipient, Doug Dohse, with 2013 recipient, Rob Wiebusch.



RPAC Sterling "R" Contributors (See Page 10).



Installation of 2015 OABR and MLS Leadership.

Radon Test Tampering & The Real Estate Transaction

Submitted By: Debbie Kalina, Radon Pros, LLC

Something that Radon professionals are coming across more and more often in conjunction with Real Estate transactions is Radon Test tampering. This includes not only tampering with the Radon testing machine but also with the radon testing conditions. This type of tampering is typically done with the intention to disguise high radon levels. Radon Test tampering occurs when an unscrupulous home owner or REALTOR® wants to ensure that a radon test result comes back below 4.0 pCi/L (the EPA recommended action level) in an effort to prevent them from having to pay for a radon mitigation system or the possibility that the buyer may walk away from the transaction if the levels are high.



Buyer's Want Accurate Radon Test Results

Buyers, on the other hand, want the most accurate results available. Because Radon is the leading cause of Lung Cancer in non-smokers and the second-leading cause of lung cancer, overall, resulting in an estimated 21,000 lung cancer deaths in the U.S. each year, they want to know if the home they are about to purchase has levels of radon that need to be addressed. They may plan on using the basement as a kid's playroom, home office, or bedroom. Having accurate test results helps the new homeowner address the problem with all the factual information necessary and it helps keep them and their families safe and healthy.

The Potential for Test Interference in Real Estate Transactions is Real.

Homeowners and REALTORS® may think that tampering with a radon test is really no big deal but opening windows or running ventilation systems excessively is not only putting the potential new homeowner at risk but it is now opening the door for anyone involved in the Real Estate transaction to be held liable in a court of law for fraud and negligence. They may think they can justify their actions because they themselves do not believe that radon is truly a threat or they just simply don't want to have to deal with one more concern in the real estate transaction.

The Potential for Legal Liability is Also Real.

As previously stated, everyone involved in the Real Estate transaction including: the seller, the REALTORS®, the Brokers, the Relocation Company, the Corporate Employer, the Home Inspector, and the Radon Professional are now facing the possibility of being held liable in a court of law.

The Precedent Has Been Set

A couple in Allegheny County, Pennsylvania was awarded \$30,000 in damages after the Court found that the REALTORS® involved in the sale of the home had failed to disclose a Radon problem in the home. While the couple received less in damages than they originally sought, the fact that they were successful on the merits demonstrates the very real dangers faced by sellers and real estate professionals who fail to take radon seriously.

The home in the court case was originally tested to have a radon level of 29.3 pCi/L (well above the recommended action level of 4 pCi/L) during a home inspection for prospective buyers. The prospective buyers ended up backing out of the deal.

A new purchase contract was written with another couple which included another radon test. The second test indicated that there was no problem with the radon level and the couple went on to purchase the house.

A few months after closing, the new homeowners received a letter in the mail from a radon mitigation contractor asking if the homeowners were still interested in mitigating, which sent up a red flag with the new homeowners. The homeowners then purchased their own test kit and discovered radon concentrations of 44.3 pCi/L.

In court, the couple claimed that someone had tampered with the second test as they prepared to close the deal to purchase the home. Suit was filed against the three agents, the Real Estate Firm, the former owners of the home, and the radon company that did the second test.



The jury ultimately cleared all defendants of tampering allegations, however, the defendants were found guilty of fraud or negligence for failing to disclose the high levels of radon in the home. Even though tampering allegations were cleared, the case suggests the sway that these allegations can have over a jury. It was noted that it appeared the agents involved were "more interested in making the sale than disclosing the radon".

This is just one example of the precedence that can be used by other victims of tampering as a guide in the courtroom.

Proper Radon Testing Conditions include:

Closed House Conditions must be maintained for a minimum of 12 hours prior to starting the test, and for the duration of the test. This includes:

- Keeping all exterior doors and windows closed (except for normal entry and exit).
- Operating the ventilation system (AC/Furnace) normally in the Auto mode, not the Fan On/Continuous mode.
- Not running whole house fans or exhaust fans.
- Not using fireplaces during the testing period, and keeping flu damper(s) closed (unless this is the primary source of heat.)
- Not running ceiling fans or other types of fans in the room where the testing is taking place.

Radon Mitigation System: If the home has a radon mitigation system, the system must be running for a minimum of 24 hours prior to beginning a test, and for the duration of the test.

