

## Chili Cook-Off



It was a full house at the OABR office on Tuesday, February 17 for the 19<sup>th</sup> annual Chili Cook-Off! There was a total of 33 chili chefs and six guest judges including David Earl with Channel 7 News, Channel 6 WOVT Meteorologist, Mike LaPoint, President and CEO of the Omaha Chamber of Commerce, David Brown, Crash Davis with 101.9 The Keg, Radio Personality, Tom Becka, and Chris Slater, head of Marketing & Networking at Center Sphere.

Thank you to the special guest judges, chili chefs, and everyone that came to sample chili! See page 4 for a list of chili chef winners, virtual food drive winners, and results from REALTOR® Ring Day.

*Continued on Page 4*



### New Member Orientation

Tuesday, March 1; 8:30 am - 4:00 pm  
Wednesday, March 2; 8:30 am - 4:00 pm  
Thursday, March 3; 8:30 am - 12:30 pm  
@ OABR Education Center

### Code of Ethics Training Course

Friday, March 4; 8:30 am - 12:00 pm  
@ OABR Education Center

### WCR "Eat, Drink, & Lip Sync"

Thursday, March 10; 5:30 pm - 9:00 pm  
@ Scott Conference Center

### Knowledge is Power

Thursday, March 24; 10:00 am - 11:00 am  
@ OABR Education Center

REAL ESTATE  
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Champions Run | 8:30 am - 3:30 pm

**Registration Opens March 22**

**April 22**

**LEARN GATHER SHARE NETWORK**

*See page 24 for a full list of special guests speakers!*



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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

### Protect your business by protecting the REALTOR® brand

With the spring market in full swing I have heard from many REALTORS® about the challenges they are having finding their buyers a home. In many ways it is the perfect storm causing these challenges. The inventory of homes on the market is at the lowest levels we have seen in at least the last 15-20 years. With 76% of all home sales in the metro area in 2015 occurring under \$250,000, there are not enough existing properties currently on the market to support the demand. Given the sky high prices of land and the increase in construction costs, there is also a huge lack of affordable new construction properties for this segment of the market.



**Andy Alloway**  
 2016 President

We are seeing the convergence of the two largest purchasing groups, the baby boomers and millennials, really beginning to enter the market from opposite ends of the spectrum. The boomers are looking for smaller homes, townhomes, and villas with less up-keep and expense. While many of the millennial generation are now ready to buy their first home as they have been in the workforce for a period of time, are starting families, and are now paying rental prices that have escalated considerably in the last few years. There is one other group that has been gobbling up properties, creating further inventory issues, investors. With rental rates going up and up, and the relative instability of the stock market, more people are trying to capitalize on the returns a rental property can offer.

The combination of high demand, extremely low inventory, inflated rental prices, a more stable job market, and continued low interest rates have made homes difficult to acquire if you are not checking the market almost by the hour! Even at that, the buyer in many cases needs to be prepared for a multiple-offer situation. This used to be something we thought only occurred in the super-competitive coastal markets, but not anymore, at least not right now.

Even though we are all competitors, we are also all REALTORS®. Our value as our client's trusted advisor, consultant, and ambassador is increased greatly because of our trade association and the benefits it provides. The MLS has always been an incredible asset. It is by far the most comprehensive and accurate database of properties, allowing us to deliver tremendous value to our clients. There is no Zillow without REALTOR®-owned MLS's. Our GPRMLS is owned by OABR, so in a way YOU have ownership in it. Imagine doing your job without a centralized database that is owned and managed by YOUR trade association. Likely you would have to search many websites, have memberships to many different systems, pay considerable more money and spend considerable more time for fragmented and incomplete data.

As more people try to undermine REALTORS® as part of the home buying and selling process, make sure you are always vigilant and protective of the things that help drive your business. This means in a market when homes are selling quickly we still all have an obligation to ourselves and others as members of OABR to place listings in the MLS as soon as the listing hits the market. When listings are delayed from being placed in the MLS immediately, but are being marketed in other ways it is ultimately a detriment to everyone. The seller loses market exposure and the possibility of additional buyers and offers that may have better price and terms, prospective buyers miss out on properties, buyers become frustrated with their agent because they saw a property on a website that their agent didn't tell them about (because they didn't know it was for sale), and ultimately we all lose as an industry because we devalue our data by giving more credence to third party syndicators.

I want to always encourage the entrepreneurial spirit REALTORS® have by finding unique and creative ways to attract customers and grow their business. However, we should always be mindful to work together to promote our value as an industry so as to ensure our relevancy in the future.

Andy



# 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.



**Friday, April 8, 2016**  
8:30 am - 12:00 pm

**OABR Education Center**  
11830 Nicholas Street  
Omaha, NE 68154

**Please note: This course is also good for 3 hours of Broker Approved Training CE.**

Snacks and refreshments will be provided.

Register online at [www.ims.oabr.com](http://www.ims.oabr.com) or send your reservations to one of the following:

**OABR**  
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**Email:** [Debbie@OmahaREALTORS.com](mailto:Debbie@OmahaREALTORS.com)

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# CHILI COOK-OFF

Continued from Page 1

Congratulations to the Chili Cook-Off Winning Chefs!

