

2014 Year in Review



With 2014 now a thing of the past, we can look back over the year and remember all the fun we've had!

The Omaha Area Board of REALTORS® "hit a home run" with **Tom Lundstedt** on January 16, 2014. More than 200 members attended his "How to Work With Investment Properties". Tom, who is a former Major League baseball player, entertained and enlightened the crowd with a combination of humor and real world examples.

Omaha! Omaha! The Omaha Area Board of REALTORS® joined a group of 16 other Omaha organizations contributing to the Greater Omaha Chamber of Commerce Foundation's, "Omaha Payback" effort, that resulted in a combined \$67,300 in donations.

Continued on Pages 8 & 9



JANUARY EVENTS

New Member Orientation

Tuesday, Jan. 6; 8:30 am - 4:00 pm
Wednesday, Jan. 7; 8:30 am - 4:00 pm
Thursday, Jan. 8; 8:30 am - 12:30 pm

Blue Jean BBQ

Thursday, Jan. 15; 5:30 pm - 9:30 pm

Knowledge is Power:

Terry Watson "The IRK Factor"

Thursday, Jan. 22; 9:00 am - 12:00 pm

UNO Mavericks Hockey Night

Friday, Jan. 30; 6:00 pm dinner, 7:30 pm game



UNO MAVERICKS HOCKEY NIGHT

Friday, January 30, 2015
Omaha Mavericks vs. North Dakota Fighting Sioux
 6:00 pm Dinner - Old Mattress Factory
 7:30 pm Game - CenturyLink Center




SOCIAL EVENTS



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

Printing by Focus Printing and Mailing

2015 Board of Directors

President
Mark Wehner

President Elect
Andy Alloway

Secretary/Treasurer
Monica Lang

Directors
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

Great Plains REALTORS® MLS 2015 Board of Directors

Chairman
John Bredemeyer

Vice-Chairman
Henry Kammandel Jr.

Secretary, Treasurer
Vince Leisey

Directors
Andy Alloway
Mark Boyer
Susan Clark
Herb Freeman
Lisa Ritter

Ex-Officio
Mark Wehner

Association Staff

Chief Executive Officer
Doug Rothaus

Programs Director
Donna Shipley

Membership & Accounting Manager
Debbie Peterson

Systems Administrator
Lisa Welch

MLS Director
Denise Mecseji

Communications & Social Media Director
Hanna Jorgensen

Governmental Affairs Director
Joni Craighead-Hoback

Focus Printing

11830 Nicholas Street
Omaha, NE 68154
402-619-5575
www.FocusPrintingOmaha.com

Print Shop Manager
Jim Holmes

Graphic Artist
Pam Kane

Press Room Foreman
Todd Taylor

The views and opinions expressed in REALTOR® Focus are not necessarily those of the Board of Directors of the Omaha Area Board of REALTORS® or Great Plains REALTORS® MLS. All rights reserved. ©2014. Original material may be reproduced with proper credit.

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

The next big BOOM!

At the 1983 NAR National Convention, a vendor was selling bumper stickers that read, ***“REALTOR® Prayer - Please let there be one more real estate boom and I promise I won’t let it slip away this time, AMEN!”***

For those sage real estate veterans, this was the time of 17.5% interest rates, an incredibly poor market, and an even bleaker outlook for the future.

Guess what? Times have changed for the better! Many of us remember the “best real estate market ever,” thanks primarily to a generational bubble of “baby boomers” driving the market for 18 years, from the late 60s to the early 80s. Some still believe that real estate sales will never be better than those glory years. NOT TRUE!

Here’s why the next three generations (54 years) are positioned better than any real estate market to date! According to the U.S. Census Bureau in 2014, there were over 38 million baby boomers, all between the ages of 20-39, during each of those boom years. This demographic represented prime housing years, child-bearing years (which lead to more housing needs), wealth building years for real estate investors, and the list goes on. Ready for this?

Beginning on January 1, 2015 through December 31, 2016, there will be over 88 million people in America in this 20-39 year age bracket. Over 50 million more individuals that will need to live somewhere; buying and selling homes at a pace and rates never before imagined! Plus, these 88 million 20-39 year olds will remain that size for an estimated 54 years! Are you ready? Can you get ready?

The REALTOR® Organization is already on this! From REALTOR.com, where you can turn hi-tech into hi-touch with more accurate and detailed information than any other national real estate website, to REALTOR.org that has more industry, market, and education information and materials than any other source for today’s REALTORS®. Add in the energies of our leadership and the dedicated efforts of our NAR, NRA, and OABR memberships and staff, and you have all the resources to take full advantage of what’s coming.

Don’t miss the next BOOM!

-Mark



Mark Wehner
2015 President

February Events

- **Chili Cook -Off**
Tuesday, February 17; 11:00 am - 1:00 pm
- **Knowledge is Power: “Speed Dating...Love Your Technology”**
Thursday, February 19; 10:00 am - 11:00 am @ The DC Centre
- **RPAC Appreciation Party @ The Funny Bone Comedy Club**
Thursday, February 19; Party @ 5:30; Seating @ 6:30; Show @ 7:00 pm

BLUE JEAN BBQ

WHEN:

Thursday, January 15, 2015
5:30 pm - 9:30 pm

WHERE:

German American Society
3717 S. 120th St.
Omaha, NE 68144



TICKETS:

\$15 / person

Includes: 2 drinks, dinner, live music and prizes
\$5 from each ticket goes to Rebuilding Together Omaha
Visit: www.RebuildingTogetherOmaha.org

Prizes awarded for the best denim! Be creative!
Live music performed by Bozak & Morrissey

All REALTOR® and Affiliate members welcome!



MEMBERS REGISTER AND PAY ONLINE AT: www.lms.oabr.com

Name _____ Company _____

Street Address _____ City _____ Zip _____

Phone _____ Email _____

Quantity of Tickets Ordered _____ x \$15.00 each = _____

Name _____ Name _____

Name _____ Name _____

Credit Card # _____ Expiration Date _____

Card Type (Circle One): Visa Master Card Discover American Express

Make checks payable to the Omaha Area Board of REALTORS®.
Ticket orders by Friday, January 9, 2015

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

UNO MAVERICKS HOCKEY NIGHT



Friday, January 30, 2015

Omaha Mavericks vs. North Dakota Fighting Sioux

6:00 pm Dinner - Old Mattress Factory

7:30 pm Game - CenturyLink Center



Win a signed Mavericks hockey stick!

\$1 raffle tickets. All proceeds go to
Rebuilding Together Omaha.
Raffle tickets available at OABR office or
from Social Events Committee Members.

Dinner at the Old Mattress Factory

501 N. 13th Street, Omaha, NE 68102
\$15 / Person

*Price includes reserved game ticket.
Season ticket holders can join for \$10.*



OMAHA
AREA BOARD OF
REALTORS®

Limited number of tickets available!
Payment must be received with order.

**SOCIAL
EVENTS**
Rebuilding Together Omaha

Register online at ma.oabr.com. Type in your ID and password, click on "Event by date," then on the specific event.

Name _____ Company _____
Street Address _____ City _____ Zip _____
Phone _____ Email _____
Quantity of Tickets Ordered _____ x \$15.00 each = _____ Dinner Only \$10.00 _____
Credit Card # _____ Expiration Date _____
Card Type (Circle One): Visa Master Card Discover American Express

Make checks payable to the Omaha Area Board of REALTORS®.
Ticket orders by Tuesday, January 22, 2015.
Questions? Call Donna Shipley at 402-619-5551 or Lisa Welch at 402-619-5552.

