



AUGUST 2017



REview



COMING UP

NEW MEMBER ORIENTATION

August 1; 8:30 am - 4:00 pm
August 2; 8:30 am - 4:00 pm
OABR Education Center

OABR ANNUAL PICNIC

August 9; 11:00 am - 1:00 pm
Crosskey Villages Park

YPN ADVISORY BOARD

August 10; 2:00 pm - 3:00 pm
OABR Boardroom

AFFILIATE GOLF OUTING

August 21; 10:00 am Start
Oak Hills Country Club

MRP DESIGNATION COURSE

August 23; 9:00 am - 12:00 pm
August 24; 9:00 am - 12:00 pm
OABR Education Center

NRA ANNUAL FALL MEETINGS

August 28; 8:00 am - 5:00 pm
August 29; 8:00 am - 5:00 pm
August 30; 8:00 am - 5:00 pm
Embassy Suites Hotel &
Conference Center, La Vista

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Your MLS subscription now includes **Homesnap Pro**, the top-rated mobile real estate app that better-connects you and the MLS with your buyers. Most of all, it improves their home shopping experience. **Homesnap** is an important tool, giving you the edge with buyers! Once you have **Homesnap Pro** on your smartphone, use the app to invite customers to download **Homesnap** for themselves – at that point they're connected with real-time MLS information and you!

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- Customized email marketing to clients and contacts
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For tutorials and training webinars, visit:
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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

Farewell!

It's hard to believe it is August already! The Annual Fall Meetings will be held later this month at the Embassy Suites in La Vista, August 28 - 30. The highlights include many excellent continuing education opportunities, networking, and committee meetings. I hope to see you all there!



Monica Lang
President

Save the Date!

Annual Fall Business Meetings

August 28-30, 2017

Embassy Suites Hotel & Conference Center

La Vista, NE

My year as your president will be ending soon. Like they say, "Time flies when you're having fun!" I have truly enjoyed my time serving as your OABR President. It has been such a rewarding experience! I urge all of the membership to become involved in this organization. The networking and friendships you form are priceless. I am so very grateful for the opportunity to serve with so many hard working, dedicated members, and the REALTORS® on the OABR Board of Directors. Thank you to each and every one of you for your commitment and all the time you have volunteered to the Board.

Your incoming President will be Mark Leaders with CBSHOME Real Estate. He is a true asset to our industry with many years of experience and knowledge.

Please join us at the 132nd Annual Inaugural as Mark is sworn in as the 2018 Omaha Area Board of REALTORS® President. It will be held at the Happy Hollow Country Club on September 7 from 5:00 pm to 8:00 pm. See page 3 for more Inaugural details.

Cheers to our awesome incoming 2018 OABR Leadership!

Monica

Farewell

*The Omaha Area Board of REALTORS®
invites you to attend the*

132nd Annual Inaugural



Mark Leaders, 2018 President



Thursday, September 7

Dinner Served 6:00 pm

Awards & Installation 6:30 pm

Happy Hollow Club

1701 S 105th St | Omaha, NE 68124

Master of Ceremonies

Ralph Marasco, CBSHOME Real Estate

Installation Officiant

Joe Gehrki, 2009 OABR President

Open to all OABR members and guests!

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Address _____ City _____ Zip _____

Phone _____ Total @ \$27.00/Person _____

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Omaha Area Board of REALTORS®

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(WCR)

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New Officers and Directors

2018 President: Mark Leaders

Mark Leaders has been an active member of the Omaha Area Board of REALTORS® since 1982. He is a manager for CBSHOME Real Estate. Mark has earned the e-PRO and CRS designations. He was Nebraska CRS of the Year for 2012 and the OABR Outstanding Service Award recipient in 2010. Mark currently serves on the Nebraska REALTORS® Association Board of Directors and the OABR Board of Directors. He is also on the OABR Social Events and Governmental Affairs committees.

