



MAY 2020

# REview



## COMING UP

### RPAC FUNDRAISING TASKFORCE

May 4; 2:30 pm

### MLS USERS GROUP

May 6; 10:00 am

### YPN ADVISORY BOARD

May 7; 1:30 pm

### DIVERSITY COMMITTEE

March 12; 11:00 am

### SOCIAL EVENTS COMMITTEE

May 13; 10:00 am

### EDUCATION COMMITTEE

March 14; 1:00 pm

### AFFILIATES COUNCIL

May 19; 9:00 am

### GOVERNMENTAL AFFAIRS

May 20; 10:00 am

We welcome all members to join a committee meeting! Joining a meeting is easier than ever as they are currently being held on Zoom until the pandemic is over. Updates on the above meetings will be posted to social media and the online OABR Calendar.

## COVID-19 TEMPORARY MLS RULE CHANGES

Effective April 6th, 2020, there are two changes to Section 1.17 of the GPRMLS Rules. These changes are **TEMPORARY**. All GPRMLS Rules are still being enforced and are subject to the fine structures outlined in the GPRMLS Rules.



**Virtual Tour/Video vs. Virtual Open House/Showing:** A virtual tour/video is a pre-recorded video or collection of images. A Virtual Open House/Showing is a LIVE showing of the property with prospective buyers viewing remotely.

**Branded vs. Unbranded:** Unbranded virtual tours/videos and virtual open houses/showings do NOT have any contact information or reference to the listing agent or firm whereas branded virtual tours/ videos and virtual open houses/showings do reference contact information or the listing agent or firm. Only unbranded virtual tour/video and virtual open house/showing links would be temporarily allowed in the Public Remarks.

**Agent vs. Public Remarks:** Agent Remarks are the remarks to be seen by other real estate agents in the MLS whereas Public Remarks are the remarks syndicated to third-party and broker-IDX websites to be displayed for the public.

### SECTION 1.17 - I. LISTING ENTRY

**E. NO SHOW Listings:** Listings not available for showing within 7 calendar days of the list date when input in the MLS system shall be entered with the "Active, No Show" status.

1. Showing information for listings not immediately available for showing but available within 7 calendar days of the list date must be disclosed in Public and Agent Remarks.
2. Active listings, which become unavailable for showing for a period that extends beyond 7 calendar days must be updated to the "Active, No Show" status.

Continued on Page 4

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**Read the REview online!**

[OmahaREALTORS.com/review-newsletter](http://OmahaREALTORS.com/review-newsletter)

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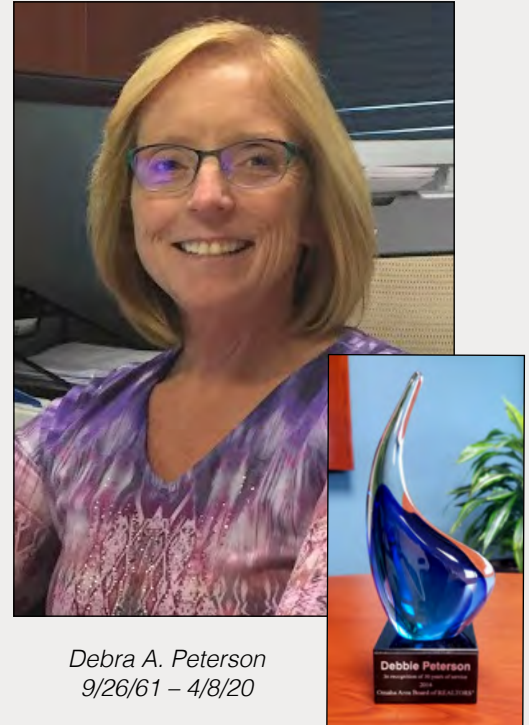
# A SAD FAREWELL

Debbie Peterson was an important part of our daily office life and it is with extreme sadness we inform you of her sudden passing on April 8, from causes yet unknown.

The OABR office staff and leadership are stunned having lost a close friend and coworker. Debbie worked at the Omaha Area Board of REALTORS® for 37 years and impacted the lives and businesses of countless REALTOR® and Affiliate members. Debbie leaves behind a true legacy of hard work and dedication. The positive responses and the outpouring of support from OABR members has been overwhelming. Everyone will miss her. For her coworkers, it will never be the same.