**1st Place** - Rich Edwards, BHHS Ambassador Real Estate

**2nd Place** - Doug Rotthaus, OABR

**3rd Place (Tie)** - Matt Thiel, DRI Title & Escrow  
Joe Dobrovoly, Equitable Bank

Cash donations were accepted at the door at the Chili Cook-Off for Food Bank for the Heartland, totalling over \$800. The winners of the 2016 OABR Affiliates Food Drive was CBSHOME 159th & Dodge. Together they donated \$1,812 or 5,436 meals to the Food Bank for the Heartland.

REALTOR® Ring Day award winners were also announced at the Chili Cook-Off. The award for most dollars raised at a single location went to BHHS Ambassador Real Estate. Second place went to NP Dodge Real Estate Lakeside. The first annual REALTOR® Ring Day Best Costume award went to Angela Vance and Betsy Rogers with CBSHOME. Congratulations and thank you to all who participated!





# Knowledge is Power: What's in The City Plan?

On Thursday, February 18, Omaha area city planners spoke to a full room of OABR members as part of the Education Committee's Knowledge is Power Series. The city planners shared with members their respective city planning model, discussed important planning events, and explained how the city plan affects business for REALTORS®.

**City of Omaha** - James Thele, Planning Director

**City of La Vista** - Chris Solberg, City Planner

**City of Papillion** - Mark Stursma, Planning Director



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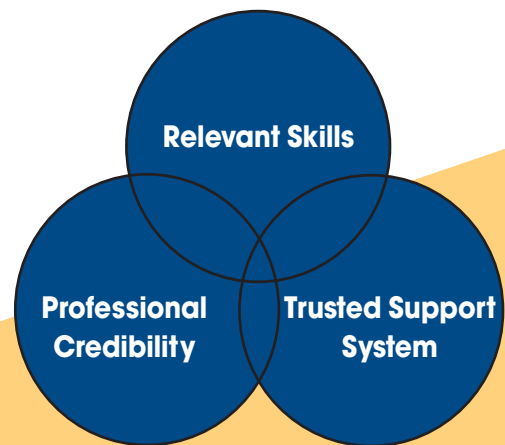
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## Home Warranty: Frequently Asked Questions

### What is a Home Warranty?

*A home warranty is an agreement between a homeowner and a home warranty company to provide repairs, replacement or possible buyout on major equipment, such as furnace, a/c, plumbing and electrical systems. It also covers major appliances such as kitchen and laundry appliances. When service on a covered item is needed, the homeowner calls and will only pay a small deductible for the service.*

### Why Choose a Home Warranty? Everyone benefits:

**Seller:** Coverage during the listing period. Liability is reduced during listing & after the sale. Same coverage for Seller & Buyer. 🍀 Seller coverage can be optional, check with the warranty company. 🍀

**Buyer:** Buyer can elect an evaluated plan –no surprises. 🍀 Buyer knows who to call and feels protected against major surprises.

**Realtor:** Cushion of protection for seller & buyer. Turnkey solution for your clients. Clients know who to call when issues arise.

### How long does the average warranty last?

*A typical home warranty will be in place for 12 months after the buyer moves in. There are warranties with 13 months of coverage for the new buyers. 🍀*

### What is a Home Warranty evaluation?

*Certain companies will conduct a free evaluation to determine the eligibility of appliances/systems for coverage under the plan. It allows for No Surprises at closing! 🍀*

### How does the warranty get paid?

*The warranty is typically paid at closing by the negotiated party.*

*More questions? Contact Brenda Stuart @ 402-306-6319 or [bstuart@ServiceOne.com](mailto:bstuart@ServiceOne.com)*



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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 FEBRUARY 2016 MEETING:

ERIN TRESKOTT (VICE PRESIDENT) - PULASKI BANK HOME LENDING  
BRENDA STUART (TREASURER) - SERVICEONE INC  
LISA POWELL (SECRETARY) - FARMERS INSURANCE POWELL INSURANCE  
MELINA ARROYO - US BANK HOME MORTGAGE  
BRYAN BEIGHLEY - US BANK HOME MORTGAGE  
JARED BERRY - CENTRIS FEDERAL CREDIT UNION  
LORI BONNSTETTER - 2-10 HOME BUYERS WARRANTY  
JESSICA BRUHN - CORE BANK MORTGAGE  
LISA BULLERMAN - STAGING DESIGN BY LISA MARIE  
JUDD COCHRAN - US BANK HOME MORTGAGE  
KAYLA CUNNINGHAM - JH WILLY  
MELANIE DOESCHOT - AMBASSADOR TITLE SERVICES  
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GABE KOPUN - METRO CREDIT UNION MORTGAGE  
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DARRIN RICHARDSON - FREMONT ROOFING COMPANY  
MARY SLADEK - MY INSURANCE  
JODY SMYTHE - RETIREMENT FUNDING SOLUTIONS  
CHER STENGER - HOME BUYERS PROTECTION  
MATT THIEL - DRI TITLE & ESCROW  
WENDY WALKER - NEBRASKA TITLE COMPANY

### UPCOMING MEETINGS:

- Monday, March 15; 9:00 a.m. - 10:30 am
- Monday, April 19; 9:00 am - 10:30 am
- Monday, May 10; 9:00 am - 10:30 am

All Affiliate members are welcome to attend!

