

Member Day at Omaha's Henry Doorly Zoo



OABR members and their families spent the day at the Henry Doorly Zoo on Friday, June 5, sporting their blue REALTOR® 'R' t-shirts. Everyone gathered under the Sea Lion Picnic Pavilion from 11:30 am - 1:00 pm to enjoy a hamburger and hot dog lunch and live animal showings.

Thanks to those who sponsored a zoo animal, OABR members were able to see live showings of ten different zoo animals during lunch at the pavilion, including the Moluccan Cockatoo pictured on the right.

After lunch, members and their guests left the pavilion to conquer the rest of the zoo on what turned out to be a perfect day.

More Pictures on Page 5



Paragon Essentials Training

Tuesday, July 14; 8:30 am - 12:00 pm
Wednesday, July 15; 8:30 am - 12:00 pm
OABR Education Center

Advanced Paragon Training

Tuesday, July 14; 1:00 pm - 4:30 pm
Wednesday, July 15; 1:00 pm - 4:30 pm
OABR Education Center

BBQ @ The Beach

Thursday, July 23; 5:30 pm - 8:30 pm
Bryson's Airboat Tours

Tom Osborn to Speak on TeamMates Mentoring Program @ OABR

Wednesday, July 29; 10:00 am - 11:00 am
@ OABR Education Center

Omaha Area Board of REALTORS®

Summer Picnic

Come join the Hawaiian Luau!

Wednesday, August 12, 2015
11:00 am - 1:00 pm

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

Free lunch provided!
BBQ meal, drinks, and more!

Please park in the old Bag 'N Save parking lot.
Ollie The Trolley will be providing shuttle service.



Omaha Area Board of REALTORS®
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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

July means halftime. How will you adjust for your second-half success?

How's your year going? Are you winning or whining? What does your scoreboard read? Are you improving or is the good market the reason you're succeeding?

The answers to all these questions are usually different when I am visiting with REALTORS® in our local market. When we are in a fast and easy market, everyone is making money and some agents think they have the keys to the real estate kingdom. "Days on Market" is sometimes only "Hours on Market." Multiple offers, quick closings, and fast commission checks lull the inexperienced into thinking that "this is the way it will always work."

Then, the market takes a turn downward. What usually happens after a great market, like the one we are experiencing now, is a stark and agonizing market.

All of a sudden we have a glut of overpriced listings, lenders and appraisers serving up low appraisals like hotcakes, buyers and sellers typically unwilling to understand the new paradigms that REALTORS® have to deal with just to keep transactions together. Our patience, our morale, and our ability to survive in the real estate industry are challenged daily. Attitudes will shift from invincible to impossible. The unprepared will blame everyone else and everything for their own personal demise.

So, how does one prepare? The answer is simple, "dig your well before you are thirsty!" Do something every day to get better at what you do. Sharpen your real estate skills at every opportunity. Realize that the National Association of REALTORS® has tools for you to prepare for ANY market! You can increase both your earning power and your survival rate if you strive to learn and build on your real estate experiences. From professional real estate designations to NAR's REALTOR® University, to OABR's Knowledge is Power series, you have every opportunity to set the stage for your future successes. Or, you can wake up one morning and get blindsided by a new market that requires a new set of tools and a new way of approaching the daily challenges of a REALTOR®. What will it be? What will you do NOW? Or, who will you BLAME later?

If you are planning for a great second half of 2015 remember just one thought, "A REALTOR'S® future success does not depend on how much they know, but how fast they can learn!" If you act accordingly, you will control your success, not the market!

Keeping you informed,

Mark



Mark Wehner
2015 President

August Events

- **OABR Summer Picnic**
Wednesday, August 12; 11:00 am - 1:00 pm; OABR Office Parking Lot
- **OABR Golf Outing**
Monday, August 24; 10:00 am; Oak Hills Country Club

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Annual Dues Billing Info

Dues statements for the 2016 fiscal year will be mailed early in July. Payments can be made online at www.OmahaREALTORS.com by using your MLS login ID and password. Specific instructions are located on the back side of the dues statement. Member dues must be paid by August 15, 2015 or a 10% late payment fee will be assessed. REALTOR® dues are collected for all three levels of the REALTOR® organization. The breakdown for 2016 is:

2016 Local: OABR Dues	\$165
2016 State: NRA Dues	\$220
2016 Nat'l NAR Dues	\$155
2016 DUES TOTAL	\$540

This marks the tenth year in-a-row that the Omaha Area Board of REALTORS® has not increased local dues!

Mark Wehner

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4th Annual

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**OMAHA
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REALTORS®**

Thursday, July 23

5:30 pm

Bryson's Airboat Tours

839 County Rd 19
Fremont, NE 68025

Live music!