Location: The radon testing device should be placed in the lowest habitable level of the home (family room, bedroom, office), including unfinished basements that could be finished in the future. There should be no objects within 12 inches of the testing device, and the device should not be covered with anything.



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AFFILIATES

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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 SEPTEMBER 2014 MEETING:

Lori Bonnstetter (President) – 2-10 Home Buyers Warranty
Brent Rasmussen (President-Elect) – Mortgage Specialists LLC
Erin Trescott (Secretary) – Pulaski Bank Home Lending
Brenda Stuart (Treasurer) – ServiceOne Inc
Michael Anderson – Veterans United Home Loans
Lynette Arrasmith – First National Bank
Dawn Black - ExecuStay
Lou Bozak – Paul Davis Restoration
Lisa Bullerman – Staging Design by Lisa Marie
Mary Byrnes – United Republic Bank
Bob Corsini – Corspect LLC
Kayla Cunningham – JH Willy
Theresa Dein – Franklin American Mortgage Co
Rob Denning – Guild Mortgage Company
Joe Dobrovoly – Equitable Bank
Malanie Doeschot – Ambassador Title Services
Janet Dragon – Heartland Reva Team
June Eads – AmeriSpec Home Inspection Serv
Jan Eggenberg – SureHome Inspection Co
Monica Gartner – First American Title Ins Co
Mary Gorup – Integrity Termite
Jim Holmes – Focus Printing/Mailing
Coquette Jensen – Core Bank Title & Escrow
PK Kopun – Centris Federal Credit Union
Tara Legenza – Redefined Interiors by Tara LLC
Laura Longo – Centris Federal Credit Union
Deb Martin – Great Western Bank
Chip Monahan – Monahan Financial Inc
Sue Owen – Charter Title & Escrow
Michael Peitzmeier – WIN Boys Town
Garry Ruliffson - OPPD
John Seigel – MOPOA
Julie Sherman – United Distributors Inc
Mary Sladek – My Insurance LLC
Ruth Smith – Norm's Door Service
Meg Tentinger – United Republic Bank
Wendy Walker – Nebraska Title Company
Lisa White – Franklin American Mortgage Co
Dani Zeigler – My Insurance LLC
Todd Zimmerman – Zimmerman Mortgage Corp

www.OABRAffiliates.com

UPCOMING MEETINGS:

- Monday, Oct. 6, 9:00 a.m.
- Monday, Nov. 3, 9:00 a.m.
- Monday, Dec. 1, 9:00 a.m.

All Affiliate members are welcome to attend.



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Allison Gabel

Daughter of Traci Hanel
Berkshire Hathaway HomeServices



Joseph Nelson

Son of Deborah Nelson
Berkshire Hathaway HomeServices



Allison Schmutz

Daughter of Carrie Schmutz
Berkshire Hathaway HomeServices

AmeriSpec Inspection Services and TNT Termite Services are pleased to announce the winners of our \$1,500 Future Leaders Scholarship Program for the 2014/15 school year. Our program in its fifth year has contributed \$22,000 in financial support for family members of the real estate communities we serve. As one of your true "Partners of the Community," we believe education is the key to a successful future. Our commitment toward education is another way that we will continue to differentiate ourselves from other inspection companies.

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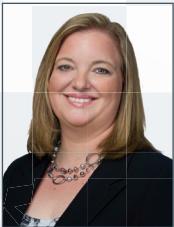
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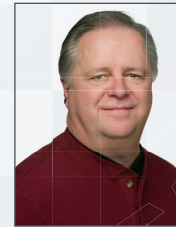
Paula Paulson

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Deanna Weatherford

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Rick Kincaid

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Craighead, Joni
Gehrki, Joseph
Jennings, Karen
Matney, David
Rasmussen, Matthew
Ritter, Lisa
Rotthaus, Doug

GOVERNOR'S CLUB (\$500+)

Dodge, Nathan
Lichter, Patrick
May, Angela
Moss, Tasha
Rensch, Jeffrey
Wehner, Mark

CAPTIAL CLUB (\$250+)

Adams, Kathryn
Battiato, Diane
Bresley, Mark
Evans, Donald
Fredrickson, Julie
Hike, Leo
Johnson, Harold
Lang, Monica
Leaders, Mark
Miller, Kathleen
Owens, Megan
Patrick, Jeanne
Sawyer, Jessica
Seybold, Monica
Swanson, William
Valenti, Joseph
Wiebusch, Vaughn