**Visit us online!** [www.OABRAffiliates.com](http://www.OABRAffiliates.com)

# RPAC GRAND GIVER AWARDS

Congratulations to the 2015 RPAC Grand Giver award winners:

**Large Office Winner: CBSHOME 159 Dodge**

Total office participation: 75%

**Medium Office Winner: Celebrity Homes**

Total office participation: 62%

**Small Office Winner: RE/MAX Real Estate Group (Shamrock)**

Total office participation: 58%



## Structural Anomalies

**By Dave Six**  
*Home Standards Inspection Services*

Recently, while inspecting the floor framing visible from an unfinished basement, I spotted something that 25 years of experience around lumber had never presented to me. I have seen several different types of defects in wood joists such as insect damage or wood decay. Several of these particular joists had cross grain "slots" of material completely missing. The "slots" were not machine or tool made. The defect must have been contained within the tree at the time of processing. This missing wood reduced the load bearing capability that would be expected from a normal 2 x 10.

It's assumed the boards went through quality control at the mill. Then they would have been cut to length and installed on the job site – which obviously requires direct handling from multiple framers. The final step upon comple-

tion is for the city to inspect the framing to ensure that it is done to code and soundly built. All in all, these abnormal joists slipped past at least a minimum of four people. Only until a friendly home inspector was on the job was this abnormality caught. Adding 'sister' joists to these areas would be a simple fix as I explained to the client.

Another framing oddity I saw not too long ago was in Bellevue – again dealing with floor framing. Traditional floor joist are set on 16" centers. In other words it is 16" from the center of one joist to the center of the next. This particular home had joists spaced at 12" on center in the front half of the house while the back half of the house had joists set at random distances apart. This random spacing created a decrease in their weight bearing capability and an increase in deflection or flexing of the flooring. It was as if the framers looked at the remaining pile



of lumber half way through and said "we don't have enough."

These examples are atypical of normal issues addressed in most inspections. An example of a more common framing issue involves joists or beams in remodeled or older homes that have been cut to facilitate new HVAC duct work, plumbing or electrical modifications to the home. In most cases this can be dealt with by adding other framing members to assist the modified area. Helping clients understand issues that they may be unaware of and explaining their sometimes simple fixes is what I enjoy.



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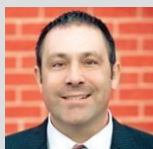


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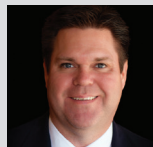
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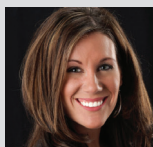
Bill Casey



Katie Clemenger



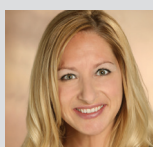
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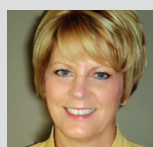
Sherri Montgomery



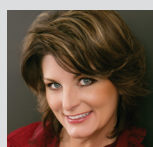
Jim Murphy



Gary Patricelli



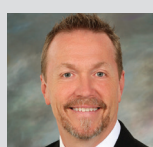
Jane Ploughman



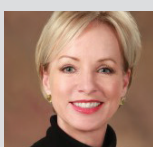
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## 2015 Realtor Appreciation Ceremony



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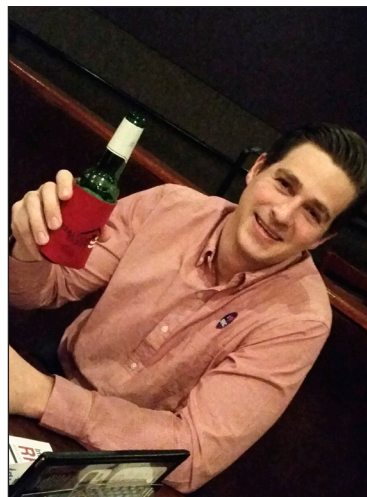
**NEW DESIGNS • NEW HOMES READY NOW • \$1,000 DOWN PROGRAMS!**



# RPAC Appreciation Party

Thank you to everyone who came to the Funny Bone Comedy Club to support RPAC and share in some laughs on Thursday, February 18. Headlining the show was comedian, Bert Kreisher. Over 120 OABR members and guests attended this second-annual event.

RPAC Co-Chairs Bill Swanson and Doug Dohse were proud to announce that RPAC met their 2015 goal of \$90,000 and are eager to meet their 2016 goal of \$100,000. The RPAC Fundraising Task Force is already well on their way to meeting their goal!





# RPAC PHOTO DAY

**\$25** *All proceeds go to RPAC!*

**Tuesday, April 19**  
1:00 pm - 4:00 pm

**Wednesday, April 20**  
9:00 am - 12:00 pm

**Held at the OABR Office**  
11830 Nicholas St  
Omaha, NE 68154



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## **Tips to help you look your best!**

- Wear your best business attire so you'll feel comfortable and confident.
- Avoid patterns, instead choose a solid color that compliments you.
- Apply your makeup using natural light for the best finish.
- Use matte powders and eye shadows to avoid a shiny face.
- Wear a brighter color lipstick than usual.
- Practice your smile so you can evaluate it before hand.

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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Make checks payable to RPAC.

*No refunds for missed appointments and no guaranteed satisfaction with your images.*



# YPN BINGO NIGHT

YPN is at it again! Nearly 100 OABR members and their guests filled the party room at The Fox and Hound on Thursday, February 25 for YPN Bingo Night. Everyone came eager to network, play bingo, and win prizes.

Proceeds from this year's YPN Bingo Night brought in \$1,100 for Project Wee Care, a foundation that helps provide food, clothing, and gifts for families in the area during the holiday season. Each year YPN partners with the Millard Business Association members, area Millard School staff and students, and area residents to help this charity.