Swampboy Blues Band

Food Catered by:



**2 \$250 Visa Gift Card
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Register online at ims.oabr.com. Type in your ID and password, click on "Event By Date," and then on the specific event.

REALTOR® or Affiliate Member Name _____
Street Address _____ City _____ Zip _____
Phone _____ Email _____
of REALTOR® or Affiliate Tickets (\$30) _____ # of Guest Tickets (\$20) _____ Total \$ _____
Credit Card # _____ Expiration Date _____
Card Type: Visa Master Card Discover American Express

Make checks payable to the Omaha Area Board of REALTORS®
Ticket orders are due by Friday, July 17, 2015
Questions? Contact Donna Shipley at 402-619-5551
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Tom Osborne will be speaking to the Omaha Area Board of REALTORS® about the TeamMates Mentoring Program and how you can get involved in impacting a young person's life.

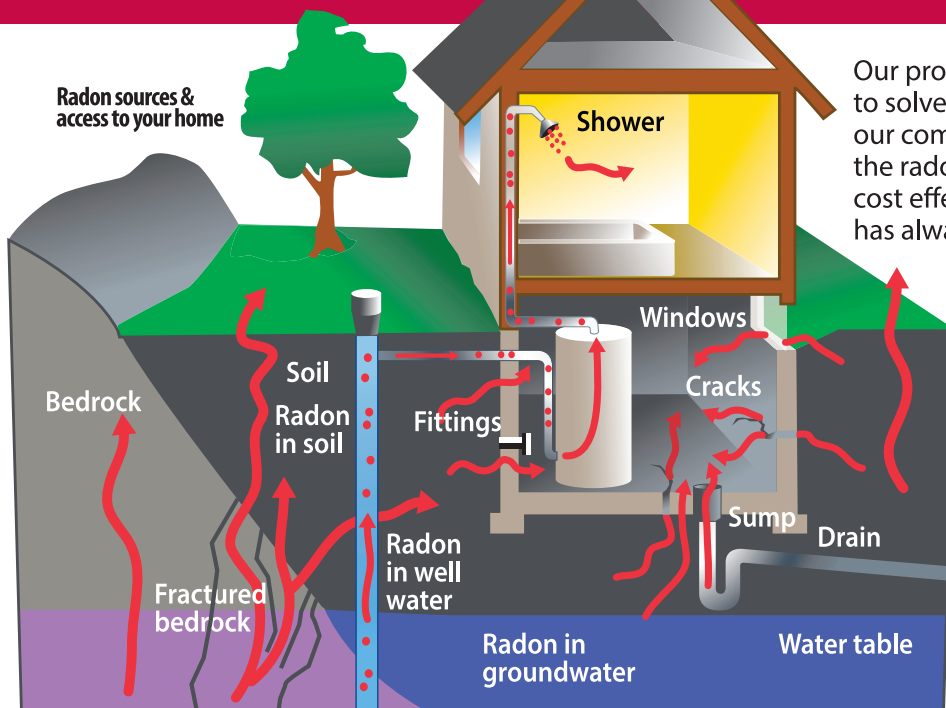
SocialEvents
Omaha Area Board of REALTORS®



Wednesday, July 29
10:00 am - 11:00 am

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AFFILIATES

a council of the
Omaha Area Board of REALTORS®

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

AFFILIATE MEMBERS ATTENDING THE JUNE 2015 MEETING:

Lori Bonnsetter (President) – 2-10 Home Buyers Warranty
Brenda Stuart (Treasurer) – ServiceOne Inc
Erin Trescott (Secretary) – Pulaski Bank Home Lending
Jessica Blake – Security National Bank
Patrick Bonnett – BNC National Bank
Lou Bozak – Paul Davis Restoration
Lisa Marie Bullerman – Staging Design by Lisa Marie
Cherie Casey – The Home Buyers Protection Company
Kayla Cunningham – JH Willy
June Eads – Amerispec Home Inspection Services
Jan Eggenberg – SureHome Inspection Co
Amanda Filippi – Flip Marketing
PK Kopun – Centris Federal Credit Union
Alex Kumm - Charter Title & Escrow
Tara Legenza – Redefined Interiors by Tara LLC
Deb Martin – Great Western Bank
Andrew Ossenkop – ACCESS Bank
Lisa Powell – Farmers Insurance Powell Insurance
John Seigel - MOPOA
Jody Smythe – Security 1 Lending
Tom Sutko - Amerispec Home Inspection Services
Matt Thiel – DRI Title & Escrow
Lisa White – Gateway Mortgage Group

UPCOMING MEETINGS:

- Monday, July 6, 9:00 a.m.
- Monday, August 3, 9:00 a.m.
- Monday, September 14, 9:00 a.m.