SENATOR'S CLUB (\$150+)

Anderson, Janet
Bengtson, Megan
Chu, Jeffrey
Housley, Dionne
Krenk, Lindsey

Maloy, David
McNally, Loretta
Morrissey, Roger
Poppen, Denise
Rauth, Susan
Rosso, Larry
Shudak, Kathy
TenEyck, Dixie
Turner, Melissa

99 CLUB (\$99+)

Ahlvers, Jerry
Ahlvers, Hedy Rae
Anderson, Jill
Bane, Barbara
Bengtson, Darla
Black, William
Blythe, Brent
Burford, Judith
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Eisenmenger, Laura
Fraser, Bryan
Gould, Todd
Hart, Mark
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Kusmierski, Sheila
Lauritsen, Julie
Lind, Donald
Maloney, Margaret
Meyer, Trudy

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Ritter, Dennis
Smith, Judith
Stevens, Thomas
Sullivan, William
Terry, Robyn
Vogel, Jerry
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Wolf, Mary Rae

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Beers, John
Beers, Matthew
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Burkle, Ronald
Bussen, Sheri
Cherica, John
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Ciochon-Lichter, Linda
Clark, Susan
Clees, Donald
Cox, Joshua
Craig, Russell
Dennhardt, Teresa
English, Tammy
Ernst, Mary
Erwin, Sandra
Falcone, Shawn
Fuller, Cory
Gibson, Ryan
Giles, Marnie
Hinrichs, Mark
Hodge, Gina
Igo, Donald
Johnson, Diane
Kovar, Vicki
Langford, Rachel
Mack-Modlin, Louella

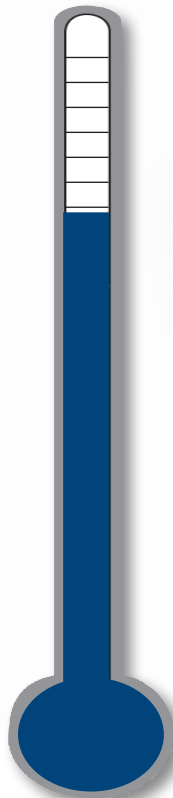
McGuire, Dennis
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Mikuls, Richard
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Nicola, Tammy
O'Connor, Timothy
Petersen, Theresa
Reyneck, Jody
Richard, Paul
Roth, Paul
Salkin, Michael
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Spiecker, F William
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Tichauer, Fred
Wilke, Marilyn
Zoerb, Karen

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Ahlvers, Raquel
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Allen, Kathryn
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Amos, Steven
Amoura, Jo Anne
Amoura, Medhet
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Anderson, David
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Andresen, Delten
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Archer, Crystal
Armstrong, Denise
Armstrong, Stephen
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Aulner, Aaron
Avard, Teri
Bader, Brad
Baker Fletcher, Barbara
Ballue, Lisa
Baratta, Sandra
Barnard, Joanna
Barnett, Paul
Barr, Nancy
Barrera, Oscar
Barrett, Diane
Barsell, Helen
Bartlett, Brenda
Baumert, Gary
Beacom, Michael
Beaton, Christopher
Beck, Michelle

Beck, Sandra
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Bell, Mary Lou
Benson, Brandon
Bereisha, Arthur
Bethel, Kathryn
Betz, Connie
Birnstihl, Jason
Blackman, Catherine
Blackmon, Michael
Blankenau, Mark
Blazina, James
Blinn, Ellen
Block, Jodi
Bloom, Sharon
Bloomquist, Colleen
Blusys, David
Bock, Andrew
Boe, Nancy
Boganowski, Deborah
Boothe, Jonathan
Boothe, Samara
Borato, Mark
Bosse, Carol
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Brantley, Wayne
Bratetic, Michelle
Bray, Leria
Briggs, Diane
Brink, Debra
Broders, Carrie
Broesch, John
Brotzki, Michelle
Brown, Austin
Brown, Ethan
Bundy, Tyler
Burke, Timothy
Burney, Charles
Burrows, Robert
Bybee, Miriam
Bybee, William
Cage-Conkling, Deborah
Campbell, Debra
Campbell, William
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Caniglia, John
Caniglia, Kylie
Caniglia, Matthew
Caniglia, Michael
Carlin, Brian
Carlson, Ileana
Carraher, Eric
Cavanaugh, Andrea
Champion, Jackie
Chapman, Mary
Chingren, Cody
Christensen, Kellie
Christian, Carl
Christiansen, Mary
Clark, John

