



JANUARY 2017

REview



COMING UP

NEW MEMBER ORIENTATION

January 10; 8:30 am - 4:00 pm
January 11; 8:30 am - 4:00 pm
January 12; 8:30 am - 12:30 pm
OABR Education Center

EDUCATION FORUM

January 11; 8:30 am - 9:30 am
OABR Boardroom

SOCIAL EVENTS FORUM

January 11; 8:30 am - 9:30 am
OABR Boardroom

YPN ADVISORY BOARD

January 12; 2:00 pm - 3:00 pm
OABR Boardroom

AT HOME WITH DIVERSITY

January 18; 9:00 am - 4:00 pm
OABR Education Center

AFFILIATES COUNCIL

January 17; 9:00 am - 10:00 am
OABR Education Center

UNO MAVERICKS HOCKEY NIGHT

January 20; 7:07 pm Game Start
Baxter Arena

New Commercial Service Launching

Lincoln and Omaha will join together this spring with a new regional information exchange for commercial real estate practitioners. Midlands Regional Commercial Information Exchange LLC, or Midlands Regional CIE as it will be more commonly referred to, is a joint-venture LLC between the Lincoln and Omaha Area MLS operations.

The Great Plains Regional MLS (Omaha Area Board of REALTORS®), and Midlands MLS (REALTORS® Association of Lincoln), have organized together and plan to launch the commercial service in May, using Catylist, a powerful, but easy-to-use, industry-leading system. For commercial brokers, it means ownership and control over their listing data, and an affordable single point-of-entry for their listings into a regional marketplace, and a national network.

Work began on the project over a year ago, when the two organizations, along with other industry leaders, met to discuss the merits of a regional database for commercial property. The CIE system is much like an MLS for commercial property types and will be available on a subscription basis, starting at \$50 per month for REALTORS®.

Subscribers become part of an exclusive network of commercial professionals, including brokers, investors, appraisers, and economic developers across the country. Forty other REALTOR® Associations also utilize the Catylist system in their markets.





Omaha Area Board of
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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

Message from the OABR President

Cheers to the New Year!

Happy New Year, everyone! I am confident 2017 will be a great year for all of us! Let's face it though, making and actually keeping New Year's resolutions can be one of the hardest things to do. You and only you will control how you approach your 365 days ahead this year. You create your life, so I hope you will commit to being better every day. Learn more. Be more caring. Be more connected. Be more aware. Be kinder. Be more resilient. Be more creative. Be more present. Just be a little bit better!

Be better in your work – think more creatively, set goals, take a class, write your business plan, find a mentor, increase productivity, read, attend training.

Be better with your customers – in how you prepare, how you communicate and how you add value.

Be better with your colleagues – in how you support each other, how you delegate and how you care about them as people, show appreciation.

Be better in your community – in how you give of your time and effort to make your city or neighborhood a great place to live, donate to the local shelters and food banks, volunteer, support a charity.

Be better in your relationships outside of the office – disconnect from your gadgets once in a while, eat a family dinner together, spend quality time with friends, have a "date night" with your spouse.

Be better to yourself – in your self-talk, in your personal expectations and in your commitment to being all that you can be, start believing in the possibilities, expand your thinking with new experiences.

At the 2016 REALTORS® Conference & Expo in November Lawrence Yun, chief economist of the National Association of Realtors®, presented his 2017 Housing and Economic Forecast. He reported 2016 was the best year since 2006! In 2017, he predicts sales will grow roughly 2% to around 5.46 million, and then with a more prominent jump of 4 percent in 2018 (5.68 million). The national median existing-home price is expected to rise to around 4% in 2017. More millennials will be entering their prime home buying years. Rising household formation and continued job gains will boost overall demand. Yun foresees a slight increase in existing-home sales in 2017. It looks like a great year ahead!

To start the New Year, here are some inspiring words from Catherine Pulsifer:

Happiness depends upon your outlook on life. Find the good in all situations.

Attitude is just as important as ability. Keep your attitude positive.

