

2015 Year in Review



This time of year we can reflect on the past year and review the success and growth we've had as a professional association.

Each year, our goal is to incorporate our core values into all that we do as an association - Innovation, Communication, Knowledge, Honesty, Integrity, and Trust. Without these, a successful association simply cannot exist.

Thank you to those who involve themselves, step outside the box, go the extra mile, and make success happen at the Omaha Area Board of REALTORS®.

It has been a great year and we look forward to a very successful 2016.

Continued on Pages 10 and 11.

Innovation **Honesty**
Trust **Communication**
Knowledge **Integrity**

New Member Orientation

Tuesday, January 5; 8:30 am - 4:00 pm
Wednesday, January 6; 8:30 am - 4:00 pm
Thursday, January 7; 8:30 am - 12:30 pm
@ OABR Education Center

Lancer's Hockey Night

Friday, January 15
Dinner - 5:30 @ Brewsky's
Game - 7:05 @ Ralston Arena

KIP: Negotiating: Key to the Deal

Thursday, January 21; 8:30 am - 4:30 pm
@ The DC Center

Blue Jean BBQ

Thursday, January 21; 5:30 pm - 9:30 pm
@ German American Society

Omaha Lancers HOCKEY NIGHT



**Omaha Lancers VS
Sioux City Musketeers**

Friday, January 15, 2016
5:30 pm Dinner - Brewsky's
7:05 pm Game - Ralston Arena



Win Lancers Memorabilia!

\$1 Raffle Tickets for a chance to win:
Team Autographed Hockey Stick
Rally Towel
Drawstring Backpack
Hockey Puck

Dinner at Brewsky's

8534 Park Drive | Ralston, NE 68127

\$15 / Person

Price includes reserved game ticket.



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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

Politics Directly Affect Your Business

I hope everyone had a wonderful holiday season filled with lots of parties, time spent with loved ones, and a reflection of what is truly most important in our lives. Last year was a busy year for REALTORS® in the greater Omaha area. For the third consecutive year, a record number of homes were sold and from a local and state-wide industry perspective we had some big milestones as well. A uniform purchase agreement was introduced (with several revisions thereafter!), the notary requirement on purchase agreements was removed, a Joint Teams Task Force was created to discuss the role of agent-teams in our industry and how they can be better defined, Zillow syndication was interrupted and then turned back on through a direct feed agreement with the MLS (amazing how we lived without it for 30 days... right?), much of the talk about pocket listings went away (finally!), and so much more, but those were some of the highlights.

Another amazing OABR accomplishment in 2015 was reaching the lofty goal of \$90,000 in RPAC funds. There are a lot of people that worked very hard helping to raise money throughout the year, but our two primary leaders were Bill Swanson and Doug Dohse, co-chairs of the task force. Over the last few years the bar has been raised significantly, yet Bill and Doug continue to do a tremendous job creatively raising the funds necessary.

I would also like to recognize all members that donated throughout the year. It is their contributions that help us elect REALTOR®-friendly candidates that support real property rights and issues important to REALTOR® members on the local, state, and national level.

As we turn the page into 2016, the Nebraska REALTORS® Association will host Legislative Days in Lincoln. In January the state Governmental Affairs Committee will review all legislation proposed in the 2016 Nebraska Legislature that affects our industry. The Committee will make recommendations and from there an official position will be adopted by the Board of Directors. Through the State Governmental Affairs Director and our paid lobbyist, we will promote positions beneficial to you and the industry. This is really where you start to see how RPAC dollars work to open doors for the interests of REALTORS®.

Last year, with the election of REALTOR® Joni Craighead to the State Legislature, we were able to revise the law and eliminate the need for notarization on purchase agreements. This was introduced as a priority by Sen. Craighead, and despite some opposition from others the bill was passed unanimously out of committee and later became law. This is the power of your RPAC dollars.

2016 will be a key political year for local, state, and national elections and I encourage members not supporting RPAC to consider a contribution. Remember that RPAC funds go to specifically support REALTOR®-friendly candidates, not candidates associated with a particular political party.

A number of issues will be monitored this year including legislation concerning agent-teams that will be introduced as the result of the collaboration between the Nebraska REALTORS® Association and the Nebraska Real Estate Commission. I encourage everyone to help our industry by doing their part donating to RPAC, getting involved, or both.

I wish everyone much success in the upcoming year!