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

UPCOMING EVENT:

OABR Golf Outing
Hosted by the Affiliates Council

Monday, August 24, 2015
Shotgun start: 10:00 am
Oak Hills Country Club

Open to OABR members only!

See Page 17 for more details.



130th Annual Inaugural



Join us for the 130th Annual Inaugural, ushering in Andy Alloway as your new 2016 Omaha Area Board of REALTORS® President as well as the 2016 OABR Officers and Directors.

Paul Vojchehoske of Nebraska Realty will preside as the Master of Ceremonies for the evening festivities. 2008 OABR President Henry Kammandel will officiate the installation ceremonies.



Andy Alloway
2016 President

All OABR members and their guests are welcome to attend. The installation will be preceded with hors d'oeuvres and networking. Dress business casual.

Tuesday, August 25

5:30 pm - Social Hour & Hors D'oeuvres
7:00 pm - Installation of Officers & Directors

Champions Run

13800 Eagle Run Drive

\$18 / Person

Name _____ Guest _____
Address _____ City _____ Zip _____
Phone _____ Total @ \$18.00/Person _____
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Make checks payable to the Omaha Area Board of REALTORS®
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Diversity Scholarship Recipient

Sujey Pichardo



The OABR Diversity Committee is working hard to heighten awareness and increase diversity in the real estate profession. They have the privilege to offer an Ethnic Minority Outreach Scholarship to qualified candidates and help mentor them during their classes, exams, and into their OABR membership.

The Committee has a vision of REALTORS® 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 be successful, Sujey Pichardo.

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Where did you grow up?

My family is from the Dominican Republic and I was born and raised in New York City, New York. I moved here with my parents in 1999. They were in search of a better quality of life and better employment opportunities. I graduated from Central High School in 2001 and ventured to Atlanta, Georgia in 2003 to obtain my degree in Fashion Merchandising. After earning my degree, I decided Omaha was the city where I wanted to raise my daughter and made the move back to Omaha in 2007.

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

I work for Nebraska Realty and am not currently a member of any other organizations.

What did you do before you became a REALTOR®?

Before I became a REALTOR®, I was a Dispute Analyst with First Data. Before that, I played various roles within the fashion industry including Personal Stylist, Visual Merchandiser and Sales.

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

I obtained my real estate license in January 2015. My desire for power over the pace of my success and control over my time ultimately motivated me to become a REALTOR®. I want my success to be a direct reflection of my hard work.

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

The sense of accomplishment I feel when I make my clients happy is the most rewarding aspect of my job. I feel immense gratification when I know I have represented myself, my brokerage, and the industry in the best way I can.

What else would you like us to know about you?

I am a total Zumba enthusiast and love breaking a sweat to the beat!

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 McGowan, Kara
 McGuire, Dennis
 McPadden, Sandra
 Meisinger, Joni
 Meyers, Delores
 Mikuls, Richard
 Milczski, William
 Miles, John
 Miller, Shaune
 Miller, Sheryl
 Mills, Linda
 Mills, George
 Minge, Sherry
 Mingus, Kellie
 Mongar, Brian
 Mooberry, Janette
 Mooss, Cynthia
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 Morehead, Eryka
 Morgan, Jennifer
 Morris, Jeanean
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 Mosby-Brown, Qiana
 Mueller, Staci
 Muller, Barbara Ann
 Mumbaard, Kathleen
 Murray, Delores
 Mustard, Chad
 Neary, Michaela
 Nelson, Michelle
 Neuhaus, Robert
 Nicholson, Rosemary
 Nicola, Tammy
 Niefert, Rodney
 Nieto, David
 Niewohner, Lonny
 Nigro, Scott
 Nitsch, Carl
 Noll, Sharron
 Novacek, Patricia
 Novak, Mary
 Nowatzke, Betsy
 Oberhauser, Erin
 O'Connor, Todd
 O'Doherty, John
 Ogle, Gina
 Ogle, Timothy
 O'Grady, Donna
 Ojeda-Alvarez, Otoniel
 Ollis, Doyle
 Olsen, Bridget
 Olson, Beth
 Oster, Diane
 Osterholm, Sandra
 Ostrand, David
 Otis, Marie
 Overhue, Robi
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 Pae, William
 Paladino, Lisa
 Palermo, Robert
 Panas, Theodore
 Patton, John
 Paul, Lori
 Pauley-Kelly, Kerri
 Paulsen, Tracy
 Peekensneider, Scott
 Pepper, Walter
 Penke, Bryce
 Petersen, Cassandra
 Peterson, Wallace
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 Podoll, Angie
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 Pohl, Sara
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 Polinsky, Steven
 Pollack, Lawrence
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 Yeager, Virginia
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 Zerse, Geraldine
 Zoerb, Karen
 Zych, Brian
 Zych, Tracy