Passion; find yours this year! Do what you love and you will never work.

Positive thoughts make everything easier. Stay focused and stay positive

You are unique, with special gifts, use them. - Never forget you have talent

New beginnings with a new year.

Enthusiasm; a true secret of success.

Wishes; may they turn into goals.

Years go by too quickly, enjoy them. Wisdom from your elders, listen

Energy; may you have lots of it. Take care of yourself.

Appreciation of life; don't take it for granted. Live each day fully.

Relax. Take the time to relax in this coming year. Keep balance in your life.

Monica



Monica Lang
President

at home with

Diversity



with Dr. Tameka Bryant

[# 0415]

Wednesday, January 18, 2017

9:00 am - 4:00 pm

Lunch 12:00 pm - 1:00 pm

OABR Education Center

11830 Nicholas St

Omaha, NE 68154

why take the course?

This course has prepared over 20,000 REALTORS® to work effectively with and within today's increasingly diverse pool of homebuyers.

earn 6 hours of ce credit!

OABR Members - \$75 (includes lunch)

Non-members - \$100 (includes lunch)

Upon completion of the course, AHWD certification is achieved by completing and submitting a form with a one-time application fee of \$75.

what you will receive

At Home With Diversity® Certification
certificate of achievement

Updated education records on nar.realtor
and NRDS directory listings

Official At Home With Diversity® Certification pin

Congratulatory letter from NAR

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... and more!

Register online at www.ims.oabr.com or send registration forms to Donna@OmahaREALTORS.com.

Name _____ License # _____

Company _____ License Type _____

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REALTOR® Ring Day 2016



On Friday, December 2, REALTORS® and Affiliates rang bells to raise money for the Salvation Army. Together we raised \$8,456.

YPN and the Affiliates Council hosted a reception at DJ's Dugout on 114th and Dodge, with a delicious appetizer bar.

Congratulations to Andrea Lane of BHHS Ambassador Real Estate on winning the traveling trophy for the second annual REALTOR® Ring Day Costume Contest. (Top right photo).

Winners of the 1st and 2nd place Ring Day locations of the most money raised will be announced at the Annual Chili Cook-Off on Wednesday, February 13. (See page 19 for more details).





The OABR Social Events Forum sends a big thank you to the 2016 REALTOR® Ring Day Ambassadors who represented their real estate offices by promoting the event, filling locations, and making the event an overall success. We couldn't have done it without you!

Pictured above from left to right: (Back Row) Lindsey Krenk, Candice Watkins, Hanna Oltman, Deda Myhre, Bill Swanson, Donna Shipley, Angel Starks (Front Row) Denise Poppen, Nancy Bierman, Lisa Welch, Cindy Kinsler. Not pictured: Bryan Fraser, Gina Hasse, Rusty Hike, Laurie Jo Eisenmenger, Jill Anderson, Holly Rybensky, Jerry Vogel, Susan Clark, Donna Woitaszewski, Judy Smith, Doug Dohse.

Benefits of a Pre-Listing Inspection

By Jon Vacha
Home Standards Inspection Services

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

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

heads up for a seller helps everyone involved.

A pre-listing inspection allows time to get estimates for the potential work needed, so a realistic cost of repair is clear. In some cases knowing the potential work needed according to a professional third party also helps the seller understand a realistic asking price for the house.

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

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



pre-listing inspection gives a listing.

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

Watch Your Mailbox!



This month we are delivering outrageous discount coupons. You won't want to miss 'em.

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Jon Vacha
Inspector





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FROZEN PIPES: ACTION AND PREVENTION

Frozen water pipes can cause major damage to a home or business and waste hundreds of gallons of water if they burst. Taking some preventive steps will make it more likely that your pipes – and your home – will make it safely through the winter months.