Andy



Andy Alloway
 2016 President

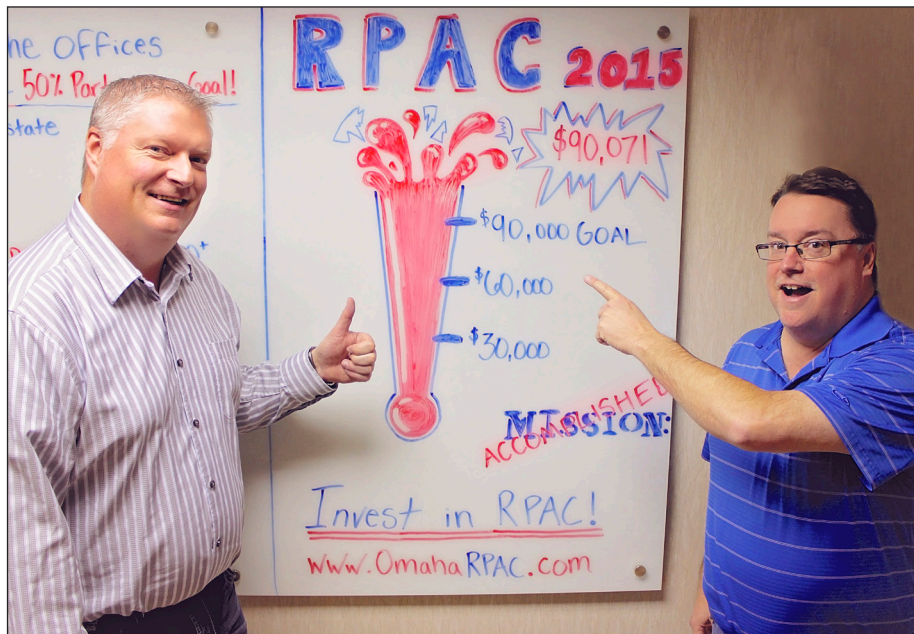
RPAC

MISSION:

Accomplished!

2015 RPAC Co-Chairs, Bill Swanson and Doug Dohse announced on December 15, in the last hour of the last day, RPAC made the \$90,000 goal for the Omaha Area Board of REALTORS®. Thank you to these two and to the RPAC Fundraising Task Force for their hard work and dedication: Brenda Stuart, Denise Poppen, Becky Sandiland, Meredith Klein, Kellie Konz-Wieczorek, Pat Lichter, and Jeff Rensch.

**Thank you to our
Major RPAC Investors!**



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Conover, Lisa, Rearranged for Change
Cooley, Liz, Rearranged for Change
Corsini, Bob, Corspect LLC,
Dasenbrock, Alan, Alan Dasenbrock Affiliate
Deseck, Jennifer, Core Bank Title & Escrow
Earl, Bradley, Lien Termite And Pest Control
Earl, Gregory, Lien Termite And Pest Control
Eggenberg, Jan, SureHome Inspection Co
Eggenberg, John, SureHome Inspection Co
Fahey, Brian, Missouri River Title,
Feurt, Catherine, Northwest Bank,
Frank, Anthony, Integrity Termite,
Gartner, Monica, First American Title
Gillespie, Jeffrey, Charter West National Bank
Goracke, Steve, KIBS Radon & Contracting Inc
Gorup, Mary, Integrity Termite,
Gruhn, Jason, Total Home Inspection Co
Guinn, Kristi, First National Bank,
Hanke, Matthew, Northwest Bank,
Hemphill, Misty, The Private Mortgage Group
Hiemstra, Amy, Arbor Bank,
Hill, Barney, B Hill Home Inspections LLC
Holmes, Jim, Focus Printing,
Hume, Rich, A & A Roofing,
Jensen, Coquette, Core Bank Title & Escrow
Kanngieser, Alan, A C K & Assoc Home Inspections
Kelley, Sara, Charter West National Bank
Knebel, Stacie, Listing Images Photography
Knust, Mike, Northwest Bank,
Kollekowski, Gerald, Lien Termite And Pest Control
Kopun, Predrag, Centris Federal Credit Union
Krof, Tim, Home Standards Inspection Serv
Kumm, Alex, Charter Title & Escrow
Larsen, Rod, First National Bank,
Levinson, Cody, Bank of Nebraska Mtg Center
Longo, Laura, Centris Federal Credit Union
Lucas, Nate, A-1 Mold Testing & Remediation
Mick, Josh, Priority Termite & Pest Control
Moeller, Rachel, SAC Federal Credit Union
Moore, Diane, Moore Appraisal Education LLC
Neese, Thom, Omaha Home Photography
Nitsch, Carl, Metro Spec LLC,
Nogg, Brian, I-Go Van and Storage Co
Novotny, Dean, Novotny Signs Inc,
Parker, Kayci, Metro 1st Mortgage,
Powell, Lisa, Farmers Insurance Powell Ins
Powell, Regi, Farmers Insurance Powell Ins
Putnam, Julie, Access Bank,
Richards, Van, Lien Termite And Pest Control
Ross, Ryan, ABC Termite & Pest Control Inc
Ruskamp, Aaron, Thrasher Basement Systems Inc
Schneidewind, Holly, Eagle Mortgage Inc,
Schreck, Allen, It's Your Home Inspection
Schulte, Brett, Professional Termite & Pest Co
Sederstrom, Charles, Nebraska Assoc of Mtg Brokers
Seigel, W John, MOPOA, ,
Sherman, Julie, United Distributors Inc
Smith, Andy, National Property Inspections
Smith, Ruth, Norms Door Service,
Spielman, Kate, Accurate Radon Testing Svcs
Staab, Adam, Bulldog Professional Inspectio
Stollenberg, Alan, SAC Federal Credit Union
Svacina, Aaron, ABC Termite & Pest Control Inc
Swerczek, Danielle, Nebraska Title Company
Thompson, John, SureHome Inspection Co
Tibbles, Kirk, Elite Termite,
Trescott, Erin, Pulaski Bank Home Lending
Vacha, Steve, Home Standards Inspection Serv
Walker, Lisa, First Mortgage Company
Webber, Adam, Professional House Doctors Inc
Webber, Joel, Professional House Doctors Inc
Weeks, Heidi, Centris Federal Credit Union
West, Monty, Omaha Pest Control Inc
Wilken, Daryle, National Property Inspections
Williamson, Jeff, Pulaski Bank Home Lending
Wingert, Mark, Wells Fargo Home Mortgage
Wise, Rich, Floor Coverings International