Clark, Amanda
Cleveland, Judith
Cobb, James
Coburn, James
Cody, Robert
Cohen, Alan
Cohen, Anne
Cohen, Arlene
Cohen, Martin
Colburn, Marjorie
Combs, Dale
Concannon, Charles
Conley, Michael
Connell, Michael
Corbett, LeAndra
Corbitt, Matthew
Correa-Cerrillo, Jose Domingo
Coyne, Jill
Cregger, Kristi
Crompton, Karl
Cronin, Marisa
Damewood, Nicole
Daugherty, Lynn
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\$100,000

9-30-14

\$72,724

9-15-14

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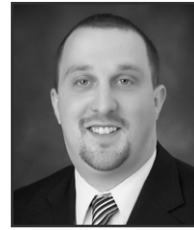


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Q&A

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- By Patrick Casey, President
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The following article is intended to provide pertinent home and building inspection information to the readers. Your input is welcome by emailing your questions to pat@hbponline.com.

Question: With winter approaching, we want to improve the energy efficiency of our home. What areas of a home are the major sources of energy loss?

Answer: According to a study conducted by Michigan Technical University, the top 5 areas of a home with the most air leaks are:

1. Floors, ceilings and walls – 31%
2. Air ducts – 15%
3. Fireplace – 14%
4. Plumbing Pipes – 13%
5. Doors – 11%

The areas of the home compiling the remaining 14% are windows, exhaust vents, exhaust fans and electrical outlets.

Some of the best ways to make a home more energy efficient are to:

- Reduce the air transfer from inside the home to the attic. Add more attic insulation to R-40 or higher, and caulk/seal the ceiling penetrations around light fixtures.
- Seal the penetrations around light switches and electrical outlets on the exterior walls.
- Insulate any exposed basement walls to R-18, and insulate the space between the floor joists at the basement perimeter.
- Seal the joints in all accessible air ducts.
- Install and use a programmable thermostat.

For more energy saving tips go to www.oppd.com.



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- Tuesday, November 4 8:30 am - 4:00 pm
- Wednesday, November 5 8:30 am - 4:00 pm
- Thursday, November 6 8:30 am - 12:30 pm

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Designated REALTOR®	206	210
Des. REALTOR® Secondary	1	0
REALTOR®	2072	1994
REALTOR®-Secondary	6	5
TOTAL	2285	2209
Institute Affiliate	59	73
Affiliate	318	267
Other	5	5
TOTAL	2944	2828
	Aug. 2014	YTD
New REALTOR® Members	31	257
Reinstated REALTOR® Members	5	46
Resignations	54	180
GPRMLS	Aug. 2014	Aug. 2013
197		
Participants (Secondary)	62	59
Subscribers (Primary)	2068	1984
Subscribers (Secondary)	177	176
Exempt	32	37
TOTAL	2536	2455

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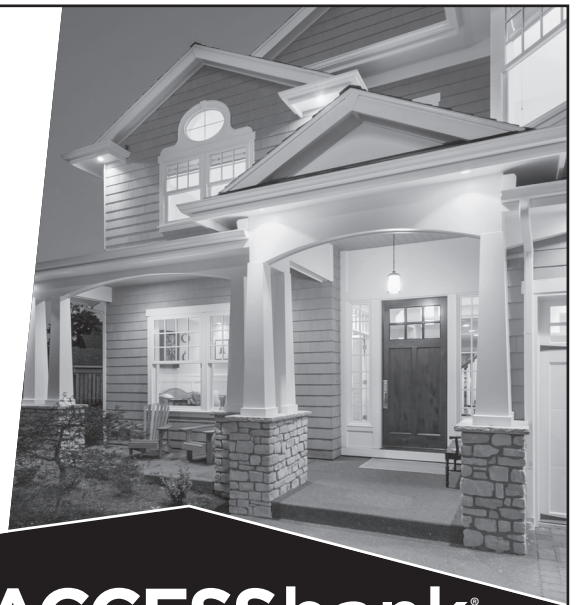
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Personals

CONDOLENCES to Steve Wagner of CENTURY 21 Century Real Estate on the loss of his father.