Affiliate Contributors

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

Sandiland, Becky, First National Bank
 Stuart, Brenda, ServiceOne Inc

GOVERNOR'S CLUB (\$500+)

Katt, Peter, Charter Title & Escrow
 Sutko, Tom, AmeriSpec Home Inspections

SENATOR'S CLUB (\$150+)

Casey, Cherie, The Home Buyers Protection Co
 Casey, Patrick, The Home Buyers Protection Co
 Dein, Theresa, Franklin American Mortgage Co
 Kalina, Debbie, Radon Pros LLC
 Schaffer, Lisa, My Insurance LLC
 Sladek, Mary, My Insurance LLC
 Vacha, Jon, Home Standards Inspection Serv
 Zeigler, Dani, My Insurance LLC
 Zimmerman, Todd, Zimmerman Mortgage Corp

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 Branson, Cheri, American Water Damage
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 Briganti, Nicholas, A Plus Home Inspections LLC
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 Caldwell, Timothy, Integrity Termite
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 Coleman, Kelly, Mustang Electric Inc
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 Cooley, Liz, Rearranged for Change
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 Ruskamp, Aaron, Thrasher Basement Systems Inc
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 Walker, Lisa, First Mortgage Company
 Webber, Adam, Professional House Doctors Inc
 Webber, Joel, Professional House Doctors Inc
 Weeks, Heidi, Centris Federal Credit Union
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Omaha Area Board of REALTORS®

Summer Picnic

Come join the Hawaiian Luau!

Wednesday, August 12, 2015

11:00 am - 1:00 pm

Omaha Area Board of REALTORS®

11830 Nicholas St

Omaha, NE 68154

Free lunch provided!

BBQ meal, drinks, and more!

Please park in the old Bag 'N Save parking lot.

Ollie The Trolley will be providing shuttle service.

Hula hoop & limbo contests every 30 minutes!

Winners will receive a \$25 gift card! *Bring your REALTOR® friends to compete!*



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SocialEvents
Omaha Area Board of REALTORS®

Membership Report: June 2015

NEW REALTORS®

Caffery, Lori – NP Dodge Real Estate Sales Inc – Lakeside
Cherek, Angela – BHHS Ambassador Real Estate – California #101
Cieslik, Margaret – CBSHOME Real Estate – Papillion
Denes, Alexander – NP Dodge Real Estate Sales Inc – 129 Dodge
Egan, Erin – Mike Egan Real Estate
Ford, Deborah – NP Dodge Real Estate Sales Inc – 204 Dodge
Gramlich, Marian – Nebraska Realty – 117
Horton, Andrea – BHHS Ambassador Real Estate – California #101
Hug, Eugene – Keller Williams Greater Omaha – California
Jones, Patricia – NP Dodge Real Estate Sales Inc – 129 Dodge
Kenkel, Donna – NP Dodge Real Estate Sales Inc – 129 Dodge
Lerdahl, Jill – BHHS Ambassador Real Estate – California #101
Lohr-Woodward, Julie – Keller Williams Greater Omaha – California
Lynch, Gregory – BHHS Ambassador Real Estate – California #101
Mathes, Ben – BHHS Ambassador Real Estate – California #101
Miller, Alex – BHHS Ambassador Real Estate – California #101
Noble, Carrie – NP Dodge Real Estate Sales Inc – Sarpy
Parrish, Valerie – PJ Morgan Real Estate
Pree, Ralph – NP Dodge Real Estate Sales Inc – 129 Dodge
Randone, Gail – BHHS Ambassador Real Estate – California #101
Rutherford, Melissa – Mitchell & Associates Inc
Scheef, Adam – BHHS Ambassador Real Estate – California #101
Schneider, Jeffrey – NP Dodge Real Estate Sales Inc – 129 Dodge
Schuetz, Durnae – CBSHOME Real Estate – Papillion
Sliter, Scott – CBSHOME Real Estate – Papillion
Stinson, Sherry – CBSHOME Real Estate – 159 Dodge
Stodola, Lisa – PJ Morgan Real Estate
Thurston, Julie – NP Dodge Real Estate Sales Inc – 204 Dodge
Wemhoff, Trel – BHHS Ambassador Real Estate – California #101
Williams, Shari – NP Dodge Real Estate Sales Inc – 129 Dodge
Winder, Jennifer – NP Dodge Real Estate Sales Inc – 204 Dodge