Affiliate Spotlight



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Home Emergency Tips

Water Damage

DO	DON'T
Remove as much excess water as possible by mopping and blotting	Leave wet fabrics in place; dry as soon as possible. Hang furs and leather goods to dry separately at room temperature
Wipe Excess water from wood furniture after removal of lamps and table top items	Leave books, magazines or other colored items on wet carpets or floors
Remove and prop wet upholstery and pillow cushions for even drying	Use your household vacuum to remove water
Turn air conditioning on for maximum drying in summer	Use TVs or other household appliances while standing on wet carpets or floors, especially not on wet concrete floors
Remove Oriental rugs or other colored rugs from wet wall to wall carpeting	Turn on ceiling fixtures if ceiling is wet and keep out of rooms where ceilings are sagging from retained water
Remove valuable paintings and art objects to a safe dry place	
Open and place luggage in sunlight to dry, if possible	
Gather loose items, toys, etc. from floors	

Vandalism Damage

DO	DON'T
Hose or wash egg damage from building exterior as soon as possible	Attempt to remove ink, paint or cosmetic stains
Blot freshly spilled food from carpets and fabrics with a dampened cloth or sponge (but don't over wet)	Operate damaged lamp or appliances
Vacuum glass particles from carpets and upholstery	Discard wood chips, broken pieces from furniture, porcelain or other art objects
Save containers, which reveal the composition of spilled inks, cosmetics and paints	

Fire and Smoke Damage

DO	DON'T
Limit movement in the home to prevent soot particles from being imbedded into upholstery and carpets	Attempt to wash any walls or painted surfaces without first contacting your restoration company
Keep hands clean. Soot on hands can further soil upholstery, walls and woodwork	Attempt to shampoo carpet or upholstered furniture without first consulting your restoration company
Blow or brush vacuum loos soot particles from upholstery, drapes and woodwork	Attempt to clean any electrical appliances, TV sets, radios, etc. that may have been close to fire, heat or water without first consulting an authorized repair service
Place clean towels or old linens on rugs, upholstery and carpet traffic areas.	Use any canned or packaged food or beverages that may have been stored close to fire, heat or water. (they may be contaminated)
If electricity is off, empty freezer and refrigerator completely and prop doors open	Turn on ceiling fixtures if ceiling is wet. Wiring may be wet or damaged
Clean and protect chrome on kitchen and bathroom facets, trim and appliances with a light coating of Vaseline or oil.	Sent garments to ordinary dry cleaner. Improper cleaning may set smoke odor
Wash house plants on both sides of the leaves	
Change HVAC filter	
Tape double layers of cheese cloth over air registers	

Harmful Waste

DO	DON'T
Stay out of affected areas	Attempt clean-up of any kind
Call emergency service personnel if the situation is life threatening	Touch or handle items that might be contaminated with bodily fluids
Treat all bodily fluids as if they are contaminated	Eat, drink, smoke apply cosmetics or handle contact lenses in affected areas
Turn off the HVAC system if there is sewage damage	

If exposed to harmful waste, OSHA recommends a post exposure medical evaluation. Consult your local health department or physician

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AFFILIATES

a council of the
Omaha Area Board of REALTORS®

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

AFFILIATE MEMBERS ATTENDING THE DECEMBER 2015 MEETING:

BRENT RASMUSSEN (PRESIDENT) – MORTGAGE SPECIALISTS LLC
BRENDA STUART (TREASURER) – SERVICEONE INC
LISA POWELL (SECRETARY) – FARMERS INSURANCE POWELL INSURANCE
LORI BONNSTETTER – 2-10 HOME BUYERS WARRANTY
LOU BOZAK – PAUL DAVIS RESTORATION
JESSICA BRUHN – CORE BANK MORTGAGE
CHERIE CASEY – THE HOME BUYERS PROTECTION COMPANY
KAYLA CUNNINGHAM – JH WILLY
THERESA DEIN – FRANKLIN AMERICAN MORTGAGE COMPANY
JOE DOBROVLNY – EQUITABLE BANK
AMANDA FILIPPI – FLIP MARKETING
MONICA GARTNER – FIRST AMERICAN TITLE
PK KOPUN – CENTRIS FEDERAL CREDIT UNION
ERIN MORAN – THE HOME BUYERS PROTECTION COMPANY
RUTH SMITH – NORMS DOOR SERVICE
TODD ZIMMERMAN – ZIMMERMAN MORTGAGE CORP

UPCOMING MEETINGS:

- Monday, January 11, 9:00 a.m.
- Monday, February 1, 9:00 a.m.
- Monday, February 29, 9:00 a.m.
- Monday, April 4, 9:00 a.m.

