



JULY 2020

REview



COMING UP

EDUCATION COMMITTEE

July 9; 1:00 pm

MLS ELECTION MEETING

July 13; 10:00 am

RPAC FUNDRAISING TASK FORCE

July 13; 2:30 pm

SOCIAL EVENTS COMMITTEE

July 15; 9:00 am

AFFILIATES COUNCIL

July 21; 9:00 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.

No Show Status FAQ

WHY ARE “NO SHOW” LISTINGS NOT SHOWING UP IN MY RESIDENTIAL SEARCH?

If you're running a full Residential search for “All Active” listings, including “No Show” listings but there aren't any “No Show” listings appearing, double check that the “Listing Visibility Type” field in your criteria has “No Show” selected. While it may seem redundant, the “Listing Visibility Type” serves important functions for the “No Show” status. It allows “No Show” listings to NOT accumulate Days on Market, it prevents “No Show” listing from syndicating to any IDX or third-party websites and prevents the listing from going out in auto-notifications while in the “No Show” status. The Quick Search on the Homepage of Paragon and the Power Search bar at the top of Paragon will both display all results, including “No Show” listings, however for full searches with more detailed criteria, to display “No Show” listings, the “Listing Visibility Type” must include “No Show”.

Listing Visibility Type



WHY IS MY LISTING NOT APPEARING IN THE MARKET MONITOR WHEN THE STATUS CHANGED FROM “NO SHOW” TO “NEW”?

The Market Monitor displays listings based on Input Date. Your listing would appear in the Market Monitor when it was input even if it is in the “No Show” status. Listings that change status would still appear in any Hot Sheet Reports where Status Change is selected as criteria.

CAN “NO SHOW” LISTINGS BE PUT DIRECTLY TO “PENDING” STATUS IN THE MLS?

It is possible for “No Show” listings to go directly to “Pending” status to accommodate accepted sight unseen offers or similar situations. For specific contract acceptance



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Read the REview online!

OmahaREALTORS.com/review-newsletter

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COMMUNITY. COMMUNITY. COMMUNITY.



OMAHA
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Home Standards' Updated Home Inspection Procedures

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

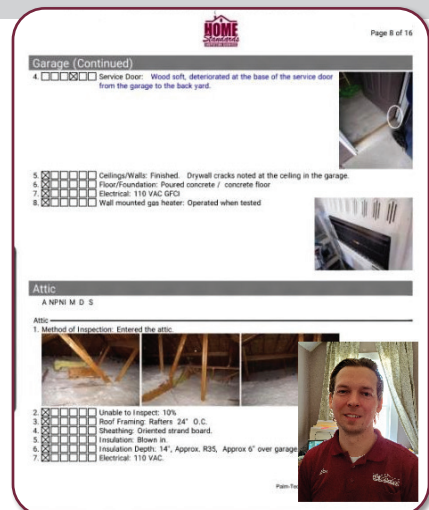


Steve Vacha
President

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

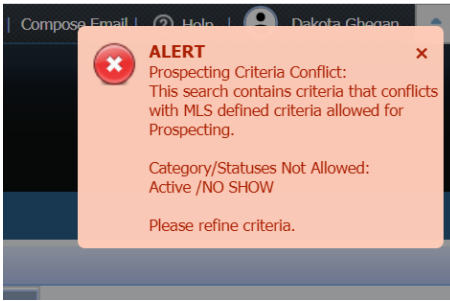


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questions please contact your broker, manager or the Nebraska Real Estate Commission.

WHY ARE MY SAVED SEARCHES FOR CLIENTS GIVING ME AN ERROR FOR “ALL ACTIVE” LISTINGS?

- If you are seeing the Prospecting Criteria Conflict Alert and are unable to save a search for a client it is because you have a form of “No Show” criteria in the search. This alert is triggered because “No Show” listings cannot be set up for Saved Searches. To address this Alert you will need to update criteria in two

fields: the “Status Field” and the “Listing Visibility Field”.

- In the Status field ensure that “All Active” or “No Show” are not selected. If “All Active” or “No Show” is selected your search will include “No Show” listings leading to this error. To adjust your status criteria, click on the magnifying glass next to the status field and select only the relevant active statuses. Options include, “Active”, “New”, “Extended”, “Back on Market”, “Increase” and “Decrease”.
- Next check the “Listing Visibility Type” Field to ensure “Active” is the only option showing. Once these two fields have been verified, and updated if necessary, you will be able to save the search.

WE ARE HERE TO HELP!

OABR Staff is providing service during regular business hours.

Contact us! Pick-up / drop-off front door service available.



OMAHAREALTORS.COM/CONTACT-US

A MESSAGE FROM THE PRESIDENT

Susan Clark, 2020 President



HAPPY SUMMER!