- Turn off outdoor faucets and disconnect garden hoses. If possible, do this at the interior valve that supplies these faucets and drain the water between the valve and the faucet.
- Wrap susceptible pipes in insulation. These pipes are usually found in crawl spaces and along outside walls. Alternatively, UL-approved heat tape can be used to wrap pipes; be sure to follow manufacturer's instructions.
- When extremely cold weather sets in, open any cabinets under sinks or near outside walls to allow heat from the room to reach the pipes. This can be enough to keep them from freezing.
- You can also let a very slow trickle of warm water flow from faucets, especially those on outside walls. This minimal flow can prevent freezing in many cases.
- If you turn on the water and there is no flow, a pipe may have frozen. Turn on several faucets to prevent further damage.
- If a frozen pipe has burst and water damage has occurred, turn off the water supply at the main shut-off valve and contact a professional water damage restoration company.



CONTACT

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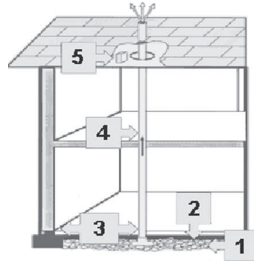
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LB678 "Teams Bill" Advertising Changes



Effective October 1, 2016, real estate teams will be officially recognized under the Nebraska Real Estate License Act for the first time. There are a number of things that designated brokers specifically and licensees and real estate team members in general, should be aware of relating to compliance with the new act.

1. Definition of Team: "Two or more persons licensed by the commission who (a) work under the supervision of the same broker, (b) work together on real estate transactions to provide real estate brokerage services, (c) represent themselves to the public as being part of a team, and (d) are designated by a team name"

Please note that this is an "and" definition, all of the prerequisites above must be met in order for two or more affiliated licensees to qualify as a team under the new law. For example, a married couple who does co-listings, even on a regular basis, would not be considered a team unless they adopt and use a team name, holding themselves out to the public and clients as a team.

2. All teams must appoint a team leader, who will have supervisory responsibility (under supervision of the designated broker) over the team members. The team leader may be subject to disciplinary action for violations of the License Act by team members under his or her supervision, depending on the facts and circumstances of the complaint.

3. Effective October 1, 2016, team leaders must provide, and designated brokers must maintain, a current list of all team members and the name of the team leader. This list is to be made available to the Commission upon request.

All designated brokers should have their list including team name, team members and team leaders on an internal file on or before October 1, 2016. The records should note the dates team members are added or dropped from the team and enable the broker or Commission to determine team membership at any point in time.

4. Effective October 1, 2016, all advertising (team or otherwise) must "prominently" display the name under which the designated broker does business. While we anticipate further definition of prominence through Commission interpretation or regulation in the near future, a review of all current and proposed advertising by designated brokers would be prudent to determine if the brokerage name is readily apparent from a quick review of the advertisement.

5. Effective October 1, 2016, Team names or team advertising must not suggest that the team is an independent real estate brokerage. Further guidelines are expected to follow, but once again, designated brokers should review all current and proposed team advertising for compliance with the law.

In order to avoid potential confusion or violation of the new team advertising laws just remember the "Two Ps": the name the designated broker does business under should be both "prominent" (plainly visible) and in "proximity to" (near) the team name.



Ericka Heidvogel
New Home Consultant

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eheidvogel@celebrityhomesomaha.com

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UNO MAVERICKS HOCKEY NIGHT



Friday, January 20, 2017

Baxter Arena

Omaha Mavericks vs. Miami Redhawks

7:07 pm Game Start



Win a signed UNO hockey stick!

\$1 raffle tickets. All proceeds go to
Rebuilding Together Omaha.

Raffle tickets available at OABR office or
from Social Events Committee Members.

\$15 / Person

Includes \$5 food voucher at Baxter Arena

Baxter Arena

2425 South 67th Street | Omaha, NE 68106



Limited number of tickets available!

Payment must be received with order.



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

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

Make checks payable to the Omaha Area Board of REALTORS®.

Ticket orders by Tuesday, January 16, 2017.

Questions? Call Donna Shipley at 402-619-5551 or Lisa Welch at 402-619-5552.

Mailing Address:

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2016 CONTRIBUTION GOAL MET!