UPCOMING EVENTS:

Blue Jean BBQ - Thursday, January 21, 2016
See Page 3 for more details.

Chili Cook-Off - Wednesday, February 17, 2016
See Page 21 for more details.



REALTOR® Ring Day

On Friday, December 4, REALTORS® and Affiliates rang bells to raise money for the Salvation Army. Together we raised \$9,266, Breaking our record from last year.

YPN and Social Events hosted a reception at Fox and Hound complete with a delicious appetizer bar, a selfie-station, and networking.

Congratulations to Betsy Rogers and Angela Vance of CBSHOME for winning the traveling trophy for the first-ever REALTOR® Ring Day Costume Contest. (Top right photo).



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2015 Year in Review



SOCIAL EVENTS

- Over 250 members attended **UNO Mavericks Hockey Night**. Raffle tickets were sold to win a signed hockey stick. All proceeds were donated to Rebuilding Together Omaha.
- An **RPAC Appreciation Party** was held in February at The Funny Bone Comedy Club. Over 100 members and guests attended this first-ever event. RPAC was able to raise over \$7,800 from everyone's generous investments.
- 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.
- June was the second annual **Member Day at the Zoo**. During a hamburger/hot dog lunch, several animals and their keepers paid the guests a visit, thanks to the Affiliate member sponsors. Nearly 300 members and guests attended.
- 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 **BBQ at The Beach** event was definitely a fun-filled party.
- The **OABR Annual Picnic** was held in August. Forty Affiliate sponsors had exhibition booths in the OABR parking lot. Over 200 members visited the booths and were eligible to win one of 40 gas cards. A delicious BBQ lunch was served for all.
- The **8th Annual Putt Putt Golf Tournament** at Pacific Springs Golf Club was a hit, despite the rainy conditions that day! All proceeds from the event benefited Rebuilding Together Omaha. Each hole had creative and unique games for prizes. Participants and other members met afterward at Fernando's for a reception.
- The **6th Annual Winter Coat & Clothing Drive** was held during the month of September. All of the clothing 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 2015 REALTORS® and Affiliates collected more money for this event than any other organization. This year, our organization was able to raise \$9,266, breaking our record in 2014. A reception was held at Fox and Hound for food, fun, and networking.

YOUNG PROFESSIONALS NETWORK - YPN

- YPN hosted their **Third Annual Bingo Night** at DJ'S Dugout in March. There were nearly 100 attendees with a grand prize winner of a \$100 gift card. The event raised \$1,250 for Project Wee Care for the 2015 holiday season.
- In April, YPN hosted the **Pre-REBar Camp Social Hour**, a kick-off to REBarCampOmaha, at the Dubliner Pub.
- YPN sponsored an animal at the **OABR Member Day at the Zoo** in June. These were opportunities to network with other REALTORS® and Affiliate members in a more casual setting.
- In October, YPN hosted an event at Bushwacker's. With a \$10 donation at the door, YPN was able to raise \$535. All proceeds went to Project Wee Care.
- YPN co-hosted the **REALTOR® Ring Day reception** in December with the Social Events Forum at Fox and Hound. It was another great opportunity to network with fellow members, socialize, and share ideas.
- YPN was able to donate \$1,835 to Project Wee Care for the 2015 holiday season. YPN members also donated time on **Distribution Day for Project Wee Care** on December 12. 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

- In May, a new required field, 'Bedrooms Above Grade', was added to the Residential property type. In addition, the colored price change arrows were added to Paragon.
- A direct feed with Zillow Group was established in June to assist brokers who wish to display their listings on Zillow and Trulia. Each broker was given the opportunity to opt-in their firm's active listings to the direct feed.
- In October, Assume Identity was turned on in Paragon for brokers, managers, and administrative staff. This feature allows brokers, managers, and administrative staff to assist agents with printing flyers, updating preferences, adding photos, etc. without having to use the agent's credentials in Paragon.
- The requirement to populate 'Block Number' for all listings was removed in November. In addition, a number of fields became 'required' fields in the Residential Rental property type.
- The uniform purchase agreement first introduced in 2014 continues to be updated and improved to reflect changes in notary law, SID disclosures, and TRID

GOVERNMENTAL AFFAIRS

- Mayor **Jean Stothert** visited the OABR office for a Face the REALTORS® forum, speaking on issues important to the City of Omaha.
- Congressman **Brad Ashford** visited the OABR office for a Face the REALTORS® forum, covering topics important to the industry and recent events
- In December the **RPAC Fundraising Task Force surpassed their goal \$90,000**. This was a huge accomplishment for OABR. From the money that was raised, 70% stays at the local and state level to support candidates that support REALTOR® issues, regardless of their political party.

KNOWLEDGE IS POWER

- The Education Forum had numerous **KIP sessions** this year including, Flood Insurance Updates for 2015, Area You Kidding Me - My Closing is Postponed?, Speed Dating - Love Your Technology, The "Irk" Factor with Terry Watson, and many more. These sessions were offered for Broker Approved Training.