2018 President-Elect: Doug Dohse

Doug Dohse has been a REALTOR® since 1996 and currently works for Berkshire Hathaway HomeServices Ambassador Real Estate. Doug was the OABR Outstanding Service Award recipient in 2013. For the past five years Doug has served as the co-chair for the RPAC Fundraising Task Force and is the current Chair of the OABR Placemaking Task Force. He also plays an active role on the Social Events and Governmental Affairs committees. Doug has taught Fair Housing and Professionalism in Real Estate at New Member Orientation for the past three years. He has chaired or volunteered on several sub-committees over the past few years including: REALTOR® Ring Day, Rebuilding Together Omaha, RPAC Fundraising events, and numerous event put on by the Social Events held throughout the year.

2018 Secretary-Treasurer: Susan Clark

Susan Clark has been Vice President of Residential Sales at PJ Morgan Real Estate since 2014, and is responsible for strategic oversight and operations, including agent mentorship and recruitment. She is a REALTOR® in both Nebraska and Iowa, and holds the Certified Residential Specialists (CRS) designation. Susan currently serves on the Multiple Listing Service Board of Directors, OABR Board of Directors and is a Regional Director of the Nebraska REALTORS® Association Board of Directors. In 2015, Susan was named as a Midlands's Business Journal 40 Under 40 recipient and was given the Outstanding Service Award from the Omaha Area Board of REALTORS®. She has received the Nebraska REALTORS® Association Mark of Excellence six years running. Susan is also active in the Women's Council of REALTORS® Omaha Chapter, having served as President in 2012, and has received REALTOR® of the Year and Entrepreneur of the Year awards.

2020 Director: Megan Bengtson

Megan Bengtson has been a member of the Omaha Area Board of REALTORS® for 12 years and is a Nebraska Realty Sales Associate. While at Nebraska Realty she has been one of their top agents and was honored to receive their highest award, The Renee Lampman Service Award in 2013. She has been actively involved in the industry. She has earned her CRS and GRI designations. She has served as chair for OABR Young Professionals Network and is a past President and past regional Governor for the Women's Council of REALTORS®. She is also actively involved in the Nebraska CRS Chapter, License Law committee, Nominating committee and Strategic Planning committee for the Nebraska REALTORS® Association. Megan graduated from the University of Nebraska-Lincoln with a Bachelor of Arts and Sciences Degree. When she is not working, she enjoys spending time with her husband, Aaron, 3-month-old daughter, Emma, her dogs, Riley and Cooper and enjoying a glass of wine with family and friends.

2020 Director: Jessica Sawyer

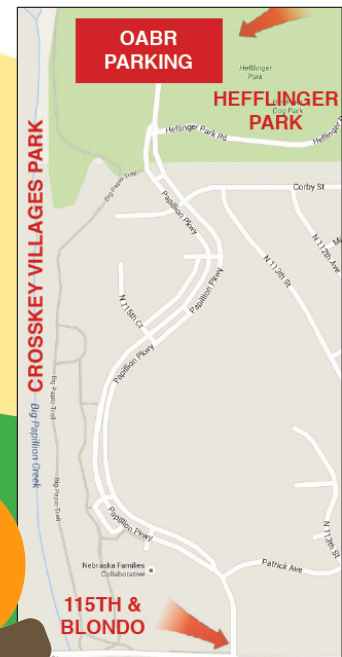
Jessica Sawyer has been a REALTOR® since 2009 in residential sales with Nebraska Realty. She holds her a Certified Residential Specialist (CRS) Designation and Graduate REALTOR® Institute (GRI) Designation. She currently services on the Omaha Area Board of REALTORS® (OABR) as a Director and part of their Nominating Committee and she is active on the Young Professionals Network (YPN) at the OABR where she was also a past chair in 2014. Jessica services at a State level for the Nebraska REALTORS® Association as a Omaha Regional Director. Jessica serves as Governor for Women's Council of REALTORS® (WCR) Region 3 at a National WCR Level. She was past president of the local WCR Omaha Network in 2015 and honored with the WCR Entrepreneur of the Year award in 2012. Jessica has been a Nebraska REALTORS® Association Mark of Excellence recipient for the last 4 years, she has also received The Outstanding Service Award and The Rookie of the Year award at Nebraska Realty in prior years. She is an annual contributor to REALTOR® Political Action Committee (RPAC) and has volunteered for the Habitat for Humanity Women's Build the last couple of years. Jessica is married to Johnny and they have beautiful two children, Mya and Myles, and two beautiful step children, Jonika and Micah.