Debbie was born and raised in Millard, graduating from Millard High School in 1979. Debbie is survived by her best friends Murphy and Scooby; parents, Richard and Eleanor Peterson; sister and brother-in-law Linda and Ed Rohmiller along with their children and grandchildren.

A memorial service will be held at a later date. In Debbie's honor, memorials may be sent to Basset and Beagle Rescue of the Heartland, PO Box 554, Boys Town, NE 68010.



*Debra A. Peterson  
9/26/61 – 4/8/20*





*Temporary changes subject to revert after the COVID-19 pandemic crisis are outlined in red.*

3. TEMPORARY: When the seller has requested that showings be limited to the digital images or video tours available, and no physical access to the property is being granted for any showings, the property may be entered as an "Active" status listing, provided the first words in "Public Remarks" and "Agent Remarks" is "No physical access - virtual showings only." immediately followed by either (a) a direct URL link to an unbranded virtual tour/showing\*, or (b) the statement "The only available photos are included, no virtual tour available."

\* Note: currently some third-party websites, outside the control of GPRMLS, will not display listing Public Remarks that contain a URL.



## SECTION 1.17 - VI. REMARKS & ASSOCIATED DOCUMENTS

**D. Public Remarks Guidelines:** Public Remarks can contain incentives from the seller to the buyer but not incentives from the seller to agents or firms. 2/19

1. Examples of What Public Remarks cannot contain:

- a. Agent name or phone numbers
- b. Reference to lender financing
- c. Website addresses or information *with the temporary exception of unbranded links\** to the following:
  1. Virtual Tour
  2. Pre-produced Video Tour
  3. Virtual, live, and pre-scheduled Open House
- d. Builder promotion (i.e.) "sold by best builder in town"
- e. Promotion of the listing agent or listing agents firm including reference to branded virtual tours or videos
- f. Use our preferred lender and have your closing costs paid
- g. Free credit report and appraisal if you choose to use ... lender
- h. Wholesale financing rates available with purchasing this home, call for info
- i. \$5000 bonus to selling agent

# WE ARE HERE TO HELP!

**OABR Staff is providing remote member service during regular business hours.**

**Visit the latest COVID-19 resources page for REALTORS® or let us know how we can assist.**



**OMAHAREALTORS.COM/COVID-19**



# A MESSAGE FROM THE PRESIDENT

Susan Clark, 2020 President



## OUR NEW NORMAL

In a matter of days, life as we knew it has been turned upside down. Our normal is now, a new normal. Thinking back to the experience of 9/11, we had to abandon our old ways of doing things and change processes in ways we would have never imagined. Think about how you use to board an airplane prior to that day. ID, boarding passes, TSA, were all new to us, but now they are the new normal.

As I continue to think back, I land on 2008. The idea that the real estate market was going to crash was impossible to imagine, but we quickly learned new terms like foreclosure, auction, and short sale and how to navigate those types of transactions for our clients.

Now, here we are again adjusting and doing a slight pivot almost daily as we are faced with so many unknowns. It is during these times of uncertainty that we have to show up even stronger for our clients. We have to show them what it really means to be a REALTOR®! We must continue to embrace the community that we all love to serve.

I have never been more proud to call myself a REALTOR®. I am proud of all you who are showing up, in whatever way that needs to happen. I am proud of all you who are putting safety first for yourselves, your clients, your family and our community. I am proud of all the new ideas that have already come out of all this and all the ones yet to come.

Zoom has to be one of the most used words of 2020! If you are on a committee or a member of the board, you know we have not stopped meeting, we are just meeting via Zoom! If you have ever wanted to check out a committee, it is now easier than ever to join in on meeting. Email [Donna@omaharealtors.com](mailto:Donna@omaharealtors.com) to get the Zoom meeting details.

As most things have moved to online communications, we, too, are working hard to stay in touch with all of you. Like OABR on Facebook to be sure you don't miss anything! Know that the OABR staff is available and ready to help you. They are just a quick email or phone call away!

Stay positive! This too shall pass and we will all be together again soon!

- Susan Clark, 2020 OABR President

A graphic featuring three overlapping circles in shades of red and grey on a black background. To the right of the circles, the text "THIS TOO SHALL PASS." is written in large, bold, white capital letters.