NEW AFFILIATES

Baughman, Matthew – Property Marketing Photography
Butterfield, Brandon – TNT Termite Services
Cox, Niki – Eagle Mortgage Inc
Delano, Bill – Omaha Home Buyer Services
Eichelberger, Josh – Legacy Carpet Cleaning
Payne, Shawn – Payne Electric
Stone, Sarah – Mortgage Specialists LLC
Thompson, John – SureHome Inspection Co

REALTOR® CANDIDATES

Caffery, Lori – NP Dodge Real Estate Sales Inc – Lakeside
Alley, Jason – BHHS Ambassador Real Estate – California #101
Anderson, Kyle – Keller Williams Greater Omaha – California
Aulner, Rhonda – Keller Williams Greater Omaha – California
Baker, LeAnne – CBSHOME Real Estate – 159 Dodge
Ballard, Christine – NP Dodge Real Estate Sales Inc – 204 Dodge
Benker, Danelle – Keller Williams Greater Omaha – California
Daugherty-Braun, Julie – CBSHOME Real Estate – 159 Dodge
Evers, Jamie – Nebraska Realty – 117
Guenther, Brian – Gold Coast Real Estate Inc
Hanson, Paul – PJ Morgan Real Estate
Harvey, Briana – Nebraska Realty – 117
Held, Adrienne – Nebraska Realty – 117
Keeton, Sean – RE/MAX The Producers

Leibowitz, David – BHHS Ambassador Real Estate – California #101
McClellan, Richard – Real Estate Associates Inc
Michaels, Alexandria – NP Dodge Real Estate Sales Inc – Sarpy
Pineda Castillo, Elmer – CBSHOME Real Estate – 159 Dodge
Porto, Hannah – PJ Morgan Real Estate
Pusch, Daniel – PJ Morgan Real Estate
Rader, Stephanie – Boulevard Real Estate LLC
Riss, Abigail – Keller Williams Greater Omaha – California
Rogers, Elizabeth – CBSHOME Real Estate – Papillion
Wanninger, Bridget – BHHS Ambassador Real Estate – California #101
Wehling, Anastasia – NP Dodge Real Estate Sales Inc – Lakeside
Parrish, Valerie – PJ Morgan Real Estate
Pree, Ralph – NP Dodge Real Estate Sales Inc – 129 Dodge
Randone, Gail – BHHS Ambassador Real Estate – California #101
Rutherford, Melissa – Mitchell & Associates Inc
Scheef, Adam – BHHS Ambassador Real Estate – California #101
Schneider, Jeffrey – NP Dodge Real Estate Sales Inc – 129 Dodge
Schuetz, Durnae – CBSHOME Real Estate – Papillion
Sliter, Scott – CBSHOME Real Estate – Papillion
Stinson, Sherry – CBSHOME Real Estate – 159 Dodge
Stodola, Lisa – PJ Morgan Real Estate
Thurston, Julie – NP Dodge Real Estate Sales Inc – 204 Dodge
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Andrews, Bret – American Home & Energy Consultants
Brink, Karen – Bliss Promotions
Divis, Scott – Amoura Productions
Garrett, Jeff – Cornerstone Home Funding Inc
Hartnett, Nick – SAC Federal Credit Union
Molina, Jen – My Insurance LLC
Sousek, Lisa – ServiceOne Inc
Vampola, Ronald – Premier Home Inspections of Nebraska
Wanninger, John – INSPECTIX Home Inspections

MEMBER TRANSFERS

Acker, Karen From 23/CBSHOME Real Estate – 159 Dodge To
Keller Williams Greater Omaha – California
Beaton, Christopher From BHHS Ambassador Real Estate – 168
To BHHS Ambassador Real Estate – California #101
Bodady, Heidi From DVG Realty LLC To Keller Williams Greater Omaha
– California
Buschelman, Lisa From NP Dodge Real Estate Sales Inc – 204 Dodge
To BHHS Ambassador Real Estate – California #101
Carraher, Eric From BHHS Ambassador Real Estate – 168 To
BHHS Ambassador Real Estate – California #101
Cunningham, Larry From NP Dodge Real Estate Sales Inc – 129 Dodge
To Nebraska Realty – 117
Eastman, Billi From Charleston Homes Realty LLC To NP Dodge Real
Estate Sales Inc – Lakeside
Elliott, Gina From BHHS Ambassador Real Estate – 168 To BHHS
Ambassador Real Estate – California #101
Elliott, Teresa From BHHS Ambassador Real Estate – 168 To
BHHS Ambassador Real Estate – California #101
Harper, Jeremy From BHHS Ambassador Real Estate – California #101
To Keller Williams Greater Omaha – California
Johnson, Allison From CBSHOME Real Estate – 159 Dodge To
Nebraska Realty – 117
Jordan, Karen From NP Dodge Real Estate Sales Inc – Lakeside
To NP Dodge Real Estate Sales Inc – California Ste A