19th Annual *Summer Camp* **PICNIC**

Wednesday, August 9
11:00 am - 1:00 pm

Crosskey Villages Park
**Just north of Blondo at
Papillion Pkwy
(Approx. 115th)**



*Shuttle Service provided
by Ollie the Trolley*
**Please follow directional signs south
to designated OABR parking area.**

SocialEvents
Omaha Area Board of REALTORS®



FAQ's on Heating and Cooling Systems

Brenda Stuart, ServiceOne

What does HVAC stand for?

It is an acronym for heating, ventilation and air conditioning.

Compressor vs. Condenser?

The compressor is one of the major components of the air conditioning system. It is the pump that moves refrigerant through the refrigeration process. The condenser is the outside unit that aids in the removal of the heat from inside the home. The compressor is located inside the condenser along with the surrounding condensing coils. The outside unit should be cleaned and maintained annually to prolong the life of this unit.



Brenda Stuart

Why is it called an A-coil?

This is another major component of the air conditioner and it sits above the heat exchanger inside the furnace. Technically, it is called an evaporator coil, but, because it is generally shaped like an "A", it is referred to as an A-coil. Its purpose is to remove heat and transfer it outside. A-coils can become dirty and cause the air conditioner to not cool. Generally, this is caused by not changing filters or not having one at all.

R22 vs. 410A – Which one will win?

Both are types of Freon used in a/c's and heat pumps. The Environmental Protection Agency (EPA) has determined 410A is a better Freon and by the year 2020, R22 will not be manufactured. After that time, R22 will be very scarce and very expensive, if available. If one of the components on your cooling system needs to be replaced, it is a good idea to install a new unit with the current Freon, 410A.

Seer & BTU – What language is this?

Seer stands for seasonal energy efficiency ratio. The Department of Energy (DOE) controls the minimum seer which is currently 13. Seer rating is used in air conditioners and heat pumps to describe the capabilities for electrical savings for the unit. The higher the unit's seer rating, the more energy efficient it is. BTU stands for British Thermal Unit. This is a measurement used to determine the size of the unit and its heating capability. Furnaces, air conditions and heat pumps should be sized according to the square footage, age, # of windows, occupants and style of a home.

What is all the talk about heat exchangers?

This is the major component of a furnace which transfers heat into the air stream for the home. Heat exchangers can become dirty and rusty from improper maintenance. Also, heat exchangers can crack which can cause carbon monoxide to enter into the home. Furnaces should have annual maintenance checks to include checking the carbon monoxide levels in the flue of furnaces.

What is a heat pump?

A heat pump serves as both an air conditioner and a source of heat by extracting heat out in the summer and adding heat in the winter. Since our Midwest climate is so severe, a home would need a second source of heat such as a furnace. The power source for a heat pump is electrical versus a furnace could be either electrical or gas.

You know us for our home warranties. We also service and install heating and cooling systems along plumbing, appliance and electrical service.