GOLDEN "R"

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

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Myhre, Deda
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Riedmann, Mike
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Rotthaus, Doug
Vogt, Scott
Wegner, Mark

GOVERNOR'S CLUB (\$500+)

Adams, Kathryn
Dodge, Nathan
Gibson, Ryan
Housley, Dionne
Jarecke, Melissa
Leaders, Mark
Matney, David
May, Angela
Neilan, Perre
Pruitt, Terri

\$1 - A - DAY CLUB (\$365)

Amick, Molly
Anderson, Jill
Andrew, Cindy
Archer, Crystal
Craighead, Joni
Dohse, Doug
Irish, Sheila
Lichter, Patrick
Sawyer, Jessica
Swanson, Bill

CAPITAL CLUB (\$250+)

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Bengtson, Megan
Cherica, John
Ciochon-Lichter, Linda
Evans, Donald
Krenk, Lindsey
Lepert, Mari
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McGuire, Shawn
Otis, Marie
Poppen, Denise
Richardson, Lisa
Rosso, Larry
Seybold, Monica
TenEyck, Dixie

SENATOR'S CLUB (\$150+)

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Bengtson, Darla
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Brant, Angela
Bresley, Mark
Burford, Judith
Carlson, Debra
Clark, Susan
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Wilhelm, Cheryl

99 CLUB (\$99+)

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Alloway-Palermo, Jen
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Wichman, Connie
Winters, Evan
Vogel, Jerry
Westerhaus, Joe
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50 CLUB (\$50+)

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Agarwal, Yelena
Agosta, Logan
Ahlvers, Hedy Rae
Ahlvers, Raquel
Alberts, Marla
Alexander, Cheryl
Allen, Earl
Allen, Kathryn
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Amoura, Jo Anne
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Anderson, Carly
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\$100,000

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Ileana Carlson



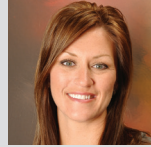
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Katie Loeffers



Mike Connell



Angie Eppenbaugh



Ericka Heidvogel



Don Igo



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Luke Lofgren



Mike McGlynn



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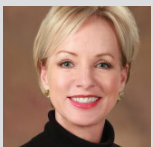
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 Fichtl, Maggie – Liberty Core Real Estate
 Heimann, Jordan – Nebraska Realty – Burt
 Hess, Tasha – BHHS Ambassador Real Estate – Village Pointe
 Hinn, Marilyn – CBSHOME Real Estate – 159 Dodge #200
 Howard, George – Liberty Core Real Estate
 Jones, Cassandra – BHHS Ambassador Real Estate – Village Pointe
 Kaasch Jr, Ted – DVG Realty LLC
 Kasun, James – Nebraska Realty – Burt
 King, Jeffrey – Keller Williams Greater Omaha – 119 #1
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 Robinson, Sara – BHHS Ambassador Real Estate – Village Pointe
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 Skwarek, Patty – NP Dodge Real Estate Sales Inc – 108 Dodge
 Taylor, Elizabeth – Heyen Real Estate – Denton
 Wallace, Brandon – CBSHOME Real Estate – 159 Dodge #200
 Wertheim, Andrew – CBSHOME Real Estate – 159 Dodge #200
 Wiese, Trina – BHHS Ambassador Real Estate – Village Pointe

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Bell, Marcus – Gateway Mortgage Group
 DeVivo, Luke – DVO Inspection LLC
 Fausset, Laurie – Midwest Contract Cleaning Solutions
 Hill, Barney – BHill Home Inspections LLC
 Jindra, Christi – Nebraska Land Title & Abstract
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 Kelley, Teresa from NP Dodge Real Estate Sales Inc – 148 Dodge to BHHS Ambassador Real Estate – Village Pointe
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 Levinson, Cody from Bank of Nebraska Mortgage Center to SAC Federal Credit Union
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 Nelson, Trisha from Keller Williams Greater Omaha – Fremont to NP Dodge Real Estate Sales Inc - Fremont

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 Freeman, Daniel – Liberty Core Real Estate
 Hartnett, Nick – Access Bank
 Masek, Mark – Platinum Real Estate Group LLC
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 Owens, Elise – RE/MAX Results
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 Thorne, Stacy – Franklin American Mortgage Co
 Vaughan, Timothy – BHHS Ambassador Real Estate – Village Pointe

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(Notify the Board office for all directory changes.)