AFFILIATES

- In February, the Affiliates hosted the first-ever **Blue Jean BBQ** at the German American Society. Over 200 members attended, and enjoyed live music and a delicious BBQ meal. All funds from the event went to Rebuilding Together Omaha.
- The **Annual Golf Outing Hosted by the Affiliates** was held at Oak Hills Country Club on August 24. A total of 148 golfers participated and enjoyed the beautiful weather.
- The **Affiliate Toys for Tots 2015 Turkey Bowl** was held at The MARK on November 4. The event brought in over \$9,000, 400 toys, and 275 stocking stuffers. A special thank you to all who sponsored the event and to those who donated toys and cash for Toys for Tots. The event continues to be second, only to the Husker Game Day Event, for the most donations collected by the Marines. Ninety-seven percent of all donations are distributed in Nebraska.

Thank you for another wonderful year!



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BLUE JEAN BBQ

Thursday, January 21

5:30 pm - 9:30 pm

RSVP by January 14

Snow date: January 28

German American Society

3717 S 120th St

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MEMBERS REGISTER AND PAY ONLINE: <http://.ims.oabr.com>

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- **Moore Appraisal Ed., LLC**
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- **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)
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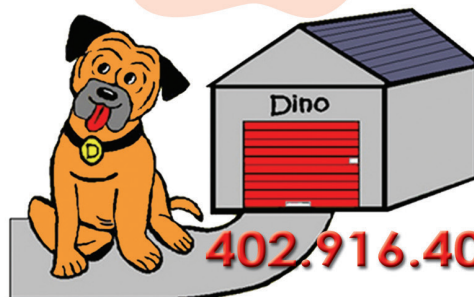
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Membership Report: November 2015



NEW REALTORS®

Baker, Eric – NP Dodge Real Estate Sales Inc – 129 Dodge
Barrington, Liubov – CBSHOME Real Estate – 159 Dodge #200
Chaney, Heather – NP Dodge Real Estate Sales Inc – 129 Dodge
Coen, Renee – Nebraska Realty – Burt
Dimitrov, Nikolay – NP Dodge Real Estate Sales Inc – 129 Dodge
Fellows, Stacy – CBSHOME Real Estate – 159 Dodge #200
Green, Christine – RE/MAX Results
Hanson, Kristie – NP Dodge Real Estate Sales Inc – 129 Dodge
Kennelly, Kristen – NP Dodge Real Estate Sales Inc - Lakeside
Kinzey, Cynthia – RE/MAX Professionals
Neese, David – CBSHOME Real Estate – Papillion
Samuelson, Mark – Nebraska Realty - Burt
Vinckier, Melissa – NP Dodge Real Estate Sales Inc – Papillion
West, Lacey – NP Dodge Real Estate Sales Inc – 129 Dodge
Williams, Justin – Keller Williams Greater Omaha – 119 #1

NEW AFFILIATES

Allely, Wendy – First American Title
Arkfeld, David – United Republic Bank Mortgage
Baughman, Matthew – Property Marketing Photography
Brown, Blaine – BB Roofing
Connor, Sue – First American Title Ins Co
Goodrich, Aaron – Real Estate Book of Omaha
Hemphill, Misty – The Private Mortgage Group
Lambrecht, Ginger – First American Title Ins Co
McKittrick, Rebecca – First American Title Ins Co
Moneto, Kimberly – First American Title Ins Co
Reider, Jennifer – First National Bank
Rohr, JR – BNC National Bank
Sequenzia, Alex – The Home Buyers Protection Co
Shaw, Tony – Arbor Bank
VanScoy, Michealia – Randall School of Real Estate
Weatherford, Deanna – The Private Mortgage Group
Wetig, David – American National Bank
Williams, Robin – Arbor Bank

REALTOR® CANDIDATES

Baack, Brittany – BHHS Ambassador Real Estate – California #101
Brouillard, Marcy – Keller Williams Greater Omaha – 119 #1
Brown, Emily – BHHS Ambassador Real Estate – California #101
Bunde, Carmen – PJ Morgan Real Estate
Butcher Jr, Virgil – Coldwell Banker REA
Clark, Justin – Keller Williams Greater Omaha – 119 #1
Dempsey, Monica – NP Dodge Real Estate Sales Inc – 204 Dodge
Dizonno, Damien – NP Dodge Real Estate Sales Inc – Sarpy
Kantor, Dmitry – Keller Williams Greater Omaha – 119 #1
Kean, Nancy – Coldwell Banker REA
Kelly, Sean – Robert Q Kelly Jr Broker
Klein, Kevin – Robert Q Kelly Jr Broker
Maben, Julie – CBSHOME Real Estate – Papillion
Nicholson, Clayton – Nebraska Realty – Burt
Ryan, Sarah – Keller Williams Greater Omaha – 119 #1
Schinco, Amy – BHHS Ambassador Real Estate – California #101
Vogt, Scott – CBSHOME Real Estate – 159 Dodge #300
Williams, Carolina – Nebraska Realty – Sarpy

AFFILIATE CANDIDATES

Bremer, Debbie – PIP Marketing Signs & Print
Currington, Mindy – Wells Fargo Home Mortgage

Kopun, Gabe – Metro Credit Union Mortgage
Owen, Sue – TitleCore National
Percival, Dale – Financial Visions LLC
Pierce, Charlene – Omaha World Herald
Watts, Kevin – First National Bank
Yelick, Scott – American National Bank