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



Certified
Inspector
257219



**\$50 OFF your
home inspection or
\$25 OFF radon test**

- Licensed Contractor
- On-Site report with photos
- UNK Graduate in Construction Science
- 2003 Men's Basketball Team of Distinction



OFFER EXPIRES
7/31/15

402.740.9551

mike@gitthomeinspections.com

VIRTUAL FOOD DRIVE

Sponsored by:



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

www.OABRAffiliates.com

Food drive runs now - February 17

All funds collected will be donated to the
Food Bank for the Heartland

Real estate offices can participate by
linking into the Food Bank with
their own office website link.

Contact Wendy Walker
to request a personal url for your collection
402.650.3615
wwalker@nebtitleco.com

Individuals and offices may bring
food donations to the Chili Cook-Off
Tuesday, February 17

11:00 am - 1:00 pm

OABR Office

11830 Nicholas St.

Omaha, NE 68154

AWARDS

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



**FOODBANK
FOR THE HEARTLAND**



18TH ANNUAL CHILI COOK-OFF

Judging and Tasting:

February 17, 2015

11:00 am - 1:00 pm

OABR Education Center

Prizes will be awarded for the best chili!

*If you or someone in your office would like to participate in the chili cook-off,
please contact Donna, 402-619-5551 or DShipley@OABR.com, by February 6.*



Affiliate Spotlight

Staging and Design by Lisa Marie, LLC

3 Steps to “Less is More and Loving What You Have!”

It's very difficult for people to see the potential for stuff that they own when there is too much of it! Whether staging your home to sell, or redesigning rooms for yourself, the saying, “less is more” almost always applies!

Here is my 3-step process for sorting and downsizing belongings while being “green” in the process:



- 1) First, grab three plastic bins/totes, two trash bags, and some masking tape and a marking pen.
- 2) Attach labels to the bins and bags as follows:
 - A. Label a bin as “Goodwill,” “Salvation Army,” or any other organization of your choice for donations.
 - B. Label a bin as “Sell” for items that can be sold using Craigslist, eBay, consignment, or garage sale (whichever is easiest for you to use).
 - C. Label a bin as “Storage” for items to keep.
 - D. Label a trash bag as “Recycle” (for magazines, books, plastic, etc.)
- 3) Next, work through each room and pick up items one at a time, and ask yourself three critical questions:
 - A. Do I love this item?
 - B. Do I use this item?
 - C. Does this item fit the style or vision I am trying to create?

If the item does not meet at least TWO of those qualifications, place it in its most appropriate bin. For those items that you only “love” or only use yearly, consider placing in storage as they are not used regularly and won't be needed to stage your home.

Children's Toys: It can be tough to limit the toys with little ones, but being committed to selling a home is key. The best way to adjust children to the idea of a big move is to get them onboard right away! Children love to be involved, so take a moment to explain the importance of this move for your family and the expected age appropriate role they can play in the process.

Since so much of preparing your home to sell is similar to “spring cleaning” (step 3), have your children break up their toys into bins according to type. Let them know they can have two bins at all times to play with. When they get tired of those toys, swap them out with the other bins they've created.

Children's Clothes: Now is also a great time to go through the children's clothes (or have them do this if they are old enough) and donate/sell the clothes that no longer fit.

Getting rid of extra stuff is not as hard as it seems. In fact, there are plenty of places that would love to have it and will give you money for it! The internet makes this very easy for you, as well as local consignment shops of all varieties. A garage sale takes time and energy and only can be done certain times of the year, whereas the online options are fairly painless and most efficient! Also, don't forget about the option to donate. Goodwill or Salvation Army are favorites of mine. Always remember you are allowed to deduct the value of these second-hand items from your income tax if you itemize. The value in that deduction is often greater than the garage sale income, especially when you account for the time and effort involved in setting up and running the garage sale.

If you're finding a large quantity of items in your “Storage” bin, it's okay to simply store those items to unpack later, after the move. If nothing else, clear some space in your garage for the items you really do want to keep, but have no “staging value.”

- Lisa Marie Bullerman



Giving Back

John Bredemeyer (left) and Andy Alloway (right) presented checks on behalf of the Great Plains REALTORS® MLS in the amount of \$5,000 to Lynette Farhart, Executive Director of Rebuilding Together Omaha (top), and Carole Patrick, Chief Development Office of the Stephen Center (bottom) on Monday, December 15.





THE LENDER YOU TRUST
Erin Trescott | Vice President
Senior Loan Officer
C: 402-981-2011 D: 712-256-5510
NMLS# 457124



Pulaski Bank
Home Lending
www.erintrescott.com

facebook

Like Us.
Communicate!



www.facebook.com/OMArealtors



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 NOVEMBER 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
Jessica Blake – Security National Bank
Cathy Bolton – Cricket Home Loans
Lou Bozak – Paul Davis Restoration
Lisa Bullerman – Staging Design by Lisa Marie
Mary Byrnes – United Republic Bank
Brenda Carlson – Pulaski Bank Home Lending
Cheri Casey – Home Buyers Protection Co
Bob Corsini – Corspect LLC
Kayla Cunningham – JH Willy
Theresa Dein – Franklin American Mortgage Co
Joe Dobrovolny – Equitable Bank
Melanie Doeschot – Ambassador Title Services
June Eads – AmeriSpec Home Inspection Serv
Jan Eggenberg – SureHome Inspection Co
Amanda Filippi – Flip Marketing
Summer Franco – First National Bank
Monica Gartner – First American Title Ins Co
Mary Gorup – Integrity Termite
Debbie Kalina – Radon Pros LLC
Mike Kelly – GIA Insurance
PK Kopun – Centris Federal Credit Union
Tara Legenza – Redefined Interiors by Tara LLC
Laura Longo – Centris Federal Credit Union
Chip Monahan – Monahan Financial Inc
Sue Owen – Charter Title & Escrow
Mary Sladek – My Insurance LLC
Jody Smythe – Security 1 Lending
Meg Tentinger – Bank of Nebraska Mtg Center
Matt Thiel – DRI Title & Escrow
Wendy Walker – Nebraska Title Company
Heidi Weeks – Centris Federal Credit Union
Lisa White – Gateway Mortgage Group LLC
Rich Wise – Floor Coverings International
Todd Zimmerman – Zimmerman Mortgage Corp

www.OABRAffiliates.com

UPCOMING MEETINGS:

- Monday, Jan. 5, 9:00 a.m.
- Monday, Feb. 2, 9:00 a.m.
- Monday, Mar. 2, 9:00 a.m.