Kwiatkowski, Cindy From DVG Realty LLC To Real Estate Associates Inc
 Lewis, Michael From CBSHOME Real Estate – 159 Dodge To RE/MAX Results
 Longacre, Sherryl From Don Peterson & Assoc RE – 23rd to Don Peterson & Assoc RE – 6th
 Martin, Summer From BHHS Ambassador Real Estate – California #101 To NP Dodge Real Estate Sales Inc – Sarpy
 McNally, Loretta From Nebraska Realty – 117 To RE/MAX Platinum Realty
 Mick, Matthew From BHHS Ambassador Real Estate – California #101 To BHHS Ambassador Real Estate – California #201
 Millie, Thomas From NP Dodge Real Estate Sales Inc – Lakeside To NP Dodge Real Estate Sales Inc – 35 Dodge
 Murphy, Kellie From BHHS Ambassador Real Estate – 168 To BHHS Ambassador Real Estate – California #101
 Novak, Mary From BHHS Ambassador Real Estate – 168 To BHHS Ambassador Real Estate – California #101
 Pete, Lawrence From NP Dodge Real Estate Sales Inc – 129 Dodge To BHHS Ambassador Real Estate – California #101
 Pete, Lori From NP Dodge Real Estate Sales Inc – 129 Dodge To BHHS Ambassador Real Estate – California #101
 Rasmussen, Kelly From Nebraska Realty – 117 To RE/MAX Platinum Realty
 Scheef, Adam From BHHS Ambassador Real Estate – California #101 To BHHS Ambassador Real Estate – California #201
 Schroetlin, Andrew From CBSHOME Real Estate – 159 Dodge To RE/MAX Platinum Realty
 Simon, Gina From Nebraska Realty – 117 To RE/MAX Platinum Realty
 Theophilus, Brock From BHHS Ambassador Real Estate – 168 To BHHS Ambassador Real Estate – California #101

REACTIVATED MEMBERS

Baumert, Nicole – Charleston Homes Realty LLC
 Brown, Julia – BHHS Ambassador Real Estate – California #101
 Gish, Rosalia – Synergy Real Estate & Dev Corp
 Jaquith, Gwen – Charleston Homes Realty LLC
 Smith, Kristin – NP Dodge Real Estate Sales Inc – 129 Dodge
 Strunk Knight, Erin – BHHS Ambassador Real Estate – California #101
 Wohlfarth, Alison – RE/MAX Results

RESIGNATIONS

Beal, Colin – CBSHOME Real Estate – Papillion
 Dragon, Janet – Heartland Reva Team
 Fowler, Charles – CBSHOME Real Estate – Papillion
 Freeman, Aimee – NP Dodge Real Estate Sales Inc – 120 Pacific
 Goracke, Steve – KIBS Radon & Contracting Inc
 Matzen, Sheryl – NP Dodge Real Estate Sales Inc – Blair
 McVeigh, Matthew – Gold Coast Real Estate Inc
 Sain, Rebecca – RE/MAX Real Estate Group – Giles
 Sanders, James – Properties
 Schaffer, Lisa – My Insurance LLC
 Torneten, Steven – BHHS Ambassador Real Estate – California #101
 Wolf, Mary Rae – CBSHOME Real Estate – 159 Dodge

NEW REALTOR® BRANCH OFFICE

NP Dodge Real Estate Sales Inc – 4009 Farnam St, Omaha, NE. 68131
 Phone: 402-731-5008 Fax: 402-916-1878
 Manager: Nancy Bierman

ADDRESS / PHONE UPDATES

NP Dodge Real Estate Sales Inc – 13321 California St Ste A,
 Omaha, NE 68154 Phone: 402-397-4900, Manager Carol Souza
 Zoom Realty – Phone: 970-515-2514

COMPANY NAME CHANGE

WC Real Estate – Tekamah (formerly Rogert Ag & Real Estate Inc)

CHANGE OF MANAGER

NP Dodge Real Estate Sales Inc – Fremont

Manager: Nancy Bierman (formerly Donald Evans)

JULY ORIENTATION

- Tuesday, July 7 8:30 am - 4:00 pm
- Wednesday, July 8 8:30 am - 4:00 pm
- Thursday, July 9 8:30 am - 12:30 pm