Questions? Contact:

Brenda Stuart
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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 JULY 2017 MEETING ATTENDANCE:

Erin Trescott (President) – Busey Home Mortgage
Laura Longo (Secretary) – Centris Federal Credit Union
Brenda Stuart (Treasurer) – ServiceOne Inc
Blake, Jessica – Security National Bank
Bonnstetter, Lori - 2-10 Home Buyers Warranty
Bozak, Lou – Paul Davis Restoration
Brooks, Julie – Charter Title & Escrow
Castillo, Tricia – SAC Federal Credit Union
Connor, Tracy – City-Wide Termite & Pest Control
Cunningham, Kayla – JH Willy
Curington, Mindy – Peoples Mortgage Company
Decker, Daryl - PrintOvations
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Doeschot, Melanie – Ambassador Title Services
Dritley, Amy – Peoples Mortgage Company
Eggenberg, Jan – SureHome Inspection Co
Franco Summer – Benchmark Mortgage
Goodman, Jen – American National Bank
Kelly, Michael – Kingdom Insurance Group LLC
Lambert, Kerry – Dino's Storage
McGee, Mark – American National Bank
Miers, Lisa – Busey Home Mortgage
Molina, Jen – My Insurance LLC
Parker, Kayci – Peoples Mortgage Company
Paul, Chris – PuroClean Restoration Service
Paulson, Paula – First National Bank
Rasmussen, Brent – Mortgage Specialists LLC
Saum, John – SAC Federal Credit Union
Schlabs, Ryan – Northwest Bank
Shafer, Kayla – Home Warranty of America
Sladek, Mary – My Insurance LLC
Smythe, Jody – Retirement Funding Solutions
Sullivan, Mike – City-Wide Termite & Pest Control
Walker, Wendy – SAC Federal Credit Union
West, Eric – Regent Financial
Young, Robin – Charter Title & Escrow

UPCOMING MEETINGS:

Tuesday, August 15 - 9:00 a.m.
Tuesday, September 19 - 9:00 a.m.
Tuesday, October 17 - 9:00 a.m.

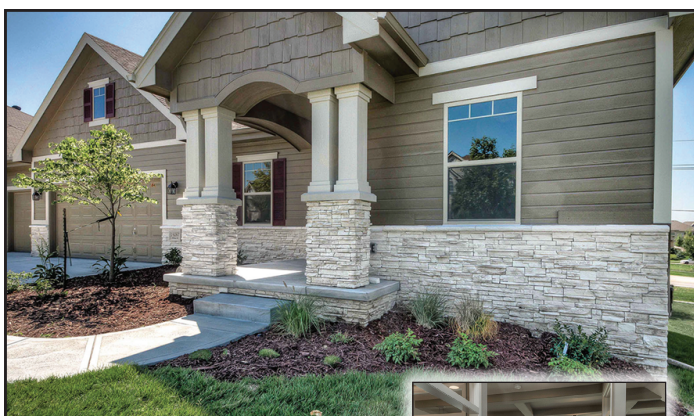
AUGUST ORIENTATION SPONSORS

Kayla Shafer - Home Warranty of America
Jan Eggenberg - SureHome Inspection Co
Lisa Powell - Farmers Insurance/Powell Insurance
Erin Trescott - Busey Home Mortgage



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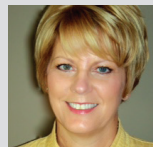
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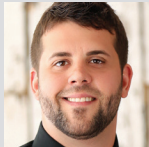
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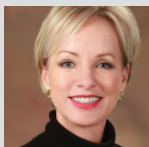
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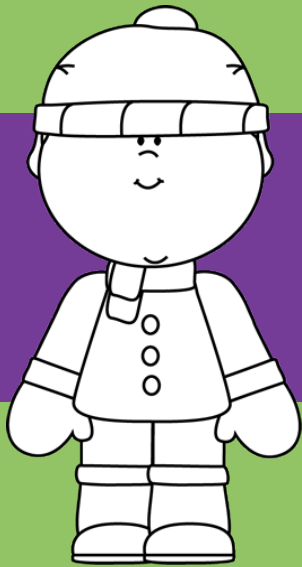
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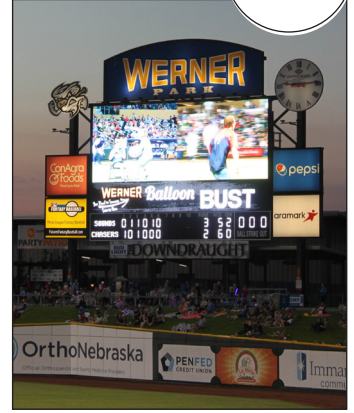