## Thank you to our sponsors for making this event a success!

2-10 Home Buyers Warranty, AmeriSpec Inspection Services, Centris FCU, Charter West, DRI Title & Escrow, Home Buyers Protection Company, My Insurance, Paul Davis Restoration, Pulaski Bank Home Lending, Radon Pros, RE/MAX Results, and ServiceOne.





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Katie Wray, Owner/Operator



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## NEW REALTORS®

Austin, Michael – Keller Williams Greater Omaha – 119 #1  
Eden, Gage – PJ Morgan Real Estate

## NEW AFFILIATES

Arroyo, Melina – US Bank Home Mortgage  
Black, Jordan – Red One Insurance  
Dombrosky, Brad – First National Bank  
Green, Joe – AmeriSpec Home Inspection Serv  
Hovorka, Richard – US Bank Home Mortgage  
Masuda, Ilseuk – Masuda Corporation LLC  
Stenger, Cher – Home Buyers Protection  
Stenger, Jim – Home Buyers Protection

## REALTOR® CANDIDATES

Arnold, Stephanie – CBSHOME Real Estate – 159 Dodge #200  
Bangert, Michael – CBSHOME Real Estate – 159 Dodge #200  
Cooper, Aaron – Keller Williams Greater Omaha – 119 #1  
Cox, Elizabeth – Nebraska Realty – Burt  
Cruse, Anthony – Nebraska Realty – Burt  
Ebner, Bruce – Rainbow Realty  
Fox, Makinzie – Nebraska Realty – Burt  
Getscher, Joan – Keller Williams Greater Omaha – 119 #1  
Godbout, Kyle – NP Dodge Real Estate Sales Inc – 35 Dodge  
Harris, Andrew – NP Dodge Real Estate Sales Inc – 108 Dodge  
Hayes, Julie – NP Dodge Real Estate Sales Inc – Blair  
Hogan, Brooke – Bear Properties Inc  
Holcomb, Vicki – CBSHOME Real Estate – 159 Dodge #200  
Horton, Raquel – BHHS Ambassador Real Estate – California #101  
Howie, Elizabeth – Keller Williams Greater Omaha – 119 #1  
Hunt Jr, Gerald – CBSHOME Real Estate – Papillion  
Jackson, Curtis – Keller Williams Greater Omaha – 119 #1  
Jenner, Terry – Nebraska Realty – Burt  
Kangas, Scott – Nebraska Realty – Burt  
Kreifels, Tyler – Nebraska Realty – Burt #200  
Lieurance, Ryan – Nebraska Realty – Burt  
Lockett, Joseph – BHHS Ambassador Real Estate – California #101  
Mahoney, Cody – PJ Morgan Real Estate  
Maltais, Rachel – Midlands Real Estate  
McCardle, Pamela – Nebraska Realty – Burt  
Miller, Laura – Nebraska Realty – Burt  
Moore, Joseph – Coldwell Banker REA  
Myers, Ronald – BHHS Ambassador Real Estate – California #101  
Nunez, Juan – Nebraska Realty – Burt  
Reeker, Katherine – CBSHOME Real Estate – 159 Dodge #200  
Rivera, Michael – Nebraska Realty – Burt  
Ruby, Theresa – BHHS Ambassador Real Estate – California #101  
Schmitz, Michael – CBSHOME Real Estate – Papillion  
Sievers, Desire – BHHS Ambassador Real Estate – California #101  
Snyder, Katie – PJ Morgan Real Estate  
Steinbock, Joseph – NP Dodge Real Estate Sales Inc – 108 Dodge  
Tubbs, Jeffrey – Keller Williams Greater Omaha – 119 #1  
Van Roy, Ryan – Nebraska Realty – Burt  
Wertheim, Robert – CBSHOME Real Estate – 159 Dodge #200  
Whisler, Tawni – BHHS Ambassador Real Estate – California #101

## AFFILIATE CANDIDATES

Dritley, Amy – Peoples Mortgage Company  
Fry, Marcie – Marcie Fry Photography  
Grohowski, Robert – Home Standards Inspection Services  
Jaffe, Tony – T1 Technologies Inc  
Liston, Nick – Cornerstone Home Lending Inc  
Richardson, Darrin – Fremont Roofing Company  
Stang, LuAnne – First National Bank  
Stevens, Tod – Town & Country Pest Control Inc  
Swearingen, David – Access Bank  
Vacha, Bridget – Home Standards Inspection Services