I hope you are making time to enjoy the fun of Summer! Of all the seasons, Summer is my favorite. I think it goes back to my childhood and all the freedoms that Summers allowed me, but today, I love a good BBQ with family and friends, relaxing by the pool and several outdoor activities with the sun shining! I encourage you to block out some time on your calendar soon to do one of your favorite summer activities.

We are continuing to keep the safety conversations going! You received an email a few weeks back about some new safety concerns we are starting to see as some people are using COVID as a way to do new scams. Please be sure you are keeping informed. Following any suspicious incident, members (or their clients) should contact the Omaha Police Department and report the facts, even if it is not personally threatening at the moment. Call 402-444-4877, or <https://police.cityofomaha.org/incident-form> to complete a web form. These reports are monitored 24/7. Text, email, or other internet-based scams, can be reported at: <https://www.ic3.gov/complaint/default.aspx>.

When everyone cooperates, the police are able to tie incidents together and possibly identify individuals perpetrating the scam. Without the report, they have nothing. Law enforcement has emphasized to us that your reports are important. The information can then be channeled to the right individual within the department, or across the region. As always, anytime you are immediately threatened, or even if you just feel uneasy about a situation you are in, please call 9-1-1. Keeping REALTORS® safe is paramount for us. For more safety info, go to: omaharealtors.com/safety.

The Nebraska REALTORS® Association has created a COVID-19 toolkit for members. The toolkit includes several resources for you to review and use. Visit <https://www.nebraskarealtors.com/9-home-member-category/431-corona-virus.html> to access and start using!

We have some events coming up! Yes! You read that right! The **NRA 103rd Annual Convention** is a go! August 31-September 3 at the La Vista Conference center. CE opportunities, committee meetings, and lots of (extremely missed) networking! AND the **OABR 135th Installation and Awards Ceremony** on August 24th at the Scouler Ballroom at 2027 Dodge Street. This is easily one of my favorite events of the year!

We are beginning the process of safely getting back together! Please be patient as we work out the all details. The board, all committees and the OABR staff remain committed to serving all of you. We encourage you to connect with us anytime!

- Susan Clark, 2020 President



WORK TOGETHER.
STAY SAFE.

DESIGNATIONS

Suzanne Reed, eXp Realty, Seniors Real Estate Specialist, (SRES)

CERTIFICATIONS

Anthony Cruse, Nebraska Realty - Price Strategy Advisor Certification (PSA)

Jean Mahoney, Realty ONE Group Sterling, At Home With Diversity Certification (AHWD) and Military Relocation Professional Certification (MRP)

Henry Kammandel, NextHome Signature Real Estate, NAR Commitment to Excellence (C2EX)

BJ Burrows, Burrows Tracts Real Estate, Price Strategy Advisor Certification (PSA)

Jennifer Bixby, Don Peterson & Associates RE, NAR Commitment to Excellence (C2EX)

Milt Schneider, Nebraska Realty, At Home With Diversity Certification (AHWD)

Tara Legenza, BHHS Ambassador Real Estate, Pricing Strategy Advisor (PSA)

Gary Baumert, Pricing Strategy Advisory, (PSA)

Kimberly Mathias, NP Dodge Real Estate Sales, Pricing Strategy Advisor (PSA)

Coleen Riedmann, NP Dodge Real Estate Sales, ePro Certification

Todd Walkenhorst, Keller Williams Greater Omaha, e-Pro Certification

Chad Phelps, Nebraska Realty, e-Pro Certification and Pricing Strategy Advisor (PSA)

PERSONALS

Condolences to the friends and family of **Ileane Carlson** of Celebrity Homes who recently passed away.

Condolences to the friends and family of **Jackob Hinkle** of BHHS Ambassador Real Estate who recently passed away.

Condolences to the friends and family of **Dawn Walkenhorst** of Keller Williams Greater Omaha who recently passed away.

MEMBERSHIP REPORT

See the full membership report at:
OmahaREALTORS.com/membership-report

JUNE ACTIVITY	MO	YTD
New REALTOR® Members	49	214
Reinstated REALTOR® Members	N/A	15
Resignations	12	84

MEMBERSHIP (As of June 1)	2020	2019
Designated REALTORS®	197	197
REALTOR®	2826	2669
REALTOR® Emeritus	74	68
TOTAL REALTORS®	3131	2963
Institute Affiliate	69	63
Affiliate	188	223
TOTAL AFFILIATES	257	286

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SAVE THE DATE FOR
OMAHA AREA BOARD OF REALTORS® 135TH ANNUAL
Installation & Awards Ceremony



INTRODUCING INCOMING 2021 PRESIDENT

Bill Swanson

August 24th
5:30 PM

Scoular Ballroom
2027 DODGE STREET

REGISTER ONLINE: WWW.OMAHAREALTORS.COM/INAUGURAL





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Event Info - wcromaha.com

Beverly Carter
FOUNDATION

AUG 13 | LUNCH

Carl Carter Jr. will be delivering the powerful presentation "Your Safety is Non-Negotiable: The Beverly Carter Story." An impactful combination of harrowing details involving his mother's story and practical industry anecdotes and takeaways.