CONGRATULATIONS to Margaret VonTersch of CBSHOME who earned the Graduate REALTORS® Institute (GR) designation.

Send us your news!

Fax: 402-619-5559

Email: DShiple@OABR.com

Phone: 402-619-5551

Mail: 11830 Nicholas St., Omaha, NE 68154.

Be Safe!

Avoid placing wallets, purses, and other valuables on the seat of your car. Place them out of sight to avoid break-ins and car jackings.



Knowledge is Power: Agent Safety



Omaha Police Officer Angela Echtenkamp taught an Agent Safety course to 30 members at the OABR office on Thursday, September 18. In light of September being REALTOR® Safety month, Echtenkamp educated members on all things safety related. Topics included safety at open houses, in model homes, showing a property, and at the office. OABR Education Committee member, Angel Starks was responsible for making this Agent Safety course possible. Echtenkamp would like to remind all REALTORS® to be safe and cautious at all times. If you ever feel unsafe during a showing, open house, or at the office, dial 9-1-1 for help.



MOBAupdate

Metro Omaha Builders Association

Omaha Events...

Don't miss the **Fall Parade of Homes** on **October 11-12 & 15-19**. See homes in every price range. Whether you are helping a first time buyer or a buyer looking to upgrade, there is something for everyone. Ready your home for buyers before winter hits. Hopefully you already have an entry into this year's Fall Parade of Homes!

The calendar at www.MOBA.com is constantly being updated, so check www.MOBA.com for the latest 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.

MOBA.com 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. Averaging over 138,000 hits per month...

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

October

11-12 & 15-19 Fall Parade of Homes

14 Board of Directors Meeting - MOBA office lower level

22 Membership Luncheon - Anthony's at 72nd & F - Builder Appreciation!

FREE lunch to all Builders. Lunch is sponsored by Builders Supply, Cox Communications, and the Omaha World Herald. This lunch will include the year in review, education and issues updates, 2015 planning and much more.

Details on these events and more....

visit www.MOBA.com

Need to Renew your MOBA membership?

You can now pay online...

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Get involved, reach out!

A big, huge thank you to all that attended our second annual get together at Bushwackers! This event gives us another great opportunity to give back to our community and Project Wee Care. This organization helps families by providing gifts of needed clothing, plus food and personal hygiene supplies during the holiday break. We are actively serving on the committee, volunteering regularly, and are always looking for more help.



This month our advisory board is having an outing at Skinny Bones Pumpkin Patch in Blair. We are looking forward to some fun networking with our families on a hayrack ride and enjoying s'mores around a bonfire.

Our next gathering will be December 5th for the REALTOR® Ring Day reception from 4-6pm. Location will be announced soon. Keep an eye out in your email for an invite to ring for the Salvation Army for the National REALTOR® Ring Day. This event is always a ton of fun and a way for all of us to give a couple hours of our time back to the entire Omaha metro. We hope to see you at the reception afterwards!

Our advisory board meets the second Thursday of every month from 2-3:00 pm in the OABR board room. We are actively growing so don't be shy. For more information on Project Wee Care, any of our exciting events, or to get more involved, please reach out to me or any of our advisory board members. As a reminder, our events are an opportunity for all REALTORS® and Affiliates to network, so when you see our YPN logo, come on out. We'd love to see your smiling faces! Stay tuned to next month's FOCUS for pictures from the Bushwackers event.

Looking forward to a great year, new faces, networking, and fun!

Lindsey Ten Eyck Krenk, 2015 YPN Chair



Young Professionals Network

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Omaha Area Board of REALTORS®


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New Home Consultant

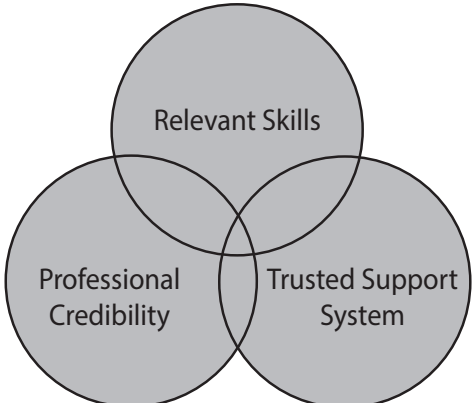
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Uniform Residential Purchase Agreement

New and improved

In September, the MLS Board of Directors approved the use of a new and improved Uniform Residential Purchase Agreement which will be available for use by members later this month. Please watch the weekly eFlash and the MLS homepage for more details.