All Affiliate members are welcome to attend.
Visit us online: www.oabracaffiliates.com

2014 Year in Review



SOCIAL EVENTS

- Over 200 members attended **UNO Mavericks Hockey Night**. Raffle tickets were sold to win a signed hockey stick. All proceeds were donated to the Food Bank of the Heartland.
- The **2nd Annual Blazin' Pianos** was a blast! This was a special reception for association members who gave \$99 or more to RPAC. With over 100 REALTORS®, Affiliates, and their guests dancing in the aisles, everyone had a great time.
- The **17th Annual Chili Cook-Off** was one of the biggest yet, with over 250 in attendance. Over \$6,270 in cash donations and 18,500 pounds of food was collected for the Food Bank of the Heartland. Thank you, Affiliates!
- June was our first annual **Member Day at the Zoo**. During a hamburger/hot dog lunch, several animals and their keepers paid the guests a visit, thanks to Affiliate member sponsors. For a first time event, nearly 300 people attended.
- The **OABR Annual Picnic** was held in August. Forty Affiliate sponsors had exhibition booths in the OABR parking lot. Over 200 agents visited the booths and were eligible to win one of 40 gas cards. A delicious BBQ lunch was provided for all.
- In late July on the banks of the Platte River, over 200 REALTORS®, Affiliates, and their families enjoyed barbeque, listening to the blues, and airboat rides. This **Rockin' on the River** event was definitely a fun-filled party.
- The **7th Annual Putt Putt Golf Tournament** at Pacific Springs Golf Club was a sold out event benefiting the Food Bank of the Heartland. Each hole had creative and unique games for prizes. Participants and other members met afterward at Clancy's Pub for a reception.
- The **5th Annual Winter Coat & Clothing Drive** was held in October. Nearly 1,500 items were donated to Project Wee Care, Omaha Schools Foundation, Stephen Center, and the Heartland Family Services.
- The year ended with **REALTOR® Ring Day** in December. In 2014 The REALTORS® collected more money for this event than any other organization.

KNOWLEDGE IS POWER

- The Education Forum had numerous **KIP sessions** this year including, State of the Real Estate Market with Gregg Mitchell, Flood Insurance...Is Your Transaction Sinking? with Robert Scudder, Agent Safety, Underwriting...The Good, The Bad and The Ugly, and many more. These sessions were offered for Broker Approved Training.

AFFILIATES

- This was the first year for a virtual **Affiliate Canned Food Drive**. A competition was held to see which office could donate the most per capita. There was \$6,277 in cash donations, which provided 18,500 meals to the Food Bank for the Heartland. The 1st place office winner was RE/MAX Professionals, 2nd place: Alliance Real Estate, 3rd place: RE/MAX results, and 4th place: Hike Real Estate. A special thank you to Alliance Real Estate and DEEB Realty who donated \$1,000 each and became a Grand Giver with their name displayed on a plaque.
- The **Affiliate Annual Golf Outing** was held at Champions Run on June 16. A total of 144 golfers participated and waited out the rain delay. The Mulligan sales collected a total of \$905. AmeriSpec Home Inspection Services collected \$300 at their hole and matched it for a total of \$600. Great Western Bank collected \$150 at their hole. The grand total of \$1,655 was presented to The ABIDE Network.
- The **Affiliate Toys for Tots 2014 Turkey Bowl** was held at Sempek's Bowling Alley on November 5. Over 20 large boxes of new toys and \$7,523 in cash were donated. This year Centris Federal Credit Union, Charter West National Bank, AmeriSpec Home Inspection Services, and American National Bank each donated \$500 directly to Toys for Tots. We also had many \$150 sponsors and 63 door prizes given away.



YOUNG PROFESSIONALS NETWORK - YPN

- In February, YPN hosted their **Second Annual Bingo Night** at Legends Patio Bar & Grill. There were over 70 attendees with a grand prize winner of a \$100 gift card. The event raised \$1,000 for Project Wee Care for the 2014 holiday season.
- In March, the YPN Advisory Board opened up 5 Affiliate member positions to be served in two year terms. The inclusion of Affiliate members on the Advisory Board has increased the success of YPN in 2014.
- In April, YPN hosted a **Pre-REBar Camp Social Hour** at Upstream Brewery and hosted a networking event at Salt 88 in May. In June, YPN sponsored an animal at the **OABR Member Day at the Zoo**. These were opportunities to network with other REALTORS® and Affiliate members in a more casual setting.
- In December, YPN co-hosted the **REALTOR® Ring Day reception** with the Social Events Forum at Tanner's Bar and Grill. It was another great opportunity to network with fellow members, socialize, and share ideas.
- YPN was able to donate over \$1,200 to Project Wee Care for the 2014 holiday season. YPN members also donated time on **Distribution Day for Project Wee Care** on December 13. In 2014, Project Wee Care helped 243 families, with 668 children and 366 parents, care givers, and older siblings. In addition to the gifts, families were provided with a turkey, ground beef, apples, cheese, and potatoes to supplement all the non-perishable food that was donated.

MLS USERS GROUP

- In November, a new policy regarding the timely input of MLS listings was implemented. The changes were communicated through owners and managers meetings, admin training, the FOCUS newsletter, the weekly eFlash, and in Paragon.
- In addition to the November policy updates, a new "NO SHOW" status and "Available to Show Date" field were added to the MLS, which enables listings that are not available to show to be input in the MLS. Listings in the "NO SHOW" status are located only in the MLS and are not transmitted to third party or IDX sites.
- Beginning in November, Syndication Remarks were automatically populated with agent info followed by the Public Remarks to ensure that every listing going through ListHub had that field populated.
- There were also a significant number of additions and changes made to the Features, Other Room Names, and cities in the MLS. A new school opening in the Fall of 2015 was also added. A 'Villa' Yes/No field was added to the Land property type at the same time to make it easier to search for villa lots in the MLS.

GOVERNMENTAL AFFAIRS

- Senator **Mike Johanns** discussed his experiences and issues important to the real estate community and what's at the forefront in Congress.
- **Justin Wayne**, OPS Board of Education President, and **Matt Scanlan**, OPS Board of Education Member, presented and discussed the OPS \$421 million Bond issue that was on the ballot in November.
- **RPAC** raised \$80,249, of which 70% stays at the state and local level to support candidates that support REALTOR® issues, regardless of their political party.
- **Monthly meetings featured political guests from local government including City Council members Aimee Melton, Pete Festerson, Ben Gray, Rich Pahls, Franklin Thompson** and Community Relations Director for Mayor Stothert, **Ron Edwards**.
- The Governmental Affairs Committee expanded local participation in the **Broker Involvement Program** that works to increase local REALTOR® responses to state and national **Calls to Action**.

REALTOR® Ring Day 2014



A special thank you to everyone who helped make REALTOR® Ring Day 2014 a success!
Your efforts and good will raised \$9,122.52 for the Salvation Army!



Get the most from your insurance.

Call My Insurance.

myinsurance



Mary Sladek Agency

3930 South 147th Street, Suite 104
Omaha, NE 68144

(402) 991-6688

www.myinsuranceomaha.com



Mary.Sladek@myinsuranceomaha.com Danielle@myinsuranceomaha.com Lisa@myinsuranceomaha.com

CORSPECT LLC
ADVANCED HOME INSPECTIONS



- Reliable
- Professional
- Reports are printed and e-mailed to buyers, sellers and agents on-site
- 25 years of knowledge and experience

(402) 699-9666

Bob Corsini

The Professional Home Inspector



Thermal infrared camera
"Go beyond the visual"

Using the latest in technology
Reveal what the eye cannot see

MODELS NOW OPEN

Stop by to tour
Elkhorn's newest
custom neighborhood

ARBOR VIEW

north of 204th & Maple



Or call 402-934-2212 for more information.

charlestonhomesomaha.com





The Irk Factor



Join Terry Watson, the "AHA guy," who makes people, companies and organizations large and small aware of the conscious and unconscious ways they sabotage their businesses and their lives.

Thursday, January 22, 2015
9:00 am - 12:00 pm

DC Centre Banquet Facility
11830 Stonegate Dr,
Omaha, NE 68164

- Upon completion of the course, participants will be able to identify the most common real estate situations that harm and impact customers, clients, and members of the public.
- This free session will provide you with 3 hours of Broker Approved Training
- Continental Breakfast will be provided.