## MEMBER TRANSFERS

Martinez, Jason From NP Dodge Real Estate Sales Inc – 148 Dodge To  
BHHS Ambassador Real Estate – California #101  
Melocco, Jessica From Keller Williams Greater Omaha – 119 #1 To  
RE/MAX Results  
Mueller, Staci From CBSHOME Real Estate – 159 Dodge #200 To  
BHHS Ambassador Real Estate – California #101  
O'Toole, Terry From NP Dodge Real Estate Sales Inc – Council Bluffs To  
NP Dodge Real Estate Sales Inc – 108 Dodge  
Pruess, Dwayne From CBSHOME Real Estate – 159 Dodge #200 To  
Nebraska Realty - Burt  
Pruess, Jeffrey From CBSHOME Real Estate – 159 Dodge #200 To  
Nebraska Realty – Burt  
Pruess, Joann From CBSHOME Real Estate – 159 Dodge #200 To  
Nebraska Realty – Burt  
Sabaliauskas, Timothy From NP Dodge Real Estate Sales Inc – 204  
Dodge To Nebraska Realty – Burt  
Safarik, Duane From NP Dodge Real Estate Sales Inc – 204 Dodge To  
NP Dodge Real Estate Sales Inc – Sarpy  
Stadom, Mykal From CBSHOME Real Estate – 159 Dodge To CBSHOME  
Real Estate – Papillion  
Steinbock, Joseph From NP Dodge Real Estate Sales Inc – 108 Dodge To  
Keller Williams Greater Omaha – 119 #1  
St James, Jean From BHHS Ambassador Real Estate – California #101 To  
Nebraska Realty – Burt  
Storovich, Sara From NP Dodge Real Estate Sales Inc – 108 Dodge To  
NP Dodge Real Estate Sales Inc – 148 Dodge  
Swassing, Rebecca From CBSHOME Real Estate – 159 Dodge #200 To  
Nebraska Realty – Burt  
Topp, Brian From BHHS Ambassador Real Estate – California #101 To  
Nebraska Realty – Burt  
Torres, Estella From BHHS Ambassador Real Estate – California #101 To  
NP Dodge Real Estate Sales Inc – 35 Dodge  
Wentz, Melody From BHHS Ambassador Real Estate – California #101 To  
Nebraska Realty - Burt



## REACTIVATED MEMBERS

Broadstone, Kristy – Nebraska Realty – Burt  
 LaVelle, Mary – CBSHOME Real Estate – 159 Dodge #300  
 McMahon, Ann – NP Dodge Real Estate Sales Inc – Sarpy  
 Rech, Juliann – BHHS Ambassador Real Estate – California #101  
 Suarez Sr, John – Nebraska Realty – Burt  
 Wrinkle, Anny – NP Dodge Real Estate Sales Inc – 108 Dodge

## RESIGNATIONS

Allen, Leanne – Keller Williams Greater Omaha – 119 #1  
 Baker, Nancy – Ortmeier & Associates Inc  
 Curtis, Tracy – Nebraska Realty – Burt  
 Douglas, Jill – BHHS Ambassador Real Estate – California #101  
 Douthit, Steven – Nebraska Realty – Burt  
 Dunn, David – Hike Real Estate PC  
 Elsberry, Neal – BHHS Ambassador Real Estate – California #101  
 Ericksen, Josh – BHHS Ambassador Real Estate – California #101  
 Harless, Cynthia – Keller Williams Greater Omaha – 119 #1  
 Kully, Jennifer – NP Dodge Real Estate Sales Inc – 204 Dodge  
 McGowan, John – BHHS Ambassador Real Estate – California #101  
 Musiel, Adam – Realcorp  
 Nagel, Michael – Red Door Appraisal  
 Peekenschneider, Scott – CBSHOME Real Estate – 159 Dodge #200  
 Prescott, Randy – NP Dodge Real Estate Sales Inc – 35 Dodge  
 Rogge, Bradley – Nebraska Realty – Burt  
 Tran, Tuan – NP Dodge Real Estate Sales Inc – 35 Dodge  
 Warren, Abigail – Celebrity Homes Inc  
 Waterman, Deborah – Keller Williams Greater Omaha – 119 #1

## NEW REALTOR® COMPANY

Bear Properties Inc – 14450 Eagle Run Dr #100, Omaha, NE, 68154  
 OABR & MLS Phone: 402-498-9660 Fax: 402-850-2217  
 Designated Realtor: Terrence Hogan  
 Jack Nitz & Associates – 230 Ridgeland Ave, Fremont, NE, 68025  
 MLS Only Phone: 402-727-8800 Fax: 402-727-8805  
 Designated Realtor: Jay Nitz  
 Maxim Realty Group LLC – 8998 L St #103, Omaha, NE, 68127  
 OABR & MLS Phone: 402991-1162  
 Designated Realtor: Khanh Tran  
 RAI of Nebraska – 304 Grand Ave, Ravenna, NE, 68869  
 MLS Only Phone: 308-452-3741 Fax: 308-452-3841  
 Designated Realtor: Rodney Pokorski

## ADDRESS & PHONE UPDATES

AmeriSpec Home Inspection Serv – 3801 S 148th St, Omaha, NE  
 Leapin Lizard Locksmiths – 3801 S 148th St, Omaha, NE, 68144  
 Omaha Buyer's Broker LLC – 3507 N 200th Ave, Omaha, NE, 68022  
 Pest Solutions 365 – 3803 S 148th St, Omaha, NE, 68144  
 Radon Pros LLC – 20132 Roberts St, Omaha, NE, 68022  
 TNT Termite Services – 3805 S 148th St, Omaha, NE, 68144

## CHANGE OF MANAGER

Nancy Bierman – NP Dodge Real Estate Sales Inc – Fremont  
 (formerly Donald Evans)

## COMPANY NAME CHANGE

Hand Electric LLC – (formerly Alternative Inspections)  
 Red Door Appraisal – (formerly Rockpointe Appraisal Group)  
 Retirement Funding Solutions – (formerly Secuity 1 Lending)  
 Stonebridge Solutions RE LLC – (formerly Stonebridge Solutions RE)

## MEMBERSHIP STATISTICS

### OABR

	Jan 2016	Jan 2016
Designated REALTOR®	197	199
Des. REALTOR® Secondary REALTOR®	2	0
REALTOR®-Secondary	2241	2080
TOTAL	9	5
	2449	2284