The new form represents a large investment of time by an MLS work group, plus input was provided by company owners and managers. To utilize the new "Uniform" agreement, the body-text of the agreement cannot be altered, however broker's will have the ability to customize the form by adding their preferred lenders, title companies, and logo to the form. To clarify, only certain fields on the document are designed to be altered, then locked in place at the broker level. So, for example, Broker A will indicate their name on the form, plus options for lender, title, attached forms, etc., and will then save that version for use by their agents. Broker-participants may, of course, leave those fields blank as well. Each broker will make that decision.

Please note that any changes made to the body-text of the Uniform Residential Purchase Agreement by a member will deem it no longer a Uniform Purchase Agreement and cannot be named as such.

Although its use is not mandatory, the Uniform Residential Purchase Agreement will be available for all members to use. Future changes to the form will be made and distributed periodically when necessary.

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Mike Connell



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Don Igo



Marsha Labs



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Jim Murphy



Gary Patricelli



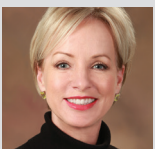
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Megan Bengtson (3)
Rebecca Sain (3)
Van Deeb (3)
AJ Watson (3)
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Dennis Ritter (2)
Hector Martinez (2)
Laura Swarz (2)
Linda Carpenter (2)
Lisa Richardson (2)
Nancy Hein-Berg (2)
Paul Barnett (2)
Serina Bullington (2)
Sharon Bain (2)

Shawn Falcone
Sheila Kusmierski
Shelli Klemke
Stacy Childers
Steve Larsen
Sue Henson
Sue Osterholm
Tammy Stuart
Ted Quick
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|---|--|
| <p>Oct. 8
0395</p> <p>Oct. 8
0280</p> <p>Oct. 9
0093R</p> <p>Oct. 9
0068R</p> <p>Oct. 14
0319R</p> <p>Oct. 14
0616R</p> | <p>Business Brokerage: Who Sells Small Businesses and Why?
8:30 am - 11:30 am</p> <p>The Home Inspection: Assessing Property Condition
1:00 pm - 4:00 pm</p> <p>Contract Law
8:30 am - 11:30 am</p> <p>Residential Landlord/Tenant Act
1:00 pm - 4:00 pm</p> <p>Trust Accounts
8:30 am - 11:30 am</p> <p>Do's & Dont's of Anti Trust & RESPA
1:00 pm - 4:00 pm</p> |
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Duties of REALTORS®

• Standard of Practice 16-13

All dealings concerning property exclusively listed, or with buyer/tenants who are subject to an exclusive agreement shall be carried on with the client's representative or broker, and not with the client, except with the consent of the client's representative or broker or except where such dealings are initiated by the client. Before providing substantive services (such as writing a purchase offer or presenting a CMA) to prospects, REALTORS® shall ask prospects whether they are a party to any exclusive representation agreement. REALTORS® shall not knowingly provide substantive services concerning a prospective transaction to prospects who are parties to exclusive representation agreements, except with the consent of the prospects' exclusive representatives or at the direction of prospects. (Adopted 1/93, Amended 1/04)

• Standard of Practice 16-14

REALTORS® are free to enter into contractual relationships or to negotiate with sellers/ landlords, buyers/tenants or others who are not subject to an exclusive agreement but shall not knowingly obligate them to pay more than one commission except with their informed consent. (Amended 1/98)

• Standard of Practice 16-15

In cooperative transactions REALTORS® shall compensate cooperating REALTORS® (principal brokers) and shall not compensate nor offer to compensate, directly or indirectly, any of the sales licensees employed by or affiliated with other REALTORS® without the prior express knowledge and consent of the cooperating broker.