Big Omaha Realty – 17622 Douglas, Cir, Omaha, NE, 68118
 Boulevard Real Estate Inc – 1001 Farnam St, Omaha, NE, 68102
 RE/MAX Results – 11212 Davenport St, Omaha, NE, 68154

MEMBERSHIP STATISTICS

OABR

	Nov 2016	Nov 2015
Designated REALTOR®	199	197
Des. REALTOR® - Secondary REALTOR®	2	2
REALTOR® - Secondary	2322	2224
Emeritus	8	8
TOTAL	2580	2474
Institute Affiliate	64	58
Affiliate	378	369
Public Service	7	7
TOTAL	3309	3168

	Nov 2016	YTD
New REALTOR® Members	27	393
Reinstated REALTOR® Members	9	63
Resignations	13	373

GPRMLS

	Nov 2016	Nov 2015
Participants (OABR)	192	190
Participants (MLS only)	64	69
Subscribers (OABR)	2330	2227
Subscribers (MLS only)	216	199
Exempt	28	28
TOTAL	2830	2713

COMPANY NAME CHANGE

Busey Home Mortgage – (formerly Pulaski Bank Home Lending)

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Don Peterson & Associates Real Estate Co – Jennifer Bixby
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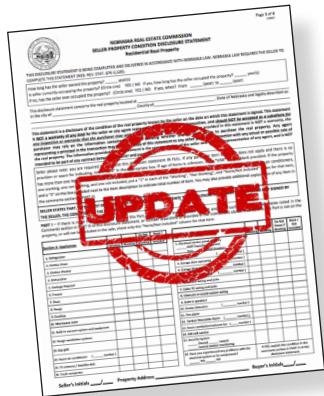
SPCD Amendments

Effective January 1, 2017



The Nebraska Real Estate Commission has adopted amendments to the Seller Property Condition Disclosure Statement ("SPCD"). A question has been added about carbon monoxide alarms, an additional question has also been added about noxious weeds.

Although the form is not drastically different, it is important that the new form be provided for all transactions entered into on or after January 1, 2017.



LB34 specifically provides that the requirement is effective for all existing property "offered for sale" on or after January 1, 2017. A property under contract is no longer offered for sale, so pending contracts entered into prior to 2017 would not require the new form.

View the new form:
www.nrec.ne.gov/pdf/forms/SPCD117.pdf

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Bowls, spoons, napkins, and drinks provided.

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Winners based on ballot vote by guest judges.

Prizes awarded for the best chili!





Code of Ethics: Article 1; Standards 8 - 16

- **Standard of Practice 1-8**

REALTORS®, acting as agents or brokers of buyers/tenants, shall submit to buyers/tenants all offers and counter-offers until acceptance but have no obligation to continue to show properties to their clients after an offer has been accepted unless otherwise agreed in writing. REALTORS®, acting as agents or brokers of buyers/tenants, shall recommend that buyers/tenants obtain the advice of legal counsel if there is a question as to whether a pre-existing contract has been terminated. (Adopted 1/93, Amended 1/99)

- **Standard of Practice 1-9**

The obligation of REALTORS® to preserve confidential information (as defined by state law) provided by their clients in the course of any agency relationship or non-agency relationship recognized by law continues after termination of agency relationships or any non-agency relationships recognized by law. REALTORS® shall not knowingly, during or following the termination of professional relationships with their clients:

1. reveal confidential information of clients; or
2. use confidential information of clients to the disadvantage of clients; or
2. use confidential information of clients for the REALTOR®'s advantage or the advantage of third parties unless: a) clients consent after full disclosure; or b) REALTORS® are required by court order; or c) it is the intention of a client to commit a crime and the information is necessary to prevent the crime; or d) it is necessary to defend a REALTOR® or the REALTOR®'s employees or associates against an accusation of wrongful conduct.