Institute Affiliate	59	57
Affiliate	388	333
Other	7	5
TOTAL	3214	2284

	Jan 2016	YTD
New REALTOR® Members	51	51
Reinstated REALTOR® Members	7	7
Resignations	19	19

### GPRMLS

	Jan 2016	Jan 2015
Participants (Primary)	190	189
Participants (Secondary)	70	60
Subscribers (Primary)	2244	2080
Subscribers (Secondary)	200	171
Exempt	30	31
TOTAL	2734	2531

## 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.

## MARCH NEW MEMBER ORIENTATION

- Tuesday, March 1; 8:30 am - 4:00 pm
- Wednesday, March 2; 8:30 am - 4:00 pm
- Thursday, March 3; 8:30 am - 12:30 pm

## MARCH COFFEE SPONSORS

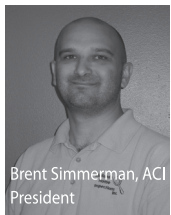
Theresa Dein - Franklin American Mortgage Co  
 Mary Gorup - Integrity Termite  
 Monica Gartner - First American Title  
 Melanie Doeschot - Ambassador Title Service  
 Wendy Walker - Nebraska Title Company

## APRIL COFFEE SPONSORS

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 Lisa Powell - Farmers Insurance / Powell Insurance  
 Mary Gorup - Integrity Termite  
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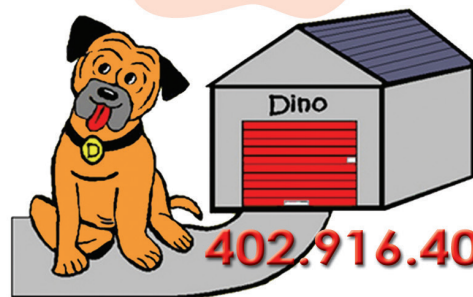
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## MOBAupdate

### MOBA's Event Season Starts Up

As the weather tries to become more spring like,  
homeowners and homebuyers start coming out of  
their shells looking for a fresh start for the year. There's  
no better way to do this than finding new ideas at MOBA's  
Omaha Home Show. This year's event is April 1st thru 3rd at the  
Century Link Center. Here you'll find tons of home related ideas  
and a whole lot more.

The new year will continue to bring new opportunities... Many great  
MOBA events will promote new home building and home sales. Look for  
information about the upcoming Spring and Summer Parade of Homes  
which 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 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

### 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  
Golf Outing May 18, 2016  
Summer Parade of Homes TBA, 2016  
Street of Dreams July 22 - August 7, 2016  
Fall Parade of Homes Oct 8 & 9 and Oct 13-16, 2016  
Cadillac Stag December 1, 2016

Details on these events and more....

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## Code of Ethics: *Articles 2 - 3*

**Article 2:** REALTORS® shall avoid exaggeration, misrepresentation, or concealment of pertinent facts relating to the property or the transaction. REALTORS® shall not, however, be obligated to discover latent defects in the property, to advise on matters outside the scope of their real estate license, or to disclose facts which are confidential under the scope of agency or non-agency relationships as defined by state law. (Amended 1/00) [listen]

- **Standard of Practice 2-1**

REALTORS® shall only be obligated to discover and disclose adverse factors reasonably apparent to someone with expertise in those areas required by their real estate licensing authority. Article 2 does not impose upon the REALTOR® the obligation of expertise in other professional or technical disciplines. (Amended 1/96)

- **Standard of Practice 2-2**

(Renumbered as Standard of Practice 1-12 1/98)

- **Standard of Practice 2-3**

(Renumbered as Standard of Practice 1-13 1/98)

- **Standard of Practice 2-4**

REALTORS® shall not be parties to the naming of a false consideration in any document, unless it be the naming of an obviously nominal consideration.

- **Standard of Practice 2-5**

Factors defined as “non-material” by law or regulation or which are expressly referenced in law or regulation as not being subject to disclosure are considered not “pertinent” for purposes of Article 2. (Adopted 1/93)

**Article 3:** REALTORS® shall cooperate with other brokers except when cooperation is not in the client’s best interest. The obligation to cooperate does not include the obligation to share commissions, fees, or to otherwise compensate another broker. (Amended 1/95) [listen]

- **Standard of Practice 3-1**

REALTORS®, acting as exclusive agents or brokers of sellers/ landlords, establish the terms and conditions of offers to cooperate. Unless expressly indicated in offers to cooperate, cooperating brokers may not assume that the offer of cooperation includes an offer of compensation. Terms of compensation, if any, shall be ascertained by cooperating brokers before beginning efforts to accept the offer of cooperation. (Amended 1/99)

- **Standard of Practice 3-2**

Any change in compensation offered for cooperative

services must be communicated to the other REALTOR® prior to the time that REALTOR® submits an offer to purchase/lease the property. After a REALTOR® has submitted an offer to purchase or lease property, the listing broker may not attempt to unilaterally modify the offered compensation with respect to that cooperative transaction. (Amended 1/14)

- **Standard of Practice 3-3**

Standard of Practice 3-2 does not preclude the listing broker and cooperating broker from entering into an agreement to change cooperative compensation. (Adopted 1/94)