• Standard of Practice 16-16

REALTORS®, acting as subagents or buyer/tenant representatives or brokers, shall not use the terms of an offer to purchase/lease to attempt to modify the listing broker's offer of compensation to subagents or buyer/tenant representatives or brokers nor make the submission of an executed offer to purchase/lease contingent on the listing broker's agreement to modify the offer of compensation. (Amended 1/04)

• Standard of Practice 16-17

REALTORS®, acting as subagents or as buyer/tenant representatives or brokers, shall not attempt to extend a listing broker's offer of cooperation and/or compensation to other brokers without the consent of the listing broker. (Amended 1/04)

• Standard of Practice 16-18

REALTORS® shall not use information obtained from listing brokers through offers to cooperate made through multiple listing services or through other offers of cooperation to refer listing brokers' clients to other brokers or to create buyer/tenant relationships with listing brokers' clients, unless such use is authorized by listing brokers. (Amended 1/02)

• Standard of Practice 16-19

Signs giving notice of property for sale, rent, lease, or exchange shall not be placed on property without consent of the seller/landlord. (Amended 1/93)

• Standard of Practice 16-20

REALTORS®, prior to or after their relationship with their current firm is terminated, shall not induce clients of their current firm to cancel exclusive contractual agreements between the client and that firm. This does not preclude REALTORS® (principals) from establishing agreements with their associated licensees governing assignability of exclusive agreements. (Adopted 1/98, Amended 1/10)



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Word Search: Win A \$50 Gift Certificate!

OABR members locating all the words will be entered in a drawing to win a \$50 gift certificate to Focus Printing. Send your answers by October 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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B	Q	D	P	K	Q	F	G	Z	Y	X	H	Q	B	P	T	H	F	Q	C	V	U	J	O	W	P	N	F	L	N
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W	Q	K	I	E	K	M	Y	E	T	W	K	O	U	W	Z	J	G	A	H	E	Z	U	L	N	Z	M	T	D	O

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Jackie Wallis

with NP Dodge — winner of the September Word Search.

Click. Learn. Win!



It pays to read the weekly eFlash

OABR Members reading the weekly eFlash can qualify for a chance to win a free Supra KeyBox.

It's simple! Every Wednesday, we keep you up-to-date on what's going on at the Omaha Area Board of REALTORS® and in the eFlash Supra section, we provide you with a chance to win a KeyBox.

Stay tuned to our next eFlash to learn how you could win!

Congratulations to the past Supra KeyBox winners!



Clayton Mulford of NP Dodge



Jill Karloff of RE/MAX The Producers



When it Rains, it Pours

By Steve Vacha

Home Standards Inspection Services

My father was fond of saying that. He usually wasn't talking about the weather.

Our recent weather does fit this saying. Who can remember rain like we have been having? Homes that have never taken in water have had water in their lower levels this summer.

Basements take in water or even flood due to numerous reasons. A water line can burst, usually it's a supply line to the washing machine. With normal homeowners insurance, damage from this kind of leak is covered. But, more often it is caused by surface water coming in through the walls, windows or from a malfunctioning sump pit. For insurance companies this is considered flood damage and is not covered. Many unhappy homeowners find this out at an inopportune time.

The humble sump pump is a very important part of a home's defense against water. The sump pump is located in the sump pit and has a float that activates the pump when the water reaches a certain level in the pit. Water that makes its way to drain tile laid under the basement floor drains into this pit. The pump should be tested periodically to verify it is working.

The electrical code has recently changed and some newer homes are built with GFCI protected outlets for the sump pump motors. I have spoken to two homeowners that had flooded basements this summer, due to GFCI outlets tripping off.

Several weeks ago a homeowner called me about this very situation with his 6 month old house. After this last recent heavy rain storm he found his finished basement carpet soaked with water. When he went to check his sump pit, he found the GFCI has tripped off during the storm and the pump had stopped working. He called his builder and was told the problem was not due to the house, rather the nonfunctioning sump pump, so there was nothing he could do for the homeowner.

The soil around his house became saturated with water, even the soil below his footings. The water then started to percolate up through the small cracks in this basement floor, instead of draining into the drain tile and sump pit. The drain tile was saturated with water and not draining properly because the sump pump was not working. Water will always take the path of least resistance and when the soil is saturated that path is usually into our homes.



As mentioned above, his home insurance did not cover this damage because it is considered flood water. What is a home owner to do?

A simple suggestion is to add a water alarm to the sump pit. If the pump does not operate properly, the alarm will sound to alert the homeowner of the problem.

Another investment I suggest, especially if water actively or often drains to the sump pit, is to add a back-up system. These systems usually include an additional pump in the pit and have backup batteries. This system will keep the pump running even if the power goes off to the house.

Finally, consider speaking with insurance companies about a "sump pump failure policy", which they have started writing for this very concern. These policies are not that expensive compared to the large investment many people put into their lower levels.



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