JULY 2015 COFFEE BREAK SPONSORS

Wendy Walker – Nebraska Title Company
 Jan Eggenberg – SureHome Inspection Company
 Debbie Kalina – Radon Pros LLC
 PK Kopun – Centris Federal Credit Union
 Lisa White – Gateway Mortgage Group

AUGUST 2015 COFFEE BREAK SPONSORS

Mary Gorup – Integrity Termite
 June Eads – AmeriSpec Home Inspection Services
 Lou Bozak – Paul Davis Restoration
 Mike Kelly – GIA Insurance
 Theresa Dein – Franklin American Mortgage Company

MEMBERSHIP STATISTICS

OABR

	May 2015	May 2014
Designated REALTOR®	197	208
Des. REALTOR® Secondary	1	1
REALTOR®	2171	2064
REALTOR®-Secondary	5	5
TOTAL	2374	2278

Institute Affiliate	59	59
Affiliate	352	312
Other	5	5
TOTAL	3081	2932

	May 2015	YTD
New REALTOR® Members	33	171
Reinstated REALTOR® Members	7	40
Resignations	12	81

GPRMLS

	May 2015	May 2014
Participants (Primary)	189	197
Participants (Secondary)	63	63
Subscribers (Primary)	2167	2056
Subscribers (Secondary)	188	174
Exempt	33	35
TOTAL	2640	2525

Face the REALTORS®



Mayor Jean Stothert to speak to Omaha Area Board of REALTORS®



Friday, August 14
11:30 am - 12:00 pm

OABR Education Room
11830 Nicholas St.
Omaha, NE 68154

*Open to All
OABR Members!*

Q&A

ASK THE HOME INSPECTOR!

By Patrick Casey, President
The Home Buyers Protection Company
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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: The home we are considering purchasing is on a lot with many mature trees. We are concerned about tree roots damaging our sewer line. Does your home inspection inspect sewer lines?

Answer: You are correct to be concerned about tree roots damaging your sewer line. This is a fairly common occurrence with older homes located on lots with mature trees. A typical home inspection will check the interior plumbing in your home including the drainage of the plumbing system. The inspection does not include an evaluation of the underground sewer line.

Although the plumbing system may be draining properly during the inspection, there still could be problems with the sewer line. We offer, and recommend, a sewer camera inspection especially for homes on treed lots. This inspection includes placing a video camera inside the sewer line and running it through the pipe. This inspection will be able to determine if there is any damage to the pipe including tree root damage. You will receive a copy of the video verifying the condition of the pipe.

Go to our website at www.hbponline.com to view a sample inspection report, see our specials and order an inspection online.



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Shotgun Start @10:00 am

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402-619-5552

Mailing Address:

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

Code of Ethics: *Article 11*

The services which REALTORS® provide to their clients and customers shall conform to the standards of practice and competence which are reasonably expected in the specific real estate disciplines in which they engage; specifically, residential real estate brokerage, real property management, commercial and industrial real estate brokerage, land brokerage, real estate appraisal, real estate counseling, real estate syndication, real estate auction, and international real estate.

REALTORS® shall not undertake to provide specialized professional services concerning a type of property or service that is outside their field of competence unless they engage the assistance of one who is competent on such types of property or service, or unless the facts are fully disclosed to the client. Any persons engaged to provide such assistance shall be so identified to the client and their contribution to the assignment should be set forth. (Amended 1/10)

- **Standard of Practice 11-1**

When REALTORS® prepare opinions of real property value or price they must:

1. be knowledgeable about the type of property being valued,
2. have access to the information and resources necessary to formulate an accurate opinion, and
3. be familiar with the area where the subject property is located unless lack of any of these is disclosed to the party requesting the opinion in advance.

When an opinion of value or price is prepared other than in pursuit of a listing or to assist a potential purchaser in formulating a purchase offer, the opinion shall include the following unless the party requesting the opinion requires a specific type of report or different data set:

1. identification of the subject property
2. date prepared
3. defined value or price
4. limiting conditions, including statements of purpose(s) and intended user(s)
5. any present or contemplated interest, including the possibility of representing the seller/landlord or buyers/tenants
6. basis for the opinion, including applicable market data
7. if the opinion is not an appraisal, a statement to that effect
8. disclosure of whether and when a physical inspection of the property's exterior was conducted

9. disclosure of whether and when a physical inspection of the property's interior was conducted

10. disclosure of whether the REALTOR® has any conflicts of interest (Amended 1/14)