**THIS TOO  
SHALL PASS.**

## DESIGNATIONS & CERTIFICATIONS

### SRES (Seniors Real Estate Specialist)

Michael Conley with Coldwell Banker REA  
 Gillian Hanus of Nebraska Realty  
 Marla Janak of BHHS Ambassador Real Estate  
 Pamela Stander of Nebraska Realty  
 Edward Swanson with Nebraska Realty  
 Candice Watkins of Unity Real Estate LLC

### ABR(Accredited Buyer Representative)

Judith Smith with E/MAX Real Estate Group

### GRI (Graduate Realtor Institute)

Dakotah Smith with Redfin Corporation

## PERSONALS

**Congratulations** to **Deda Myhre** of Nebraska Realty on the birth of her granddaughter, June Marie, born March 5, 2020.

**Condolences** to **Angela Brant** of Realty ONE Group Sterling on the recent loss of her mother.

**Condolences** to **Don Fuller** of BHHS Ambassador Real Estate on the recent loss of his brother.

**Condolences** to **Donna Shipley** of the OABR Staff on the recent loss of her mother.

**Condolences** to REALTOR® **Nico Marasco**, the Marasco family, and the friends of Ralph Marasco of BHHS Ambassador Real Estate who passed away on March 24.

**Condolences** to the friends and family of **Nancy Schizas** of NP Dodge who recently passed away.

**Condolences** to the **Brian Yeager** of Yeager Appraisal on the recent loss of his mother, **Virginia Yeager** of CENTURY 21 Century Real Estate.

**HAVE SOMETHING  
YOU'D LIKE TO SHARE?**

Contact Jodi Carper at:  
[Jodi@OmahaREALTORS.com](mailto:Jodi@OmahaREALTORS.com)

## MEMBERSHIP REPORT

See the full membership report at:  
[OmahaREALTORS.com/membership-report](http://OmahaREALTORS.com/membership-report)

MARCH ACTIVITY	MO	YTD
New REALTOR® Members	43	142
Reinstated REALTOR® Members	3	11
Resignations	12	49

MEMBERSHIP (As of March 1)	2020	2019
Designated REALTORS®	193	198
REALTOR®	2783	2588
REALTOR® Emeritus	73	67
<b>TOTAL REALTORS®</b>	<b>3049</b>	<b>2853</b>
Institute Affiliate	69	64
Affiliate	187	232
<b>TOTAL AFFILIATES</b>	<b>256</b>	<b>296</b>



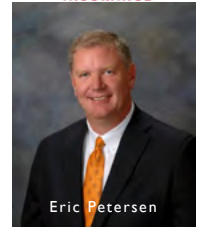
**Brent Rasmussen**  
 CMC, CRMS, CDLP, CVLS / NMLS #5918  
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 8420 W Dodge Rd Ste 113  
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*Event Info - [wcromaha.com](https://wcromaha.com)*



## VIRTUAL EVENTS

*With the current Covid-19 pandemic, we are bringing events to our membership virtually. Some events are being presented by our local board and some are being given by the National Women's Council of REALTORS®*

## NEW FACEBOOK

*This year we created a Facebook Page where we post information about our events, industry information, and more. Go to [facebook.com/wcromaha](https://facebook.com/wcromaha) and like/follow the page for the most up to date events and opportunities.*

Women's Council of  
**REALTORS®**

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## DOUBLE DIAMOND SPONSORS





# NEW! OPTIONAL ADDENDUM

**Great Plains Regional MLS has developed an Addendum Regarding Disruption of Real Estate Related Services for circumstances where a client may need to extend a closing due to the COVID-19 pandemic.**

This form is optional and was not produced with the belief that it must be used for every transaction or to take the place of a narrowly-tailored set of detailed, transaction specific terms. Please refer to your Broker's discretion for questions regarding form use or specific circumstances.

The Addendum Regarding Disruption of Real Estate Related Services is available on the GPRMLS website under MLS Forms and Docs.