**For More information or to coordinate a community meeting, please contact:
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OABR	June 2017	June 2016
Designated REALTORS®	198	196
REALTOR®	2455	2333
REALTOR® Emeritus	51	50
TOTAL	2716	2591

Institute Affiliate	64	62
Affiliate	414	416
TOTAL	3486	3351

	June 2017	YTD
New REALTOR® Members	40	233
Reinstated REALTOR® Members	12	53
Resignations	19	116

GPRMLS	June 2017	June 2016
Participants (OABR)	192	188
Participants (MLS only)	65	65
Subscribers (OABR)	2462	2346
Subscribers (MLS only)	220	208
TOTAL	2973	2835

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Check Presentation



Members of the Governmental Affairs committee presented the First Responders Foundation a check on behalf of the Omaha Area Board of REALTORS® Foundation.

Ray Somberg, President and Executive Director of the First Responders Foundation, accepted the check at the OABR Office on Thursday, July 13.



(Pictured left to right) Henry Kammandel, CBSHOME; Susan Rauth, CBSHOME; Ray Somberg, First Responders Foundation; and Monica Lang, Celebrity Homes and 2017 OABR President.



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Window and Stair Safety

By Jon Vacha

Vice President & ASHI-Certified Home Inspector

Those of us who have fallen down a flight of stairs understand how exciting it can be. Most of us have not experienced falling down a flight of stairs which is amazing considering how many steps a person braves during a lifetime. The reason for this, is there are building codes and safety regulations and friendly home inspectors about. Maybe you have come close when you stumbled or tripped, but have been saved by a handrail that was ready to answer the call.

Any flight of stairs with 4 or more steps should have a hand rail and step heights should be uniform.

Our brains have been trained and are used to 7.75" step heights. If you take three normal sized

steps and then come upon one that is just a bit taller, a toe may catch and only the graceful and quick of foot will avoid injury.

Windows at the base of stairs or at landings should be safety glass so that someone who falls down those stairs doesn't also crash through a window and break it into shards. Safety glass is 4X stronger and if it does break, it turns into beads of glass like a car window. Sliding glass doors and storm doors are made out of safety or tempered glass. Look for little labels at the corners of windows or doors to verify they are tempered glass. A window 18" or less from the ground that is 9 sq feet or larger and any window 60" from the floor of a tub or shower should also be tempered glass. Very old houses or replacement windows sometimes are lacking when it comes to the recommendations for safety glass.

Windows are great for letting in light or a cool breeze, but also if needed, can be fire escape exits that can save a life. But, not if they are painted shut or too small. Making sure a home owner is aware of which windows are fit as fire escapes can save a life.

The stairs pictured are from an inspection I



was at recently. They appeared to have been in the house for many years, if not original. They were easy to go up and down as long as I made sure to start with the right (or left) foot each time. House guests beware!

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

Name _____ License # _____

Company _____ License Type _____

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Email _____

OABR Director Spotlight

Jessica Sawyer, 2017 OABR Director

Nebraska Realty

Q: How long have you been in the real estate industry and a member of OABR?

A: 8 years



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

A: Invest in yourself, get involved with OABR, WCR, YPN, NRA, an accountability group, a book group, any and everything that will make you step up your game. This will give you a support system and hope to celebrate the good stuff and even more so the times when you need support.

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

A: Say, YES, even though you may feel like you are not ready for that role. It will make you a better person, REALTOR®, and it shows your clients and fellow REALTORS® you are passionate and serious about your business.

Q: What is the greatest benefit of OABR?

A: The community, the people you can learn from, and the education the OABR provides through committees and classes; it's priceless!

Q: What is your favorite OABR event?

A: The annual YPN Event at Bushwackers, I mean really, who wouldn't want to ride the mechanical bull and dance to some good 'ol country music!