Register online at www.ims.oabr.com or send your reservations to one of the following:

OABR
11830 Nicholas St.
Omaha, NE 68154

Fax: 402-619-5559

Email: DShipley@OABR.com

Name _____ License # _____

Company _____ License Type _____

Phone _____

Email _____

NEW REALTORS®

Baker, LoReeta – Legacy Homes Omaha LLC
Barrett, Sally – NP Dodge Real Estate Sales Inc – 204 Dodge
Bellinger, Britteny – BHHS Ambassador Real Estate – California #101
Dobesh, Gerald – Real Estate Associates Inc
Latner, Laurie – DEEB Realty – 117
Nun, Nicholas – BHHS Ambassador Real Estate – California #101
Pearson, Carol – Synergy Real Estate & Dev Corp
Person, Graham – CBSHOME Real Estate - Davenport
Raburn, Mackenzie – Midlands Real Estate
Reestman, Kathryn – CENTURY 21 Century Real Estate
Shanahan, Justin – BHHS Ambassador Real Estate – California #101
Silva, Jonathan – CBSHOME Real Estate – Bellevue
Smith, Ashley – DEEB Realty – Arbor
Stanley, Leticia – RE/MAX Professionals

NEW AFFILIATES

Acero, Greg – Guild Mortgage Co
Bonow, Scott – Pulaski Bank Home Lending
Camenzind, Paul – Wells Fargo Private Mortgage
Carrell, Lori – Nebraska Land Title & Abstract
Curfman, Jeanne – HomeServices Lending
Filippi, Amanda – Flip Marketing
Flanagan, Bradley – Guild Mortgage Co
Franco, Summer – First National Bank
Heppner, Ryan – Northwest Bank
Herschlag, Christy – First National Bank
Leisey, Allyson – Ambassador Mortgage Company
Marshbanks, Aaron - DuctMedic
Miers, Lisa – Pulaski Bank Home Lending
Miller, Angela – Charter Title & Escrow
Nachman, Gary – United Republic Bank
O'Brien, Ashley – Nebraska Land Title & Abstract
Saccoman, David – Bank of Nebraska
Stagemeyer, Michele – HomeServices Lending
Taylor, Christopher – Radon Pros LLC
Walbrecht, Frank – American National Bank

REALTOR® CANDIDATES

Countryman, Elizabeth – CBSHOME Real Estate – 147
Frost-Briley, Stacey – BHHS Ambassador Real Estate – California #101
Gerace, Cheryl – DEEB Realty – 117
Hamlin, Jennifer – BHHS Ambassador Real Estate – California #101
Heller, Colton – NP Dodge Real Estate Sales Inc - Lakeside
Lund, Jamie – BHHS Ambassador Real Estate – California #101

Maness, William – Celebrity Homes Inc
Mason, Colleen – PJ Morgan Real Estate
Mason, Gary – NP Dodge Real Estate – 204 Dodge
Oster, Andrea – CBSHOME Real Estate – 159 Dodge
Ploughman, Jane – Celebrity Homes Inc
Potter, Ryan – BHHS Ambassador Real Estate – California #101
Rowe, Kay – NP Dodge Real Estate Sales Inc - Sarpy

AFFILIATE CANDIDATES

Engdahl, Jeff – Bank of Nebraska Mortgage Center
Stephens, John – Alternative Inspections
Zwiebel, Nick – Guild Mortgage Company

MEMBER TRANSFERS

Anderson, David from CBSHOME Real Estate – 159 Dodge to NP Dodge Real Estate Sales Inc – 129 Dodge
Anderson, Janet from CBSHOME Real Estate – 159 Dodge to NP Dodge Real Estate Sales Inc – 129 Dodge
Anderson, Kalee from CBSHOME Real Estate – 159 Dodge to NP Dodge Real Estate Sales Inc
Canarsky, Desiree from Clifford E Nelson Real Estate to NP Dodge Real Estate Sales Inc – 129 Dodge
Dollinger, Leslie from Gold Coast Real Estate Inc to NP Dodge Real Estate Sales Inc – Lakeside
Eisenmenger, Laura Jo from Keller Williams Greater Omaha – Fremont to Keller Williams Greater Omaha - California
Fossenbarger, Elizabeth from NP Dodge Real Estate Sales Inc – 129 Dodge to PJ Morgan Real Estate
Frost, Ginny from CBSHOME Real Estate – 159 Dodge to NP Dodge Real Estate Sales Inc – 35 Dodge
Holst, Dawn from Oakwood Homes of NE LLC to DEEB Realty – 117
Horn, Aaron from CBSHOME Real Estate – Davenport to BHHS Ambassador Real Estate – California #101
Hueftle, Aaron from CBSHOME Real Estate – Davenport to BHHS Ambassador Real Estate – California #101
Knosp, Helen from NP Dodge Real Estate Sales Inc – Lakeside to NP Dodge Real Estate Sales Inc - Fremont
Lorenzen, Carl from RE/MAX Cornerstone Properties to CBSHOME Real Estate – 147
Mallette Hansen, Lori from RE/MAX Cornerstone Properties to CBSHOME Real Estate - 147
Torczon, Jennifer from CBSHOME Real Estate – 159 Dodge to BHHS Ambassador Real Estate – California #101

REACTIVATED MEMBERS

Swanson, Benjamin – CBSHOME Real Estate – 147
Vrtiska, Dawn – NP Dodge Real Estate Sales Inc – 204
Dodge

RESIGNATIONS

Bowne, Connie – NP Dodge Real Estate Sales Inc –
129 Dodge
Brennan, Anne – DEEB Realty – 117
Gammell, Charlotte – CBSHOME Real Estate – 159
Dodge
Goldrick, Janet – Keller Williams Greater Omaha –
Giles
Haines, Jason – NP Dodge Real Estate Sales Inc – Co
Bluffs
Hebb, Jeff – first American Home Buyers Protection
Knott, Bradley – Key Real Estate Co
LaPorte, Samuel – Midlands Real Estate
Massanet, Jodi – Koestner McGivern & Assoc
Mundorf, Patsy – DEEB Realty – 117
Ostrand, Kelly – Real Estate Associates Inc
Ozanne, Don – NP Dodge Real Estate Sales Inc –
Sarpy
Ripa, Debra – NP Dodge Real Estate Sales Inc – 204
Dodge
Shulo, William – CBSHOME Real Estate – 159 Dodge

COMPANY NAME CHANGE

GIA Insurance – (formerly Gretna Insurance Agency)
Redfin Corporation – (formerly Travis M Thomas R E
Broker
Stevens Real Estate – (formerly Thomas E Stevens &
Associates)

JANUARY ORIENTATION

- Tuesday, January 6 8:30 am - 4:00 pm
- Wednesday, January 7 8:30 am - 4:00 pm
- Thursday, January 8 8:30 am - 12:30 pm

DECEMBER 2014 COFFEE BREAK SPONSORS

Lisa Bullerman – Staging Design by Lisa Marie
Mary Sladek – My Insurance LLC
Summer Franco – First National Bank
Jan Eggenberg – SureHome Inspection Co
Marty McGuire – Farm Bureau Financial Services

JANUARY 2014 COFFEE BREAK SPONSORS

June Eads – AmeriSpec Home Inspection Serv
Erin Trescott – Pulaski Bank Home Lending
Ruth Smith – Norm's Door Service
Brenda Stuart – ServiceOne Inc
Dawn Zaller – Charter West National Bank

MEMBERSHIP STATISTICS

OABR

	Nov. 2014	Nov. 2013
Designated REALTOR®	199	209
Des. REALTOR® Secondary	0	1
REALTOR®	2063	1997
REALTOR®-Secondary	5	5
TOTAL	2267	2212

Institute Affiliate	59	73
Affiliate	316	264
Other	5	5
TOTAL	2924	2832

	Nov. 2014	YTD
New REALTOR® Members	16	343
Reinstated REALTOR® Members	2	64
Resignations	14	310

GPRMLS

	Nov. 2014	Nov. 2013
197		
Participants (Secondary)	60	61
Subscribers (Primary)	2062	1991
Subscribers (Secondary)	173	176
Exempt	31	33
TOTAL	2516	2461

FOCUS PRINTING

OABR PRINTING & MAILING

*Focus Printing has earned my business,
due to their promptness and very
competitive prices. Through the years
I have come to appreciate their quality
of work and service.*

— Steve Vacha,
Home Standards Inspection Services

www.FocusPrintingOmaha.com
402-619-5570

RPAC APPRECIATION PARTY!