- **Standard of Practice 3-4**

REALTORS®, acting as listing brokers, have an affirmative obligation to disclose the existence of dual or variable rate commission arrangements (i.e., listings where one amount of commission is payable if the listing broker’s firm is the procuring cause of sale/lease and a different amount of commission is payable if the sale/lease results through the efforts of the seller/ landlord or a cooperating broker). The listing broker shall, as soon as practical, disclose the existence of such arrangements to potential cooperating brokers and shall, in response to inquiries from cooperating brokers, disclose the differential that would result in a cooperative transaction or in a sale/lease that results through the efforts of the seller/landlord. If the cooperating broker is a buyer/tenant representative, the buyer/tenant representative must disclose such information to their client before the client makes an offer to purchase or lease. (Amended 1/02)

- **Standard of Practice 3-5**

It is the obligation of subagents to promptly disclose all pertinent facts to the principal’s agent prior to as well as after a purchase or lease agreement is executed. (Amended 1/93)

- **Standard of Practice 3-6**

REALTORS® shall disclose the existence of accepted offers, including offers with unresolved contingencies, to any broker seeking cooperation. (Adopted 5/86, Amended 1/04)

- **Standard of Practice 3-7**

When seeking information from another REALTOR® concerning property under a management or listing agreement, REALTORS® shall disclose their REALTOR® status and whether their interest is personal or on behalf of a client and, if on behalf of a client, their relationship with the client. (Amended 1/11)



- **Standard of Practice 3-8**

REALTORS® shall not misrepresent the availability of access to show or inspect a listed property. (Amended 11/87)

- **Standard of Practice 3-9**

REALTORS® shall not provide access to listed property on terms other than those established by the owner or the listing broker. (Adopted 1/10)

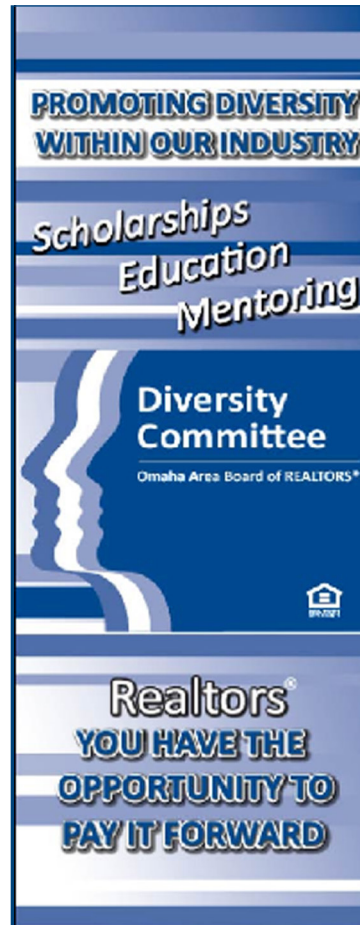
- **Standard of Practice 3-10**

The duty to cooperate established in Article 3 relates to the obligation to share information on listed property, and to make property available to other brokers for showing to prospective purchasers/tenants when it is in the best interests of sellers/landlords. (Adopted 1/11)



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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 March 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 April FOCUS.

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P	M	C	W	J	E	I	J	R	L	V	R	O	C	U	D	D	H	H	T	B	U	K	M	M	X	K	W	H	N
P	D	F	W	E	T	P	Q	T	C	M	W	N	I	P	E	N	W	O	M	K	I	Q	J	O	Q	P	P	R	Q
S	Q	L	E	J	R	R	S	S	G	F	G	Z	R	E	N	E	U	R	G	Z	Q	V	G	S	E	J	S	M	S
K	I	Y	A	Z	Y	V	Z	F	L	V	B	I	E	M	F	G	D	S	P	P	I	O	F	K	H	T	Q	T	I
M	N	I	P	U	K	V	D	E	F	Y	U	N	M	J	Q	E	G	E	J	F	K	N	I	D	G	Y	D	W	A
X	T	A	O	Q	O	I	P	B	B	N	O	B	I	B	Y	L	C	H	E	U	V	Q	N	M	D	L	F	U	T
U	G	X	R	X	R	R	L	O	J	N	U	R	L	H	T	Y	M	O	F	E	P	B	U	V	P	V	Y	I	Y
D	R	M	H	H	E	T	O	S	E	C	E	Y	B	V	R	M	O	E	W	F	M	N	F	Q	A	U	N	J	C
I	V	V	K	C	Y	D	J	J	P	L	H	B	P	Y	K	M	V	V	J	M	P	E	M	K	A	D	I	S	S
R	U	E	H	O	D	C	T	M	A	G	N	K	Y	I	F	Y	X	T	Q	P	E	K	R	A	B	U	L	E	T
E	F	A	P	T	Q	R	D	N	O	I	H	J	I	B	L	A	R	N	E	Y	S	A	T	A	D	Z	B	E	M
E	U	B	P	U	M	A	D	F	S	F	U	B	K	S	H	A	M	R	O	C	K	F	M	I	L	P	U	X	M
N	M	M	X	B	Q	N	S	E	Y	J	J	C	S	F	E	E	G	F	J	C	W	K	X	U	H	D	D	G	C
W	Q	X	D	F	F	Y	Y	E	L	W	I	H	S	N	U	Z	Y	M	D	L	O	G	D	B	X	U	S	G	V
P	T	N	K	I	Y	A	M	B	M	Z	E	J	O	G	C	Q	Z	F	A	P	H	Q	X	S	A	U	L	A	Z

Name: \_\_\_\_\_

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Address: \_\_\_\_\_

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**Kristi Curren**

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# REAL ESTATE barcamp OMAHA

# April 22

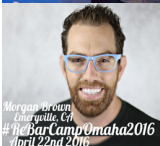
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Teresa Boardman  
Real Estate Broker  
Omaha, NE  
April 22nd 2016