Q: What motivates you to succeed in real estate?

A: Providing for my beautiful family so we can see the world together.

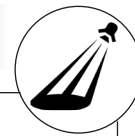
Q: What is something most don't know about you?

A: I will represent Nebraska as a Regional Vice President in 2018 for Women's Council of REALTORS®, I was a college athlete, a flight attendant, and I love to snowboard in Colorado!



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New Agency Disclosure Form



All Licensees Affected!



As of July 1, 2017, the Commission now requires a new amended Agency Disclosure Information Form to be used when making required agency disclosures to clients and customers. The amended form contains additional contact information about the

brokerage on the back, and is mandatory for use at all times when a new agency disclosure is required, after July 1, 2017.

First and foremost, it should be noted that the laws regarding agency disclosure and agency duties have not been changed. Agency disclosure should still be provided at first substantial contact, further interpretation of first substantial contact was recently adopted by the Commission.

As of July 1, 2017, Licensees are now required to use the new form. If a client or customer completed the old form prior to July 1, and nothing has changed in the relationship, the old form is still effective. In other words

licensees will not have to redo their current agency disclosures done on the old form simply because the new form went into effect on July 1.

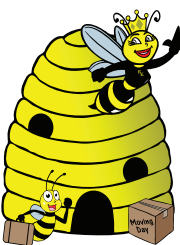
However, if there are any changes in a preexisting agency relationship after, then the new agency disclosure form must be used.

Most of the features of the form are intended to be self-explanatory, but licensees should have a good working knowledge of how the forms work and how to complete them.

There are three forms, a Buyer/Seller Agency Disclosure form, a Landlord/Tenant Form, and a Common Law Agency Addendum.

For more information on the new Agency Disclosure form, visit: www.nrec.ne.gov.

All forms can be found on the OABR website at: www.OmahaREALTORS.com/mls-forms.



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Diversity Scholarship Recipient



Neosha Broadway



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

The Committee has a vision of REALTORS® being the leaders in a culturally diverse real estate market. REALTORS® who are able to effectively reach out to all diverse groups in their community are not only positioned for success, but can take pride in knowing that they have participated in the expansion of homeownership to all Americans.

The Diversity Committee would like to share with you a past recipient who has made a commitment to be successful, Neosha Broadway.

Where did you grow up?

I was born and raised in Omaha. I have lived in various areas including Papillion, La Vista, Millard and Bellevue.

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

I work for Berkshire Hathaway HomeServices Ambassador Real Estate with The Omaha's Elite Team.

What did you do before you became a REALTOR®?

Before I became a REALTOR®, I worked for Lozier Corp as a Corporate Power Coordinator and Corp Docs Lead.

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

I received my real estate license in April. I have been working with my mentor and now business partner for nine months before taking and passing the real estate exam. My inspiration has come from my amazing family and the rewarding opportunities real estate can bring for us.

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

The most rewarding part of my job as a REALTOR® has been building relationships and getting to know great people and helping families to achieving homeownership.

What else would you like us to know about you?

I am interested in helping others and spreading the word about the great opportunities of real estate as well as the benefits to the Diversity Scholarship that I was awarded.

Questions or Comments? Contact:

Donna Shipley, Programs Director
Equal Opportunity Cultural Diversity Task Force
402-619-5551 or Donna@OmahaREALTORS.com





THANKS TO THESE REALTORS® FOR SELLING HOMES FOR US SO FAR IN 2017!