Join us February 19

Party @ 5:00 pm
Seating @ 6:30 pm
Show @ 7:00 pm



Lights! Camera! Action!

WCR

Trivia

NIGHT

...a night at the movies!

★ **Thursday, March 5** ★
★ **Doors open @ 5pm; Trivia @ 7pm** ★
★ **Omaha Fire Fighters Union Hall** ★
★ **6005 Grover St. Omaha, NE 68106** ★

\$200 / Table
8 Team Members / Table

No outside
beverages allowed!

For additional information on WCR Trivia, please email June Eads: jeads@amerispecne.com

Team Name _____	Director Email _____
Director Name _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____
Team Member _____	Company _____

Make checks payable to WCR

Early registration and team payment **MUST** be received by Feb. 12
to receive a **FREE** drink ticket for each person on your team!

Mailings to: Heidi Weeks
Centris FCU, 11718 M Circle,
Omaha, NE 68137
Email: hweeks@centrisfcu.org

WE ARE GROWING

NOW SERVING NEBRASKA IN SEVERAL CONVENIENT LOCATIONS



BOB DEBENEDECTIS
Area Manager | NMLS# 429944
bdeben@GuildMortgage.com
402.545.8888
2065 N 225th St, Suite 250
Omaha, NE 68134

*“Closing loans and
opening doors since 1960.”*



GREG ACERO
Sales Manager | NMLS# 23637
GAcero@GuildMortgage.com
Call: 402.525.3308
2065 N 225th St, Suite 250
Omaha, NE 68134



NICK ZWERFEL
Loan Officer | NMLS# 82717
NZwerfel@GuildMortgage.com
Call: 402.927.0987
2065 N 225th St, Suite 250
Omaha, NE 68134



ANDREW BUTLER
Loan Officer | NMLS# 82717
AButler@GuildMortgage.com
Call: 402.858.5967
22702 Woodport Pkwy, Suite 200
Lincoln, NE 68538



ROBERT MULLIE
Loan Officer | NMLS# 84726
RMullie@GuildMortgage.com
Call: 402.297.5675
27021 Lakeside Hills Place
Omaha, NE 68130



CHARLIE WADHAM
Loan Officer | NMLS# 420452
CWadham@GuildMortgage.com
Call: 402.212.8677
3333 Farnam St
Omaha, NE 68131



MATTHEW PLANCHON
Loan Officer | NMLS# 200094
MPlanchon@GuildMortgage.com
Call: 402.582.7023
2065 N 225th St, Suite 250
Omaha, NE 68134



BJ KERPELS
Loan Officer | NMLS# 840333
BKerpels@GuildMortgage.com
Call: 402.770.8458
22307 West Center Rd.
Omaha, NE 68134



CAROLYN ANDREWS
Loan Officer | NMLS# 86229
CAndrews@GuildMortgage.com
Call: 402.578.2798
3222 North 90th St.
Omaha, NE 68134



Guild Mortgage is an Equal Housing Lender, NMLS# 20024. All loans subject to underwriter approval; terms & conditions apply. Subject to change without notice.

Diversity Scholarship Winner

Tuan Tran

The OABR Diversity Committee is working hard to heighten awareness of increased diversity in the real estate profession and membership. They have the privilege to offer Ethnic Minority Outreach Scholarships to esteemed candidates and help mentor them during their classes, exams, and even after they become members of the Omaha Area Board of REALTORS®. The Committee has a vision of REALTOR® being the leaders in a culturally diverse real estate market. REALTORS® who are able to effectively reach out to all diverse groups in their community are not only positioned for success but can take pride in knowing that they have participated in the expansion of homeownership to all Americans. The Diversity Committee would like to share with you a past winner who has made a commitment to being successful.



Where did you grow up? What were the circumstances that brought you to Omaha and how long have you lived here?

I was born in Vietnam and my father was in the Vietnam War, where he fought for the South Side with the American Army. Near the end of the war in 1975, my father was imprisoned by the North Vietnamese and was held for 6 years. After His release, the U.S. government provided Vietnamese families who assisted the U.S Army during the war and were imprisoned by the North Vietnamese, the opportunity to live in America and receive permanent American citizenships. Hearing that news, my father and my entire family quickly accepted this once in a lifetime offer. We first moved to Orange County, California in 1992, where my father's second cousin was already living and was willing to assist our family in our transition to America. My family had lived in California for four years and in 1996, when my father's second cousin moved to Omaha, he suggested we also relocate because the cost of living was cheaper and there were more job opportunities for my parents. Since then, we've been living here, and although Nebraska is not as exciting as California, I've grown to love the state, and now I'm an official Nebraskan.

What Brokerage do you work for? Are you a member of any other organizations in your community or networking groups?

I work for Doug Steinkruger at the NP Dodge office on 35th and Dodge. I'm also a volunteer member at the Human Rights Campaign and the Vietnamese Alliance Church of Omaha.

What did you do before you became a REALTOR®?

Before I was a REALTOR®, I attended college at the University of Nebraska at Omaha from 2006-2012. I majored in Political Science and Speech Communications. During college I worked at America's Best Contacts and Eye Glasses, Big Lots, and Schlotzsky's Deli.

When did you get your real estate license and what inspired you to become a REALTOR®?

I received my license in May of 2014. I wanted to become a REALTOR® because I've been an entrepreneur in other pursuits. Being my own boss and scheduling my own work time provides the flexibility I enjoy. In addition, I love meeting new people and assisting people achieving their goals of buying or selling a home.

What is the most rewarding part of your job as a REALTOR®?

To be honest, the most rewarding aspect about my job is building relationships with my clients. When I help people find or sell their homes, I get the opportunity to get to know them on a personal level. When I worked with my first buyer, I definitely spent a lot of time with them, whether it be driving together in the same car to the properties, eating lunch after showing the houses, or meeting them at a restaurant to discuss their options. I really grew close to them, and I look forward to building many more relationships with future clients.

What else would you like us to know about you?

When I'm not working as a REALTOR®, you can catch me at a gym or a buffet, and sometimes consecutively! 😊

Personals

CONGRATULATIONS to **Christina Hacker** of Keller Williams for earning the ePRO Designation.

CONGRATULATIONS to **Michael J. McGlynn** of Celebrity Homes for earning the CRS Designation.

CONGRATULATIONS to **Karl Crompton** of Hike Real Estate for earning the GRI Designation.

CONDOLENCES to the family of **Mel Strong**, 1976 Past President of OABR, who recently passed away.

CONDOLENCES to **John and Amanda Clark** of WHY USA Independent Brokers on the recent loss of their daughter-in-law/sister-in-law.