**WWW.GPRMLS.COM**

## Home Standards' Updated Home Inspection Procedures

*The health of our inspectors, our clients, agents and sellers is the utmost concern for us.*



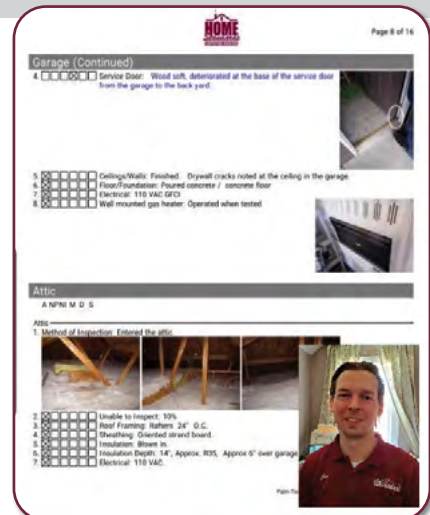
**Steve Vacha**  
President

As we adapt and respond to calls by local and national governing bodies to curtail the spread of COVID -19 we are now adopting the following procedures for home and commercial inspections:

- Inspectors will take their temperature each morning and if any symptoms are present such as a high temperature or coughing, the inspector will not report to the inspection.
- All inspectors will wear gloves, masks and protective glasses during inspections.

- We will ask that sellers not be present during the inspection. If this is not feasible, we ask they remain in one room for the majority of the inspection period.
- Inspection reports will be written offsite to limit the inspector's time in the house.
- **In person walk-throughs will not be part of the home inspection process during this time.** Walk-throughs with buyers and their agents will be conducted over the phone or by utilizing a conferencing app such as Zoom.

Hope you all stay well as we continue to serve our community.



**POST-INSPECTION ZOOM MEETING**



**HomeStandardsInspections.com**

@HouseInspecting 402-392-2020 @HomeStandards

LOCALLY OWNED & OPERATED • SATURDAY INSPECTIONS AVAILABLE



## RIGHT TOOLS. RIGHT NOW.

AVAILABLE TO REALTORS®

P

### Putting Members First With the Right Tools, Right Now.

In light of the challenges presented by COVID-19, and its impact on the real estate industry, NAR is taking steps to support members through these uncertain times.

The Right Tools, Right Now initiative, which was activated once before in 2009, makes new and existing NAR products and services available for **FREE or at significant discounts** – right now – and is available to REALTORS®.

#### The program includes products, resources and services from all areas of the Association, including:

- Webinars to help you manage your finances;
- Education courses to expand your skills;
- Timely market reports to inform your business and clients.
- Digital tools for transactions and marketing
- Resources for REALTOR® Associations

### NAR Is Funding 2 Months of Telehealth Access

In response to the current health crisis, NAR is funding 2-months of access to Members TeleHealth at no cost to our members, via the Right Tools, Right Now program.

Members TeleHealth is a telemedicine service which provides virtual access to a doctor for non-emergency medical issues. Through this plan, NAR members receive 24/7/365 access to MDLIVE, a network of over 2,300 U.S. state licensed and board-certified physicians who are professionally trained to provide treatment through smartphone, tablet, or computer.

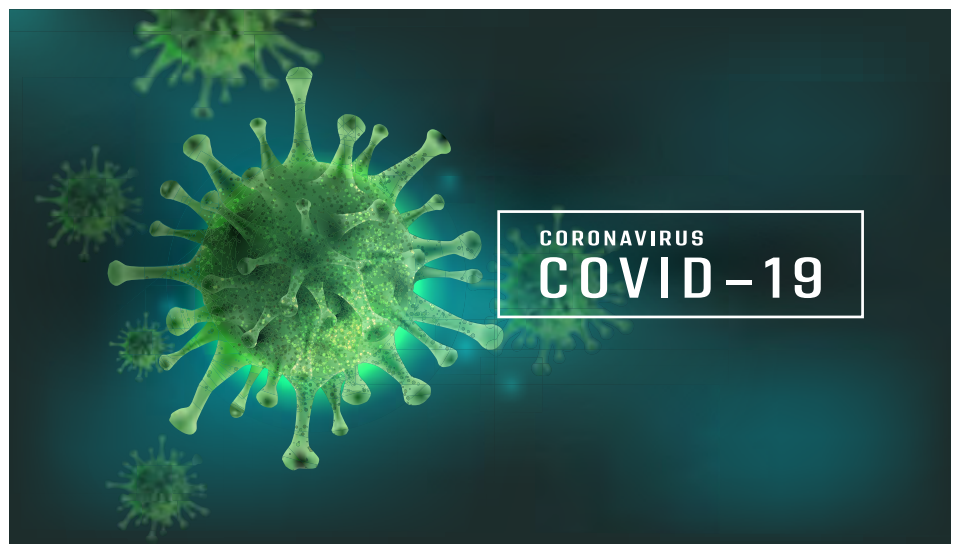
Enrollment in the NAR-funded benefit is limited, so we ask that you check first with your insurance provider, even if it's Medicare, as you may already have access to telemedicine.