MEMBER TRANSFERS

Blue, Stacey From Nebraska Realty – Burt To Nebraska Realty – Burt #200
Brosnihan, Mark From Coldwell Banker REA To Hike Real Estate PC
Curren, Kristi From CBSHOME Real Estate – 159 Dodge #200 To Coldwell Banker REA
Galas, Emily From BHHS Ambassador Real Estate – California #101 To Keller Williams Greater Omaha – 119 #1
Ginter, Jennifer From BHHS Ambassador Real Estate – California #101 To Hike Real Estate PC
Haffke, Geraldine From Key Real Estate Co To NP Dodge Real Estate Sales – Co Bluffs
Johnson, Tallena From Don Peterson & Associates Real Estate – 23rd To Keller Williams Greater Omaha – Fremont
Marriott, James From NP Dodge Real Estate Sales Inc – 204 Dodge To Keller Williams Greater Omaha – 119 #1
Marriott, Marilyn From NP Dodge Real Estate Sales Inc – 204 Dodge To Keller Williams Greater Omaha – 119 #1
Minino, Steven From NP Dodge Real Estate Sales Inc – 204 Dodge To NP Dodge Real Estate Sales Inc – Lakeside
Molina, Lance From NP Dodge Real Estate Sales Inc – Sarpy To Nebraska Realty – Burt
Mollak, Chelsea From BHHS Ambassador Real Estate – California #101 To BHHS Ambassador Real Estate – California #201
Owens, Elise From CBSHOME Real Estate – 159 Dodge #200 To RE/MAX Results
Robles, Karla From RE/MAX Results To Nebraska Realty – Burt
Schneider, Milton From CBSHOME Real Estate – 159 Dodge #200 To Nebraska Realty – Burt
Slobotski, Walter From NP Dodge Real Estate Sales Inc – 204 Dodge To NP Dodge Real Estate Sales Inc – 108 Dodge
Stephens, Kim From DVG Realty LLC To BHHS Ambassador Real Estate – California #101
Thiel, Angela From DVG Realty LLC To BHHS Ambassador Real Estate – California #101

REACTIVATED MEMBERS

Brown, Jennifer – DVG Realty LLC
Danielson, John – RR Berner Real Estate
Green, Lisa – RE/MAX Results
Luhrs, Robert – Liberty Core Real Estate
Stephens, Timothy – BHHS Ambassador Real Estate – California #101
Taylor, Scott – NP Dodge Real Estate Sales Inc – 108 Dodge

RESIGNATIONS

Barnard, Joanna – CBSHOME Real Estate – 159 Dodge #200
Boot, Sherry – BHGRE Integrity
Bresette, Virginia – NP Dodge Real Estate Sales – Lakeside
Covarrubias-Castro, Jose – Liberty Core Real Estate
Getsfred, Angela – Keller Williams Greater Omaha – 119 #1
Militti, Maureen – CBSHOME Real Estate – 159 Dodge #200

Noble, Carrie – NP Dodge Real Estate Sales Inc – Sarpy
 Ryon, Craig – Coldwell Banker REA
 Scharp, Leigh Anne – CBSHOME Real Estate – 159 Dodge #200
 Shipley, Brenda – CBSHOME Real Estate – 159 Dodge #200
 Svacina, Aaron – ABC Termite & Pest Control Inc
 Wells, Karena – CBSHOME Real Estate – 159 Dodge #200

NEW REALTOR® COMPANY

Exit Realty Resource – 900 Woodbury Ave Ste 2-B, Council Bluffs, IA,
 51503 MLS Only Phone: 712-322-2204
 Designated Realtor: Patti Wiggins
 Muniz Real Estate and Consulting Inc – 2905 Q St, Omaha, NE,
 68107 OABR & MLS Phone: 402-333-7491
 Fax: 402-333-0521 Designated Realtor: Vincent Muniz Sr
 Platinum Realty LLC – 14301 FNB Pkwy Ste 104, Omaha, NE, 68154
 OABR & MLS Phone: 888-220-0988 Fax: 888-220-0989
 Designated Realtor: Dennis Perkins
 United Country Land Home and Auction – 322 S Delaware St Ste
 220, Osceola, IA, 50213 MLS Only Phone: 641-223-8139
 Designated Realtor: Donald McClellan

COMPANY ADDRESS/PHONE UPDATES

Integrity Termite – 10010 Scott Cir #10, Omaha, NE, 68122
 NP Dodge Real Estate Sales Inc – 601 N 108th Cir, Omaha, NE, 68154
 (formerly 129 Dodge & Ste A)
 Property Source PC – 9647 Giles Rd, LaVista, NE, 68128
 RE/Consultants Midwest – 6201 S 58th St Ste B, Lincoln, NE, 68516
 Jennifer D Skoumal Broker – 19906 Oak St, Gretna, NE, 68028
 Phone: 402-758-6390 Fax: 402-333-0578
 Southwestern Real Estate Inc – 1325 N 111th Plz #1201, Omaha, NE,
 68154

COMPANY NAME CHANGE

Jennifer D Skoumal Broker – (formerly Oakwood Homes of NE LLC)
 USRealty Brokerage Solutions LLP – (formerly Housepad LLP)