CONDOLENCES to **Tim Switzer** of BHHS Ambassador Real Estate, on the recent loss of his mother.

CONDOLENCES to **Scott Francis** on the recent loss of his mother, **Pam Francis** of DEEB Realty

SEND US YOUR NEWS!

Email: DShipley@OABR.com

Phone: 402-619-5551

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

Monica
LANG

"Your Celebrity Connection"

402.689.3315

www.MonicaLang.com

MLang@CelebrityHomesOmaha.com

CELEBRITY
HOMES
Homes • Villas • Townhomes

Representing ALL Locations!



Be Safe

By making a couple of phone calls or checking the city directory or Google, you may feel more comfortable about meeting a prospect.



Safetymatters

METRO OMAHA PROPERTY OWNERS ASSOCIATION

We make successful landlords, so you can help them buy & sell more property.



www.MOPOA.COM

CELEBRITY
HOMES
Homes • Villas • Townhomes

Michael J. McGlynn, CRS, and
New Home Consultant

Your Celebrity Homes Representative

Cell/Text: 402-689-3359

mjmcglynn@CelebrityHomesOmaha.com



CelebrityHomesOmaha.com

Inheritance Tax Liens?

Thomas H. Penke, P.C.

- Licensed Attorney - 36 years
- Licensed Real Estate Broker
- Practices limited to Estate Planning, Probate, Inheritance Tax



Call me directly at 402-338-6860

www.Penkelaw.com

Office located at 6918 Pacific Street, Suite 305, Omaha, Nebraska 68106



Joe Dobrovolsky
V.P. Mortgage Lender
NMLS #445889

Equitable Bank

10855 West Dodge Road, Omaha
402-827-8100

Apply or prequalify for your mortgage online 24/7!

www.equitableonline.com/jdobrovolsky

Equitable
BANK
Bank with the E!



Member
FDIC

A Brand New Year

Thank you to everyone who rang bells for the Salvation Army with us for REALTOR® Ring Day. Your commitment to this community outreach event does not go unnoticed!



Our group collected \$9,122.52. I am so proud to be a part of an organization that passionately gives back. Thank you to Brenda Stuart from Service One and Sara Jurgens for all your hard work, you did amazing! put on a great reception co-sponsored by YPN and our Social Events Committee. We had an awesome turnout with yummy chili to warm us up and good company to share our ringing experiences with.

December was a very busy month for us as we also participated in Project Wee Care's distribution day. This year our dedicated volunteers set their goal to grow our program once again and we set a new record as we reached more than 1,000 people from 244 families by providing gifts of needed clothing plus food and personal hygiene supplies during the holiday break. The children and families that we reach through Project Wee Care attend Millard Schools. The Millard School district covers a very large part of the Metro Omaha reaching from parts north of Blondo, south to Cornhusker Rd, and from 102nd west to 220th. These family's needs would not have been met without your sponsorship and donations of money and time.

We have a busy 2015 schedule and a growing advisory board. If you are 40 or younger, we invite you to join us the second Thursday of each month. Our next meeting is January 8 at 2pm in the OABR board room. We have an audacious group of young REALTORS® and amazingly supportive affiliates. We look forward to seeing you soon, whether it be at an advisory board meeting or upcoming event. Look for us, we'll be wearing the orange stickers!

Very best,

- Lindsey Krenk, 2015 YPN Chair







Professional House Doctors, Inc.®
"Your Certified Radon Specialists"

Radon Mitigation & Testing

\$75 RADON TEST

Call Joel Webber
402-493-2580
www.myradoncompany.com

Home Inspections • Radon • Mold

- Free 90 Day Warranty
- Free SaverGuard™ Protection
- Free MoldSafe™ Warranty

402-616-8250
ASHI Certified

To Schedule an Inspection 24/7 – www.surehome.net



Ericka Heidvogel
New Home Consultant

(402) 917-4888
Fax: (402) 934-4973
eheldvogel@celebrityhomesomaha.com

CELEBRITY HOMES
Homes • Villas • Townhomes • Condos

14052 L St, Omaha, NE 68137
www.celebrityhomesomaha.com

Home • Multi-Family • Condos • Rental Properties
Auto • Life • Health • Business



- New Construction Discount
- New Roof Discount
- Free Flood Determinations/Quotes
- Prompt Professional Service


FARMERS



Lisa Powell
(402) 614-4633
www.PowellInsuranceAgents.com

DRIVEN. TRUSTED. RELIABLE.

"Our closing rate from pre-approvals is 99.999%,
so when you refer clients, be ready for your transaction to CLOSE!"



Mortgage
SPECIALISTS, LLC

8420 West Dodge Rd, Ste 113 | Omaha, NE 68114
Office: 402.991.5153 | Cell: 402.578.0008
Fax: 402.884.7386
mtg-specialists.com
Email: brent@mtg-specialists.com



Brent Rasmussen
CMC, CRMS, President
NMLS #5918



It All Begins With Home

Our Pledge: Unparalleled Service. Every Customer. Every Loan. Every Time.

Mike Dein

Licensed Mortgage Loan Originator, Branch Manager

402-210-9575 Direct

4321 N. 156th St., Omaha, NE 68116

mdein@franklinamerican.com

www.MikeDein.com

LO NMLS ID: 694888

Stacy Thorne

Licensed Mortgage Loan Originator, Branch Manager

402-871-8128 Direct

11814 S. 25th St., Bellevue, NE 68123

sthorne@franklinamerican.com

www.franklinamerican.com/StacyThorne

LO NMLS ID: 682302

Theresa Dein

Licensed Mortgage Loan Originator

402-681-8829 Direct

4321 N. 156th St., Omaha, NE 68116

tdein@franklinamerican.com

www.franklinamerican.com/TheresaDein

LO NMLS ID: 6974823

Jim Brabec

Licensed Mortgage Loan Originator

402-720-9139 Direct

4321 N. 156th St., Omaha, NE 68116

jbrabec@franklinamerican.com

www.franklinamerican.com/JimBrabec

LO NMLS ID: 6822594



Franklin American
MORTGAGE COMPANY



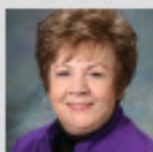
Franklin American Mortgage Company, NMLS ID 6994, 878 Corporate Center Drive, Suite 200, Omaha, NE 68107. Loans not available in all states. Call us for details: 800-888-7622.

CELEBRITY HOMES

Homes • Villas • Townhomes



Susan Brown



Susan Carlson



Bill Clary



Krista Clumpey



John Connell



Gary Fagan



Beverly Fink



Tanya Hensley



Brian Hildebrand



Dan Igo



Marsha Lahr



Monica Long



Jay Lee



Luke Leigman



Will Munn



Mike McQueen



Jim Murphy



Gary Peirce



Anna Ploughman



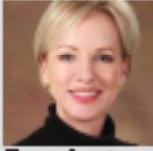
Leslie Peterson



Gary Price



Mindy Pury



Tanya Smart



Shawn McGuire

Sales Manager

Yes! It's All Included!

CelebrityHomesOmaha.com

A Letter to Our Realtor Friends



Dear Realtor,

All of us at Celebrity Homes would like to thank you for your support and confidence over the past 35 years! As the area's leading new home builder, we appreciate the opportunity to build New Homes for your clients!

Just like you, we are VERY EXCITED for 2015! We have been hard at work designing the area's newest designs and communities!