**Remember: If you're sick, stay home. Members TeleHealth helps you do that. Limit your exposure, and decrease the chance of spreading illness to others.**

**FOR MORE INFO VISIT: [www.nar.realtor/right-tools-right-now](http://www.nar.realtor/right-tools-right-now)**

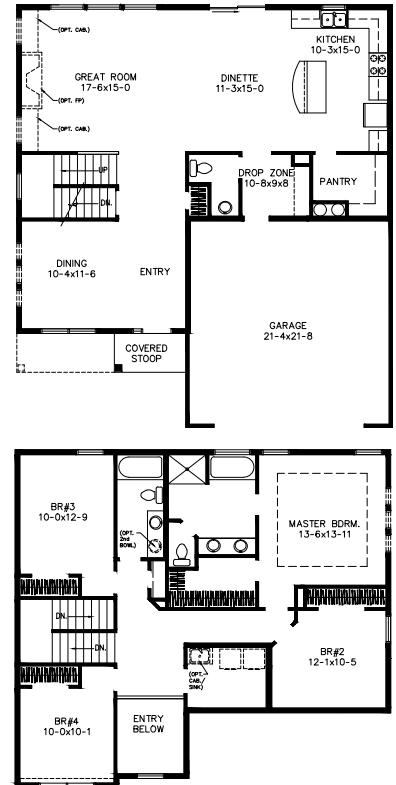
Questions related to  
COVID-19 and real  
estate?

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1-800-874-6500  
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representative who can  
help.





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# DIVERSITY SCHOLARSHIP RECIPIENT

CONGRATULATIONS, MARIA HARRIS

The Diversity Committee would like to share with you a past recipient who has made a commitment to be successful; Maria Harris of Nebraska Realty.

## Where did you grow up?

I was born and raised in Omaha.

## What Brokerage do you work for?

I currently work with Nebraska Realty,



**Maria Harris**

## What did you do before you became a REALTOR®?

I was a jack of trades before finally obtaining my real estate license. My degree is in Health Care Science, but I spent a good deal of my career working in customer service. My biggest accomplishment however was when I worked as an Operations Manager and as a Intake Specialist for a Diabetes supply center servicing diabetic patients with critical care needs.

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

I got my real estate license February 28, 2020 and it was one of the happiest days of my life. I've been pursuing my license for a few years but due to work and life in general it took me longer than I anticipated. I never lost focus on my goal, and with prayer and determination I finally accomplished it. I pursued my real estate license due to my family having a background in real estate and being fascinated by the industry. Plus I have always wanted to be an entrepreneur and work for myself!

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

Although I don't have any clients yet I know the most rewarding part of being a REALTOR® will be helping someone find their dream home!

## What else would you like us to know about you?

I'm a mom of two beautiful girls. I love animals especially dogs, and I have a Siberian Husky named Ice. If I'm not trying out a new recipe in the kitchen ten to one I'm outside working in my yard, or spending time with my family. It's the simple things in life that make it great and I try to enjoy every minute of it!



## DIVERSITY COMMITTEE

**JOIN US!**

**SECOND TUESDAY OF EACH MONTH**

**11:00 AM - 12:00 PM**

[OmahaREALTORS.com/diversity-fair-housing](https://OmahaREALTORS.com/diversity-fair-housing)

The OABR Diversity Committee promotes equal opportunity in housing and encourages diversity within the real estate industry. In support of these efforts, 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 that REALTORS® will be 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.

## AFFILIATE SPOTLIGHT

# STANDING STRONG TOGETHER

BY ERIN TRESCOTT, FIRST NATIONAL BANK OF OMAHA

### Standing Strong Together

As Coronavirus (COVID-19) continues to impact us in new and significant ways, I'd like you to know that all of us at First National Bank of Omaha (FNBO) share your concerns. The health and safety of our customers, employees and the communities we serve have always been top priorities for FNBO. We are committed to meeting your clients' mortgage financial needs and we want to help you and your clients navigate these uncertain times.