Information concerning latent material defects is not considered confidential information under this Code of Ethics. (Adopted 1/93, Amended 1/01)

- **Standard of Practice 1-10**

REALTORS® shall, consistent with the terms and conditions of their real estate licensure and their property management agreement, competently manage the property of clients with due regard for the rights, safety and health of tenants and others lawfully on the premises. (Adopted 1/95, Amended 1/00)

- **Standard of Practice 1-11**

REALTORS® who are employed to maintain or manage a client's property shall exercise due diligence and make reasonable efforts to protect it against reasonably foreseeable contingencies and losses. (Adopted 1/95)

- **Standard of Practice 1-12**

When entering into listing contracts, REALTORS® must advise sellers/landlords of: the REALTOR®'s company policies regarding cooperation and the amount(s) of any compensation that will be offered to subagents, buyer/tenant agents, and/or brokers acting in legally recognized non-agency capacities; the fact that buyer/tenant agents or brokers, even if compensated by listing brokers, or by sellers/landlords may represent the interests of buyers/tenants; and any potential for listing brokers to act as disclosed dual agents, e.g. buyer/tenant agents. (Adopted 1/93, Renumbered 1/98, Amended 1/03)

- **Standard of Practice 1-13**

When entering into buyer/tenant agreements, REALTORS® must advise potential clients of: the REALTOR®'s company policies regarding cooperation; the amount of compensation to be paid by the client; the potential for additional or offsetting compensation from other brokers, from the seller or landlord, or from other parties; any potential for the buyer/tenant representative to act as a disclosed dual agent, e.g. listing broker, subagent, landlord's agent, etc., and the possibility that sellers or sellers' representatives may not treat the existence, terms, or conditions of offers as confidential unless confidentiality is required by law, regulation, or by any confidentiality agreement between the parties. (Adopted 1/93, Renumbered 1/98, Amended 1/06)

- **Standard of Practice 1-14**

Fees for preparing appraisals or other valuations shall not be contingent upon the amount of the appraisal or valuation. (Adopted 1/02)

- **Standard of Practice 1-15**

REALTORS®, in response to inquiries from buyers or cooperating brokers shall, with the sellers' approval, disclose the existence of offers on the property. Where disclosure is authorized, REALTORS® shall also disclose, if asked, whether offers were obtained by the listing licensee, another licensee in the listing firm, or by a cooperating broker. (Adopted 1/03, Amended 1/09)

- **Standard of Practice 1-16**

REALTORS® shall not use, or permit or enable others to use, listed or managed property on terms or conditions other than those authorized by the owner or seller. (Adopted 1/12)



MOBAupdate

Happy New 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.

It takes a number of companies to build a residential or commercial structure. Developers prepare the land; architects design the building; builders and subcontractors complete the structure; suppliers provide the materials; realtors make the sales; and banks provide the funds. Within each of these segments, there are a variety of smaller companies that also contribute to every new home and commercial building.

The Metro Omaha Builders Association provides a place for 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

OTHER UPCOMING EVENTS

Dec 23-26, 2016 and Dec 30 - Jan 02, 2017 MOBA Office CLOSED

Jan 03, 2017 MOBA Executive Meeting

Jan 05, 2017 Builders Council Meeting

Jan 10, 2017 MOBA Board of Directors Meeting at MOBA office Noon

Jan 10 - 13, 2017 International Builders Show

Details on these events and more....