Here are just some of the reasons why we hope to earn your continued business in 2015:

- The area's only, "YES! It's ALL Included!" New Home Builder
- Over 20 Independent Representatives to call on. Our agents are professional realtors, just like you. They are compensated by a commission and want to earn your business.
- Our sales staff is trained in construction, financing, prospecting, and truly are the finest group of New Home Sales Representatives.... Period. (over 70% have earned their Certified New Home Sales Professional Specialist designation, CSP, by the National Association of Home Builders)
- We offer more than 32 New Model Homes for you to tour with your customers, open daily. No appointment needed.
- 25 QUALITY communities throughout the metro area
- Developed relationships with FIVE of Omaha's most recognized lenders
- Unique and numerous finance packages. We make it easy for your customers.
- We have MORE New Homes Ready NOW!
- We have MORE quality LOTS available!

We were happy to announce our New Series of Homes to the area in 2014! Whether a First Home, A Villa/Townhome, or that Dream Home..... Celebrity Homes has a New Home for YOUR client!

designersm
INSPIRED LIVING

advantagesm
YOUR NEXT MOVE

new
beginningssm
A GREAT PLACE TO START

lifestylesm
VILLAS & TOWNHOMES

From one Realtor to another, thank you again!



Shawn McGuire, GRI, CRS, CSP
Celebrity Homes
Broker / Sales Manager
smcguire@celebrityhomesomaha.com

new
beginningssm
A GREAT PLACE TO START

advantagesm
YOUR NEXT MOVE

designersm
INSPIRED LIVING

lifestylesm
VILLAS & TOWNHOMES



NEW DESIGNS • NEW HOMES READY NOW • \$1,000 DOWN PROGRAMS!

Continuing Education

- **Appraisal Institute**
www.ainebraska.org
402-488-5900
- **Larabee School of Real Estate and Insurance**
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
- **REResults Coaching** (Mark Wehner)
www.reresultscoaching.com
402-676-0101
- **R. F. Morrissey & Associates** (Roger Morrissey)
402-933-9033



A NEBRASKA REAL ESTATE LICENSE HOLDING COMPANY

Nationwide Referrals, LLC, is a local company designed for Nebraska Real Estate licensees who would like to make good use of their license but are currently pursuing other interests.

Nationwide Referrals' Associates earn passive income by referring clients into our care.



KAREN JORDAN
402-938-5072 Office
12050 Pacific Street
Omaha, NE 68154
kjordan@nationwideresultsllc.com
www.NationwideReferralsllc.com/



YOUR BUSINESS RESOURCE CENTER



WHERE IT ALL COMES TOGETHER

www.wcromaha.com



- On-site reports with photos
- Uploaded reports stored with easy retrieval
- Lifetime support pledge
- FREE 90-day warranty
- Radon Testing
- Infrared Inspections



402.630.6555 | Brent@MidlandsHomeInspections.com
HomeInspectionsOmaha.com



Mike Hansen

mhansen@npdodge.com

402.659.0529



Presents

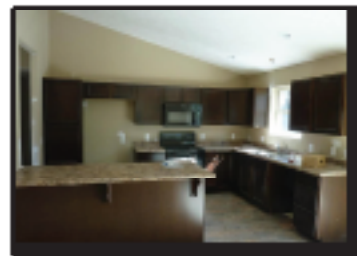
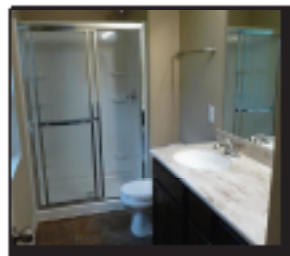
3411 N. 208th St. ■ Elkhorn Village ■ Offered at \$172,500

Brand New Home!

1-year Builder's Warranty included. Walking distance to Westridge Elementary, Elkhorn Middle School & St. Patrick's Catholic School. Maintenance-free vinyl siding & windows, 93% efficient furnace, 2x6 main level exterior walls. Nine-foot poured foundation, 29-foot deep 2-car garage. Lazy susan in kitchen, double-bowl vanity in 3/4-bath, 10x12 deck with steps, full sod. Low 2.31 mill levy.



Learn everything you need to know about buying or selling a home by calling Mike Hansen 402.659.0529



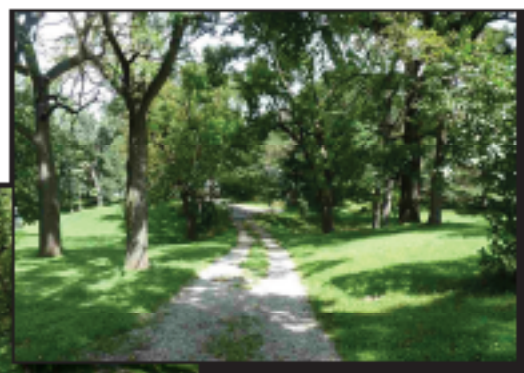
111 Bellevue Blvd. S. ■ Marian Park ■ Offered at \$200,000

One of a kind!

Park-like 2.47 acres in the city. Lots of mature trees. Deer come every morning to visit.

House and garage on the property will need re-hab.

Sub-dividing questions must be directed to the City of Bellevue.



*All information is believed to be accurate, but is not guaranteed.
All measurements are approximate.*



MOBAupdate

Metro Omaha Builders Association

It takes a number of companies to build a residential or commercial structure. Developers prepare the land; architects design the building; builders and subcontractors complete the structures; suppliers provide the materials; realtors make the sales; and banks provide the funds. Within each of these segments, there are a variety of smaller companies that also contribute to every new home and commercial building. The Metro Omaha Builders Association provides a place for these companies to work together to provide quality homes and commercial buildings for the Omaha area.

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 Teresag@moba.com or call the MOBA office at 402-333-2000 for more information.

MOBAcalendar

December

24-26 & 31-Jan 2 MOBA office CLOSED

January

- 01 MOBA Executive Board Meeting
- 12 MOBA Board of Directors Meeting
- 20-22 International Builders Show - Las Vegas, NV
- 27 Membership Luncheon - Anthony's at 72nd & F

Details on these events and more...
visit www.MOBA.com

Need to Renew your MOBA membership?
You can now pay online...

just click on "Join MOBA"

Benefits of a Pre-Listing Inspection

By Jon Vacha

Home Standards Inspection Services

By being proactive and investing in a pre-listing inspection a seller can enjoy many benefits.

The inspection can help the seller avoid surprises and identify and prioritize the list of concerns buyers will see or become aware of. *But what about sellers who don't necessarily want to know what is wrong with their house?* The larger items found on a pre-listing inspection will almost always also be found by the buyer's inspector. Take the guesswork out of what "could be" found. A timely heads up for a seller helps everyone involved.

A pre-listing inspection allows time to get estimates for the potential

work needed, so a realistic cost of repair is clear. In some cases knowing the potential work needed according to a professional third party also helps the seller understand a realistic asking price for the house.

Sellers and listing agents can avoid scrambling to find contractors and paying top dollar for repairs done specifically as requested by the buyer in a short time frame. In many cases a qualified contractor can make the needed repairs just as well as, but cheaper than, a licensed plumber or electrician.

Help market the listing with a "Pre-Inspected" sign in the front yard and the Home Inspection report on the kitchen counter. Buyers appreciate the proactive and professional characteristics that a pre-listing inspection gives a listing.



In many real estate markets around the country it is considered part of the normal process of listing a house to get a pre-listing inspection because of the benefits to everyone involved. In recent years we have seen a steady increase in demand for pre-listing inspections. The Omaha area is headed in the right direction!