Mark Allgood	Berkshire Hathaway	Chad Blythe	CBSHOME	Annette Ryan	Nebraska Realty
Brittney Bellinger	Berkshire Hathaway	Lesa Blythe	CBSHOME	Heather VanArsdale	Nebraska Realty
Lance Cole	Berkshire Hathaway	Mary Flynn	CBSHOME	Heather Chaney	NP Dodge
Lynette Dole	Berkshire Hathaway	Kate Reeker	CBSHOME	Nicole Deprez (2)	NP Dodge
Chris Egan	Berkshire Hathaway	Brandon Robben	CBSHOME	Rod Faubion	NP Dodge
Mike Evans	Berkshire Hathaway	Durnae Schuetz	CBSHOME	Matt Filipi	NP Dodge
Don Fuller	Berkshire Hathaway	Megan Sgourakis	CBSHOME	Sue Kuhl	NP Dodge
Drew Halverson	Berkshire Hathaway	Bruce Abraham	Coldwell Banker	Gary Sleddens	NP Dodge
Joel Johnson	Berkshire Hathaway	Don Dreesen	Home RE of Columbus	Mike Story	NP Dodge
Mary Mueller	Berkshire Hathaway	Jeremy Harper	Keller Williams	Shari Thomas	NP Dodge
Shellie Nelson	Berkshire Hathaway	Jeanne Anderson	Nebraska Realty	Kristen Wehner Jacobsen	NP Dodge
Megan Owens	Berkshire Hathaway	Darla Bengston	Nebraska Realty	Derick Lewin	PJ Morgan
Ashley Sum	Berkshire Hathaway	Heather Dees	Nebraska Realty	Cara Woosley	PJ Morgan
Amanda Sway (2)	Berkshire Hathaway	Sherri Ellefson	Nebraska Realty	Kim Gehrman	RE/Max
Jennifer Torczen	Berkshire Hathaway	Dustin Hill	Nebraska Realty		
Lisa & Marlene Wyman	Berkshire Hathaway	Tim Ogle	Nebraska Realty		

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Grillin' & Chillin' at the River



Thank you to all who beat the heat with us at the 6th Annual Grillin' & Chillin' at the River event on Thursday, July 27 at Bryson's Airboat Tours in Fremont.

This RPAC fun-event featuring airboat rides, grilled food, and live music continues to be a hit among members year after year. Live music was provided by the Swampboy Blues Band.

As always, thank you to those who support RPAC. Your investments truly do make a difference!

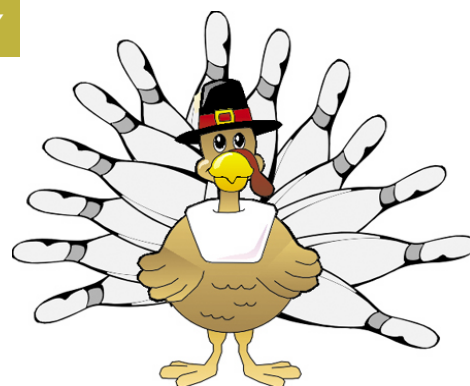


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Personals



CONGRATULATIONS to **Lindsey Krenk** of RE/MAX RESULTS on the recent birth of her son, Alexander James, born on July 5.

CONGRATULATIONS to **Shari Thomas** of NP Dodge Real Estate on the recent birth of her granddaughter, Evelyn Mae, born on June 24.

CONGRATULATIONS to **Molly Daniell** of Nebraska Realty on earning the MRP designation.

CONGRATULATIONS to **Ray Elwood** of Properties on earning the GRI Certification.

CONGRATULATIONS to **Mindy Kidney** of RE/MAX RESULTS on earning the CRS designation.

CONGRATULATIONS to **Milt Schneider** of Nebraska Realty on earning the e-PRO® certification.

CONGRATULATIONS to **April Tucker** of Nebraska Realty on earning the GRI designation.

CONDOLENCES to **Oalga Bighia** of Real Estate Specialists on the recent loss of her husband.

CONDOLENCES to **Cokie Riedmann, Mike Riedmann, and Nicole Riddle** of NP Dodge, and **Jacy Riedmann** of Amoura Products, on the recent loss of Cokie's brother, Mike's Brother-in-Law and Nicole and Jacy's Uncle.

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- July 11, 2017 MOBA BOD Meeting
- July 13, 2017 MOBA's Annual Family & Friends Night Out at Werner Park
- July 15-16 & 20-23, 2017 **MOBA Summer Parade of Homes**

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