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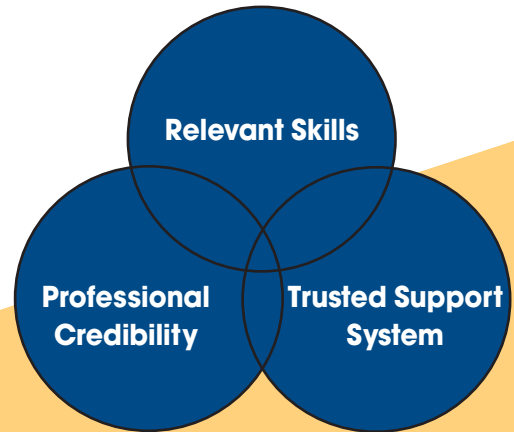
Mayor Jean Stothert Visits OABR



Mayor Jean Stothert visited the OABR Office on Wednesday, December 21 to discuss city issues with members of the Governmental Affairs Committee.

Pictured left to right: (Back Row) Mark Bresley, Henry Kammandel, Doug Dohse, Michael Blackmon, Mark Leaders (Front Row) Bill Swanson, Mayor Jean Stothert, Joe Gehrki, Pat Lichter, Mary Beth Heavrin.

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OABR Director Spotlight



Doug Dohse, 2017 Sec/Treasurer

BHHS Ambassador Real Estate

Q: How long have you been in the real estate industry?

A: Over 20 years

Q: What advice do you have for those new to the industry?

A: Set up a plan and follow through with it. There are several great plans available, but if you don't follow one, it makes being successful in this industry much more difficult.



Q: What advice would you give a young professional considering a leadership role within OABR?

A: I think it is important for the members to give back to the industry that has given them limitless opportunities to be as successful as they want.

Q: What is the greatest benefit of joining OABR?

A: Unity. We are a large association and have a huge voice in the community to protect the rights of home ownership throughout the region. It should not be taken lightly by any member.

Q: What is your favorite OABR event?

A: Grillin' and Chillin' on The River.

Q: What motivates you to succeed in the industry?

A: My love of the industry and all the wonderful friends I have met throughout my 20 years. The smiles and thank you's from all my clients and colleagues over the years make (almost) every day special.

Q: What do you hope to achieve as 2019 President?

A: Raise just a little bit more RPAC dollars and keep the great tradition of the Presidents I have served under and met during this wonderful journey going strong for the next President.

Q: What is something most don't know about you?

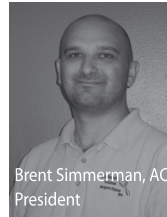
A: I would say my love of the Cornhuskers and chicken wings but I think most people could guess that. I enjoy quit time when possible because it doesn't happen very often in this business.

Q: Anything else you would like to add?

A: Live every day the best way you know how. Treat everyone with kindness because you would be amazed at some of the looks I get after someone has been less than polite to me and my response is positive!



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Personals



CONGRATULATIONS to NP Dodge Real Estate on receiving the 2016 BBB Integrity Award in the Omaha Metro Area.

CONGRATULATIONS to **Ryan Ellis** of PJ Morgan Real Estate on receiving the TOY O! Award.

CONGRATULATIONS to **Elizabeth Aspen Huber** of BHHS Ambassador Real Estate on receiving the SRES designation.

CONGRATULATIONS to **Christopher Beaton** of BHHS Ambassador Real Estate on receiving the SRES designation.

CONGRATULATIONS to **Kellie Murphy** of BHHS Ambassador Real Estate on receiving the SRES designation.

CONGRATULATIONS to **Jessica Sawyer** of Nebraska Realty on receiving the CRS designation.

CONGRATULATIONS to **Megan Sgourakis** of CBSHOME Real Estate on receiving the CRS designation.

CONGRATULATIONS to **Candice Watkins** of Unity Real Estate on earning the CRS designation.

CONDOLENCES to **Kamie Mielke** of Regency Homes on the recent passing of her father.

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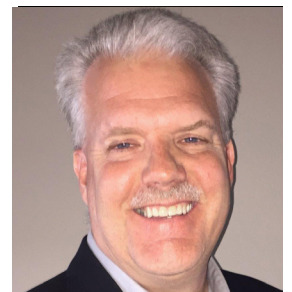
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Q&A

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.

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