### Staying Connected...

Real estate is a business based on the service of taking care of your clients' needs and solving their problems before your own. If there has ever been an important time to keep this in mind, it's now.

As people around the planet are bearing down and sheltering in place, REALTORS® are left wondering how they can conduct their business. Those who have seen success have done so by returning to the fundamentals of being a REALTOR®: putting themselves in their clients' shoes.

Just like you, people around the country are feeling isolated and are worried about how they're going to get through the coming weeks. Many REALTORS® are using videos to maintain face-to-face relationships with their clients in an effort to curb that isolation.

### Staying Connected with your Lending Partners...

For lending, for the most part, things are business as usual, with a few exceptions thrown in the mix. Here are a few things to know when working with lenders:

-This is a great time for motivated buyers to make their move. Lenders are still lending to those looking for it, and flexible buyers will have luck finding a home and receiving a loan right now.

Home loans are still closing. However, appraisals are taking longer timeframes and some companies have been able to move to exterior only appraisals for the safety of all parties. Because of the changing nature of this market, it may be safer to tell clients to expect them to be closed closer to 45 days.

Communication with your lender is key, especially if your client becomes furloughed or adds another line of debt, for instance. Keep lenders informed of the changes that are happening in clients' lives that may impact the loan.

Some lenders have made changes to some loan programs but not all are the same changes. Touch base with your partners so you know if a program changed for you clients.

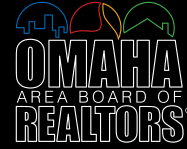


**ERIN TRESCOTT**

402.981.2011

etrescott@fnni.com

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Questions? Contact Donna Shipley  
Donna@OmahaREALTORS.com or 402-619-5551

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\* ALL INFORMATION GATHERED BY THE  
NATIONAL ASSOCIATION OF REALTORS®



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THE OPTION OF RESPONDING



ONLINE



BY MAIL



BY PHONE

THE CENSUS BUREAU WILL NEVER ASK FOR

- ✗ Social security numbers
- ✗ Bank/credit card account numbers
- ✗ Political party information
- ✗ Donations



**Joe Dobrovolsky**  
V.P. Mortgage Lender  
NMLS #445889

### Equitable Bank

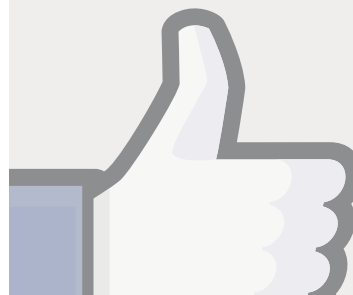
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- Bath additions
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  - Faucet & tub repair
  - Excavation services
  - Pipe repair
- Washer & dryer connections
  - Frozen and broken pipe repair
  - Water & sewer line replacements
  - Shower pan replacements