Jon Vacha
Inspector



www.HomeInspectorOmaha.com

Twitter icon @HomeInspecting 402-392-2020

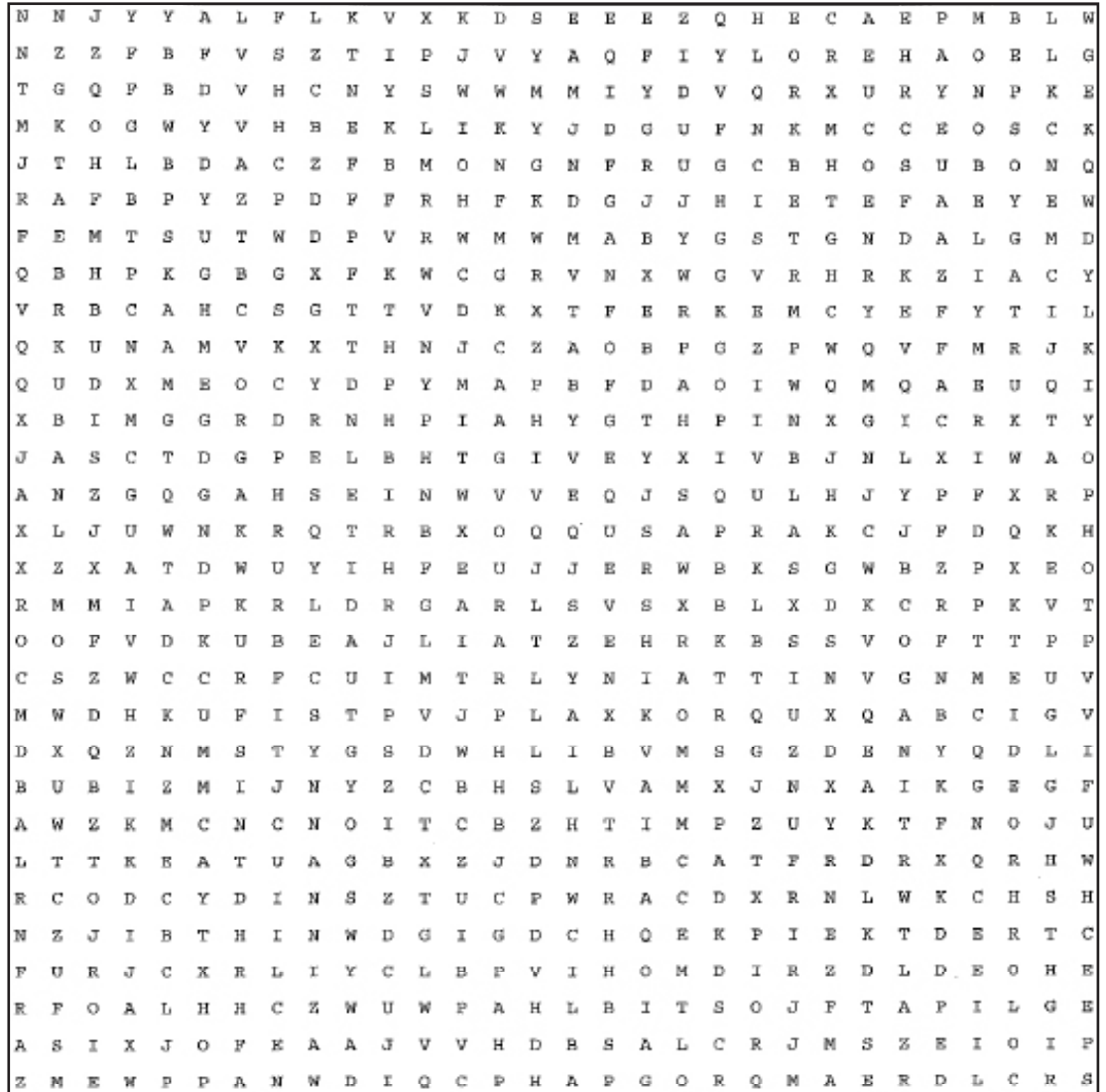
Facebook icon /HomeStandards



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 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.

AFRICAN
ALABAMA
BOYCOTT
CIVILRIGHTS
COLOR
DREAM
EQUALITY
FREEDOM
HERO
JUSTICE
LEADER
LIBERTY
MARCHES
NOBEL
PEACE
PREACHER
RACISM
RIGHTS
SEGREGATE
SPEECH



Name: _____

Company: _____

Address: _____

Phone: _____

Michelle Brezinski

with NP Dodge — winner of the December Word Puzzles

View answers here: <http://www.oabrdocs.com/answers.pdf>

Elite Termite & Pest Control

Formerly Affordable Pest & Termite Control

- Termite inspections = \$70.00 including 14 month warranty
- 24-hr. turn around for termite work including inspections
- Free written estimates
- Over 25 years experience



**Free Lifetime Homeowners
Termite Treatment Warranty**

www.elite-termite.com

Main Office (402) 571-Bugz (2849)

Fax (402) 571-2888

Supra



ActiveKEY Battery Charging Tips

Your ActiveKEY is designed to operate in a wide range of temperatures. However, low or high temperature conditions may shorten battery life or cause the ActiveKEY to fail.

In summer, don't leave an ActiveKEY in hot environments, including a car, because temperatures in parked will exceed the safe operating range.

In winter, if the ActiveKEY is below 32°F, the battery will not charge. For maximum battery life, store your ActiveKEY at room temperature.

An ActiveKey with a full charge should be able to operate for a full three days.

You CAN leave your ActiveKEY plugged in all the time if you are not using it. This will not hurt the battery.



WHILE SOME SCHOOLS HELP YOU EARN A DEGREE, WE WANT TO HELP YOU EARN A LIVING!

2015 Omaha Pre-License Salesperson Classes!

These two courses fulfill the 60-hour licensing requirement:

Principles & Practice 0040

8:30 a.m. to 5:00 p.m.

February 23-26

April 27-30

June 22-25

Held at: Omaha OABR- Education Center, 11830 Nicholas St, Omaha

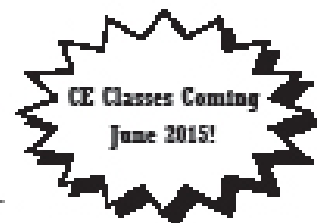
Finance 0042

8:30 a.m. to 5:00 p.m.

January 26-29

March 30-April 2

May 11-14



Outstanding! Great Class Participation! Great Instruction!
Fun and Educational, excellent learning atmosphere! - S.T.



www.Larabeeschool.com / 402.436.3308

FOCUS

Omaha Area Board of REALTORS®
11830 Nicholas Street
Omaha, Nebraska 68154

Return Service Requested

PRSR7 STD
U.S. POSTAGE

PAID
OMAHA, NE.
PERMIT # 196

Visit Focus Printing Online

www.FocusPrintingOmaha.com

Order online, upload files, request quotes, and shop for promotional items.

If you are looking for reliable and economical printing and copying, you have come to the right place!

- | | | | |
|-----------------------------|------------------|-------------|---------------|
| ■ Color Copying | ■ Post Cards | ■ Brochures | ■ Newsletters |
| ■ Letterhead | ■ Flyers | ■ Notepads | ■ Magnets |
| ■ Envelopes | ■ Mailing | ■ Booklets | ■ Binding |
| ■ Full Color Business Cards | ■ Graphic Design | ■ NCR Forms | ■ Calendars |

Now
Offering
UV Coated
Business
Cards!

FOCUS PRINTING
OABR PRINTING & MAILING

402-619-5570
11830 Nicholas St.
Omaha, NE 68154

Economical
Color
Copying!