JANUARY ORIENTATION

- Tuesday, January 5 8:30 am - 4:00 pm
- Wednesday, January 6 8:30 am - 4:00 pm
- Thursday, January 7 8:30 am - 12:30 pm

Thank you to our Affiliates for sponsoring
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 Theresa Dein - Franklin American Mortgage
 PK Kopun - Centris Federal Credit Union
 Erin Trescott - Pulaski Bank Home Lending

MEMBERSHIP STATISTICS

OABR

	Nov 2015	Nov 2014
Designated REALTOR®	197	199
Des. REALTOR® Secondary	2	0
REALTOR®	2225	2063
REALTOR®-Secondary	8	5
TOTAL	2432	2267

Institute Affiliate	58	59
Affiliate	369	316
Other	7	5
TOTAL	3168	2924

	Nov 2015	YTD
New REALTOR® Members	28	387
Reinstated REALTOR® Members	6	80
Resignations	12	266

GPRMLS

	Nov 2015	Nov 2014
Participants (Primary)	190	190
Participants (Secondary)	69	60
Subscribers (Primary)	2227	2062
Subscribers (Secondary)	199	173
Exempt	28	31
TOTAL	2713	2516

CODE OF ETHICS TRAINING REQUIREMENT

REALTORS® are required to complete ethics training of no less than 2 hours, 30 minutes of instructional time within four-year cycles. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

The current four-year cycle will end December 31, 2016.

Training may be completed through local REALTOR® associations or through another method, such as home study, correspondence, classroom courses, or online courses.



Questions about
RPAC?
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Bill Swanson
 Bill.Swanson@CBSHome.com

402-679-6566

Doug Dohse
 Doug.Dohse@BHHSamb.com

402-598-0420

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Negotiating:

Key to the Deal [#0818]



Chandra
Hall

See Page 3 for
more details.



Thursday, January 21, 2016

8:30 am - 12:00 pm
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Join the FitBit Challenge!

Participate in daily challenges, win prizes daily!

During the entire month of January, sponsors will create daily challenges and award **\$25 prizes**.

Winners will be announced at the RPAC Appreciation Party in February.

Visit www.OmahaREALTORS.com to view daily challenges.

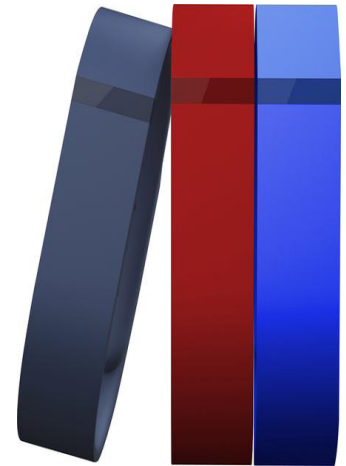


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Only steps can be counted, some apps award steps for non-physical activity.

Participants are only eligible to win one challenge during the January Fitbit Challenge.

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Entry fee must be paid by a REALTOR®, spouse of a REALTOR®, or an OABR Affiliate.

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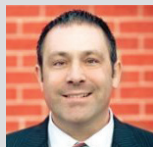
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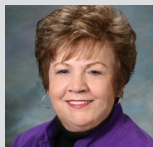
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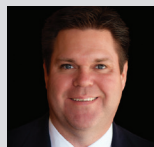
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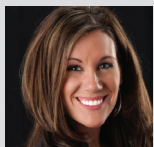
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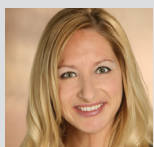
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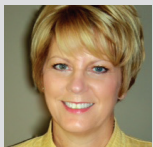
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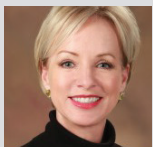
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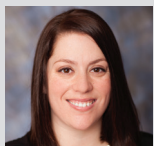
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MOBAupdate

HappyNew Year!

**Good Luck, Fortune
and Business to All...**

The new year brings new opportunities... Many great MOBA events will promote new home building and home sales. Look for information about the upcoming Omaha Home Show. Booth spaces will be available soon. The Spring and Summer Parade of Homes will showcase many new homes throughout the Omaha area.

The 2016 Street of Dreams Builders have been announced: **G Lee Homes, Grace Custom Homes, Jordan Michael Signature Homes, Landmark Performance Homes, Luxe Collective, Majestic Homes and Platinum Builders.** The 2016 Street of Dreams will be July 30 - August 14 at Bluewater in Valley.

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.

MOBAcalendar

Metro Omaha Builders Association

January

01 New Years Day - MOBA Office CLOSED

UPCOMING EVENTS

Omaha Home Show April 1-3, 2016

Remodel Omaha Tour April 2-3, 2016

Spring Parade of Homes April 30 - May 1 & 5-8, 2016

Details on these events and more....

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Word Search: Win a \$50 Gift Certificate

OABR members locating all the words will be entered in a drawing to win a \$50 gift certificate to Focus Printing. Submit answers by January 20, to Donna Shipley at Donna@OmahaREALTORS.com, 402-619-5559 (fax), or mail to 11830 Nicholas St, Omaha, NE 68154. The winner will be published in the February FOCUS.