**Addendum Estimates Done for Free**



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Homes • Villas • Townhomes



Kaleen Anson



Ileana Carlson



Sherri Daly



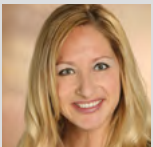
Ericka Heidvogel



Shelley Hourigan



Don Igo



Monica Lang



David Lee



Luke Lofgren



Leslie Petersen



Kurt Pfeffer



Jane Ploughman



Cris Polsley



Gary Price



Scott Rosenthal



Tammy Smart



Karen Stansberry



Tiffany Stanton



Carol Teggart

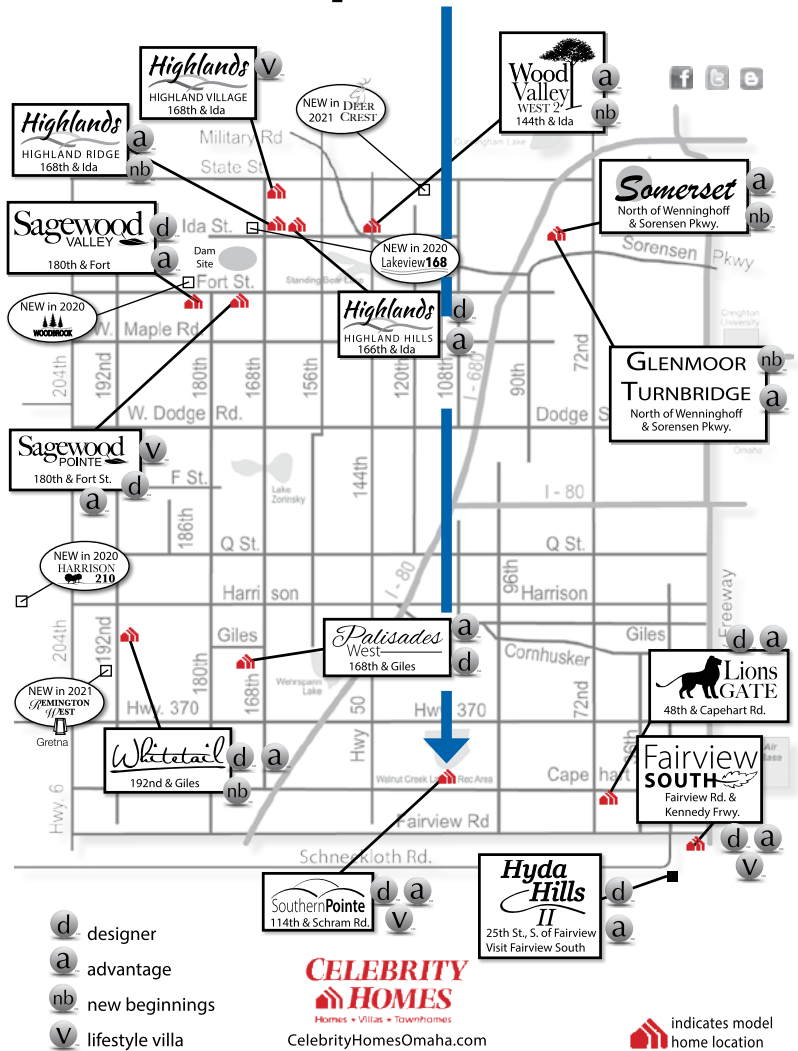


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## NEBRASKA REALTORS® ASSOCIATION 103rd Annual Convention & Exhibition

**August 31 - September 3, 2020**  
**La Vista Conference Center**

- **CE & CAT Opportunities**
- **Committee Meetings**
- **REALTOR®-of-the-Year**
- **YPN Networking Social**
- **President's Hospitality**
- **Exhibition & Reception**

**More info at [NebraskaREALTORS.com](http://NebraskaREALTORS.com)**

## NRA SCHOLARSHIP OPPORTUNITY

Do you have a family member pursuing a degree in Business Administration or Construction Management? Are they a student at UNK, UNL or UNO? If so, they are eligible to apply for the **Nebraska REALTORS® Association Past President's Scholarship!**

### Qualification Criteria

- A college junior or senior in good standing for the academic year scholarship is received. - or - A post-graduate student in good standing seeking an advanced degree.
- If a college junior or senior undergraduate: Enrolled as a full-time student at one of the University of Nebraska campuses.
- Working toward a degree in Business Administration or Construction Management.

Additionally, all finalists are required to attend a personal interview as part of the selection process.

**Contact the Nebraska REALTORS® Association to apply. Deadline is May 31, 2020.**

## GO-ASHI Greater Omaha Chapter American Society of Home Inspectors

The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession. The members of GO-ASHI promote this mission through continued education provided at our monthly meetings.



### Current Membership

Jon Vacha ACI (President) - Home Standards Inspection Services  
Tim Krof ACI (Vice President) - Home Standards Inspection Services  
Steve Marten ACI (Treasurer) - Homespec Property Inspections  
Mike Frerichs ACI (Secretary) - Home Buyers Protection Co  
Ahlvers, Chad ACI - Cornerstone Property Inspections  
Byrd, Mark ACI - Accurate Building Inspection  
Carney, Dominic - Home Buyers Protection Co  
Crnkovich, Rick ACI - Heritage Home Services, Inc  
Duckett, Steve - Midwest Inspection & Testing, LLC  
Eggenburg, John, ACI Surehome Inspection Services  
Fisher, Jessie - Home Standards Inspection Services  
Gaskin, Paul, ACI - Gaskin Property Inspections  
Pachunka, Paul - Home Standards Inspection Services  
Petersen, Bret ACI - Home Buyers Protection Co  
Ruel, Forrest - Home Standards Inspection Services  
Simmerman, Brent ACI - Midlands Home Inspections, Inc  
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\*ACI denotes ASHI Certified Inspector



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