Ryan Bokros  
Real Estate Broker  
Houston, TX  
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Morgan Brown  
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Chicago, IL  
April 22nd 2016



Bret Calltharp  
Real Estate Broker  
Madison, NJ  
April 22nd 2016



Krista Clark  
Real Estate Broker  
Newton, Iowa  
April 22nd 2016



Chad Curry  
Real Estate Broker  
Chicago, Illinois  
April 22nd 2016



Laurie Davis  
Real Estate Broker  
Omaha, NE  
April 22nd 2016

**Special Guests:**

Teresa Boardman  
Ryan Bokros  
Morgan Brown  
Bret Calltharp  
Krista Clark  
Chad Curry  
Laurie Davis  
Greg Fox  
Laurie Ganz  
Lee Goldstein  
Brian Icenhower  
Marci James  
Missy Kitzman  
Brandon Martens  
Axay Parekh  
Sarah Schnell Jones  
Dan Topolski  
Sally M. Walden  
Kiki Wanshura  
Joanna Williams  
Aaron Woodman

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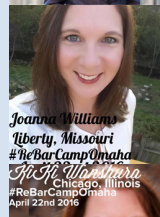
**8:30 am - 3:30 pm**  
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**Registration Begins @ 8:00 am**

**Breakfast, Lunch & Cocktail Hour Provided!**

**PreBarCamp | Thursday, April 21 | 5 - 7 pm**  
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Joanna Williams  
Real Estate Broker  
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Sally M. Walden  
Real Estate Broker  
Houston, Texas  
April 22nd 2016



Dan Topolski  
Real Estate Broker  
Austin, Texas  
April 22nd 2016



Sarah Schnell Jones  
Real Estate Broker  
Houston, TX  
April 22nd 2016



Axay Parekh  
Real Estate Broker  
Tulsa, Oklahoma  
April 22nd 2016



Lee Goldstein  
Real Estate Broker  
Austin, Texas  
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Real Estate Broker  
Wichita, Kansas  
April 22nd 2016



Laurie Ganz  
Real Estate Broker  
Omaha, NE  
April 22nd 2016



Lee Goldstein  
Real Estate Broker  
Austin, Texas  
April 22nd 2016



Brian Icenhower  
Real Estate Broker  
Kansas City, Missouri  
April 22nd 2016



Marci James  
Real Estate Broker  
Denver, Colorado  
April 22nd 2016



Missy Kitzman  
Real Estate Broker  
Sioux Falls, SD  
April 22nd 2016



Brandon Martens  
Real Estate Broker  
Tulsa, Oklahoma  
April 22nd 2016



Axay Parekh  
Real Estate Broker  
Tulsa, Oklahoma  
April 22nd 2016



## Personals

**CONGRATULATIONS** to **Heather Bullard-Hanika** of NP Dodge Real Estate and her husband Jacob on the recent birth of their daughter, Finley Rae, born January 29.

**CONGRATULATIONS** to **Dionne Housley** of CBSHOME Real Estate on earning the CRS designation.

**CONGRATULATIONS** to **Nicole Deprez** of NP Dodge Real Estate on earning the GRI designation.

**CONGRATULATIONS** to **Don Igo** of Celebrity Homes on earning the GRI designation.

**CONDOLENCES** to **Juan Nunez** of Nebraska Realty on the recent passing of his father, **Alvaro Nunez** of Nebraska Realty.

## Send us your news!

**Donna Shipley**

Donna@OmahaREALTORS.com  
402.619.5551

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## EAGLE RIDGE VILLAGE VILLA LOTS

South of Cornhusker & Eagle Ridge Drive ■ Papillion/LaVista Schools

Lot	Style	Address	Price
3	Flat	Skyhawk Ave	<b>\$44,000</b>
4	Flat	Skyhawk Ave	<b>\$44,000</b>
5	Flat	Skyhawk Ave	<b>\$44,000</b>
6	Flat	Skyhawk Ave	<b>\$44,000</b>
7	Flat	Skyhawk Ave	<b>\$44,000</b>
8	Flat	Skyhawk Ave	<b>\$44,000</b>
9	Flat	Skyhawk Ave	<b>\$44,000</b>
10	Flat	Skyhawk Ave	<b>\$44,000</b>
11	Flat	Skyhawk Ave	<b>\$44,000</b>
12	Flat	Skyhawk Ave	<b>\$44,000</b>
13	Flat	Skyhawk Ave	<b>\$44,000</b>
14	Flat	Skyhawk Ave	<b>\$44,000</b>
15	Flat	Skyhawk Ave	<b>\$44,000</b>
16	Flat	Skyhawk Ave	<b>\$44,000</b>
17	Flat	Skyhawk Ave	<b>\$44,000</b>
18	Flat	Skyhawk Ave	<b>\$43,000</b>

## DEER CREEK VILLA LOTS

114<sup>th</sup> & Ida Streets ■ Omaha Schools  
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Lot	Style	Address	Price
158	Flat	11503 Read St	<b>\$39,000</b>

## EAGLE HILLS VILLA LOTS

South of Cornhusker at Eagle Hills Drive ■ Papillion/LaVista Schools

Lot	Style	Address	Price
16 A&B	Flat	322-324 Inglewood Cir	<b>\$75,000</b>

★ ★ ★ ★ ★ MORE GREAT VILLA LOTS ON OTHER SIDE ★ ★ ★ ★ ★

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