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FIREPLACE
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GLOVES
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IGLOO
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Bill Swanson

with CBSHOME Real Estate - winner of the December Word Puzzles

Code of Ethics Training Course [9999T]

The National Association of REALTORS® requires all REALTORS® to complete quadrennial (required every four years) ethics training.

The next deadline is December 31, 2016.

\$25 - All Proceeds Support RPAC



Contributions are not deductible for federal income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The amounts indicated are merely guidelines and you may contribute more or less than the suggested amounts. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any

member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal. 85% of each contribution is used by your state RPAC to support state and local political candidates; 15% is sent to National RPAC to support federal candidates and is charged against your limits under 52 U.S.C. 30116.



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NATIONAL
ASSOCIATION of
REALTORS®

Friday, March 4, 2016

8:30 am - 12:00 pm

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Please note: This course is good for Broker Approved Training CE only.

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

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Personals

CONGRATULATIONS to **2016 OABR President, Andy Alloway** of Nebraska Realty who was recognized as Midlands Business Journal's Young Business Person of the Year for 2015.

CONGRATULATIONS to **Judi Anding** of Nebraska Realty and **Bill Dye** of BHHS Ambassador Real Estate for receiving the REALTOR® Emeritus status.

CONGRATULATIONS to **Susan Rauth** of CBSHOME Real Estate for earning the CRS designation.

CONGRATULATIONS to **Jeri Schlickbernd** of DVG Realty on the birth of her daughter Ivy Quinn, born December 12, 8 lb 13 oz, 20.5 inches.

Send us your news!

Donna Shipley

Donna@OmahaREALTORS.com
402.619.5551

Omaha Area Board of REALTORS®

11830 Nicholas St
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Be Safe!

WORKING AFTER DARK:

Show properties before dark. If you are going to be working after hours, advise your associate or first-line supervisor of your schedule. If you must show a property after dark, turn on all lights as you go through, and don't lower any shades or draw curtains or blinds.



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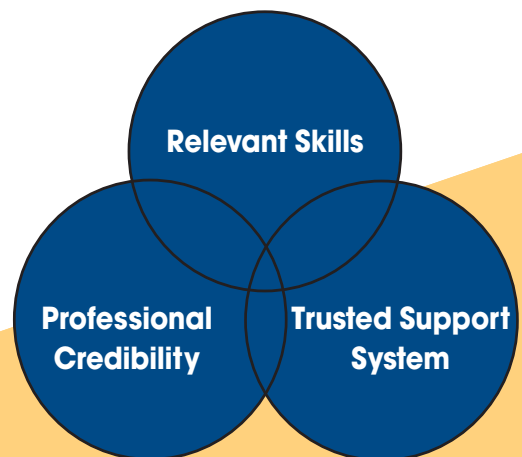
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**Wednesday,
February 17**

**11:00 am - 1:00 pm
OABR Education
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Water in the Basement Often a Matter of Grade

By Tim Krof
Home Standards Inspection Services

If you have ever had water leak into your basement, it can be a frustrating experience. Of course, it normally only becomes apparent during heavy rains, which probably means there is not much that can be done until the rain stops. In the meantime, water flows across your basement floor to the lowest spot. If the basement is finished, this could lead to a lot of damaged drywall and carpeting.

More than likely, it is a matter of improper grading due to natural erosion over time. If you recently moved in, you are probably wondering if this has happened before. This is a good question that can only be answered by removing the drywall and/or carpet to check the foundation and floor. Not only does a wet basement smell bad, it also can lead to many more problems including mold growth and wood damage.

What can you do to ensure that your basement stay dry during rainstorms? The most important thing to do is stop the water from ever reaching the foundation. This is accomplished in several ways.

First, check that your gutters and down-

spout extensions expel water from the roof at least 4-5 feet from the foundation. Also confirm that your gutters are not clogged, or the water will overflow straight down.

Avoid using splash blocks, which are the metal or concrete trays under the downspouts. This type of extension will not carry the water at least 5' away and often settle towards the foundation over time, draining water back to the house.

The next thing we need to do is improve the grading along the foundation, making sure it is sloping away from the home. A proper slope of grade is 1" per foot, for at least 5' from foundation on all sides. Since soil naturally erodes over time, you can fix the grade by adding dirt against the foundation, and gradually sloping away. Be careful not to raise the grade so it touches the siding, which can lead to pest infestation and premature wood rot. There should be a minimum of at least 2" below the siding for landscape material, with 6-8" being the preferred distance under grass areas. You need to make sure you are using dirt to slope the grade away, and not mulch or gravel. Water will flow right through these landscaping materials, so we need to make sure the dirt underneath this



material is sloped properly, especially under all planter boxes next to foundation. This type of maintenance is generally less than a few hundred dollars at most, and can be done in a day.

Some basements are equipped with a sump pit/pump combination. This is usually a black pit under the basement floor that has an external drain tile system along the foundation footings which dumps its water into the pit. When enough water reaches the pit, the pump will activate and send the water back outside through a type of piping system at least 5' from foundation. It is a good idea to periodically check the pump motor to make sure it is working properly. Another good maintenance tip is to use a water alarm inside the pit to help keep tabs on the pump motor.



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