- **Standard of Practice 11-2**

The obligations of the Code of Ethics in respect of real estate disciplines other than appraisal shall be interpreted and applied in accordance with the standards of competence and practice which clients and the public reasonably require to protect their rights and interests considering the complexity of the transaction, the availability of expert assistance, and, where the REALTOR® is an agent or subagent, the obligations of a fiduciary. (Adopted 1/95)

- **Standard of Practice 11-3**

When REALTORS® provide consultative services to clients which involve advice or counsel for a fee (not a commission), such advice shall be rendered in an objective manner and the fee shall not be contingent on the substance of the advice or counsel given. If brokerage or transaction services are to be provided in addition to consultative services, a separate compensation may be paid with prior agreement between the client and REALTOR®. (Adopted 1/96)

- **Standard of Practice 11-4**

The competency required by Article 11 relates to services contracted for between REALTORS® and their clients or customers; the duties expressly imposed by the Code of Ethics; and the duties imposed by law or regulation. (Adopted 1/02)



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A Call for Energy Efficiency

By Steve Vacha
Home Standards Inspection Services

Energy. Where would we be without it? We only have to remember how out of sorts we get when there is a short power outage at our homes.

The cost of energy is going up. We pay more and more to heat or cool our homes and keep the lights on. The cost to the environment rises as we use the limited natural resources to create energy. Our world needs new ways to utilize our energy in the most efficient way possible. If you have kids with an aptitude for science and engineering, encourage them. We need break-throughs.

Until then we must become more energy efficient. We have come a long way in the last 25 years. Think of the big boats that we used to all drive. The homes we live in today are much more energy efficient than they were a generation ago. We can live in 3-4000 sq ft homes today and have similar energy usage as the much smaller 50 year old homes which have 2-3 inches of attic

insulation and drafty windows.

Houses are built much tighter with better material and more insulation. Lighting systems and kitchen appliances are becoming more efficient every year.

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Our cooling systems have stopped using Freon gas, which when leaked destroys our ozone layer in the atmosphere, (more cost to the environment). Our AC units are rated by a SEER (Seasonal Energy Efficiency Ratio) rating. The higher the SEER rating, the greater the efficiency. A 25-year-old A/C is probably around SEER-6. In 2006 the federal government mandated that all new central air conditioning equipment be at least SEER-13. There is equipment now available rated as high as SEER-23.

One of the issues home owners face when they need a new AC unit is they find the A-coil in the furnace is not compatible with a new AC. This usually means a new furnace has to be purchased as well.

Another big user of energy in our homes is our hot water heater. Again, new regulations are calling for more efficiency. This means a larger investment to purchase the unit, but the savings over the years easily compensate the higher cost. For some homeowners they will find space is an issue. According to manufacturers' specifications and estimates from industry professionals, qualifying replacements for units smaller than 55 gallons will grow 2 to 8 inches in height and 2 to 6 inches in width.

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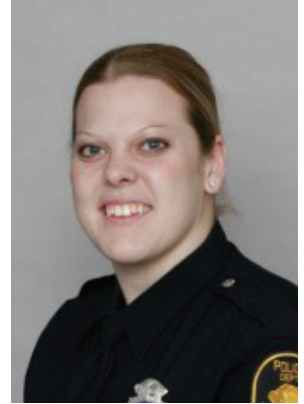
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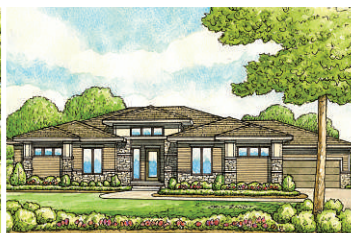
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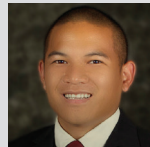
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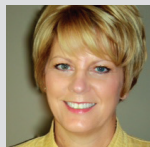
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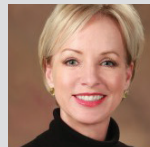
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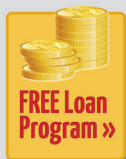
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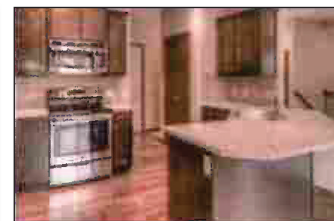
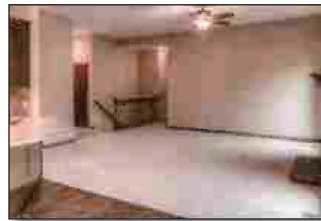


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CONDOLENCES to **Mark and Therese Wehner** of NP Dodge Realty and their children **Mark Wehner III** and **Kirsten Wehner Jacobsen** of NP Dodge Realty on the recent loss of Mark's mother/their grandmother.

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