AUG 25 | GOLF

We can't wait to be able to gather and network at our annual golf event. Make sure to get your team signed up for what is sure to be a fantastic day out on the green!



DOUBLE DIAMOND SPONSORS



HOW TO INCREASE AFRICAN-AMERICAN HOMEOWNERSHIP

JUNE 17, 2020

The interest in homebuying is strong as reflected in the surge in mortgage applications to buy a home. However, there is not enough supply to meet demand.

Though housing starts in May recovered slightly from the prior month, this marks two consecutive months of depressed levels – down by more than 20% from one year ago – due to the disruption from the economic lockdown. Significant growth in new home construction, however, is required in the upcoming months and possibly even stretching into the next three years.

Before the pandemic, America faced a housing shortage of around 5 to 6 million homes due to multiple years of underproduction of new homes. Now, in the middle of 2020, the housing shortage has intensified. Consequently, home prices will be pushed higher thereby making ownership opportunities for first-time buyers more difficult. More homes need to be built.

With much of the nation's attention currently focused on combating racial inequality, particularly as it relates to African-Americans, the following five-point plan would increase the number of African-American homeowners and help close the persistent gap in homeownership rates between whites and African-Americans:

Build more homes to increase supply: The lack of housing supply makes converting from renting to owning very difficult. The lack of viable purchase options and resulting competition rapidly push up home prices, precluding some potential first-time buyers from entering the market.

Build more homes in Opportunity Zones: NAR strongly supports Opportunity Zones as a means by which to invest in the revitalization of economically-distressed areas.

Increase access to down payment assistance: Saving for a down payment can be the biggest hurdle for renters wanting to become homeowners. In recent years, a growing number of first-time buyers received help from family members with their down payments. However, due to historical gaps in accessing and accumulating wealth, it's much more difficult for African-Americans to obtain substantial financial assistance from family members. Therefore, increased access to federal down payment assistance based on a certain income threshold is vital, particularly for African-Americans.

Strengthen FHA's loan program: FHA loans have been an important source of financing for first-time buyers and minority households. Shifting federal dollars to strengthen the FHA program could lower mortgage insurance premiums and monthly mortgage payments.

Expand alternative credit scoring models: Expanding credit scoring models to include rent and utilities payments – and thereby adding more positive payment histories to better demonstrate financial responsibility – can help increase homeownership opportunities for minority and first-time buyers.

The National Association of REALTORS® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.



“THANK YOU” for Serving!

With the COVID-19 pandemic affecting so many people, we are *expanding* our \$1000 Military and First Responder discount to *include* medical professionals who deal with COVID-19 on a daily basis.

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Models Open: Mon–Thurs: 2-6pm • Fri–Sun: 12-5pm

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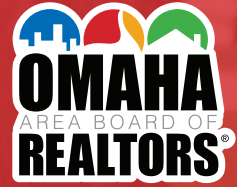


Charleston
Homes



IT'S TIME TO PAY ANNUAL DUES!

Due August 15



Dues statements for the 2020 fiscal year are now being mailed. Member dues must be paid by August 15, 2020 or a 10% late payment fee will be assessed. Payments can be made online at OmahaREALTORS.com by using your MLS login ID and password. Specific instructions are located on the back side of the dues statement. REALTOR® dues are collected for all three levels of the REALTOR® organization.

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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

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A MESSAGE FROM NAR PRESIDENT

VINCE MALTA, 2020 PRESIDENT

The shocking, senseless death of George Floyd is tragic. Our deepest sympathies are with the Floyd family and other families who understand and feel this pain and grief. Our neighbors in the communities where we work and live across America should feel safe and free from discrimination.

As longtime champions of fair housing, equality and inclusion are among NAR's most cherished values. NAR is committed to leading the way on policies that address racial injustice and that build safe and inclusive communities. Building the future begins with equal access to housing and opportunity for all.

We appreciate all you do as REALTORS® to listen, learn, and work with others to be a part of the solution. As leaders in your communities, America's 1.4 million REALTORS® are active participants in promoting equality, inclusion, and acceptance. We welcome your input and thoughts on how we can improve our communities together.



VINCE MALTA

Vince Malta
2020 President
National Association of REALTORS®

DIVERSITY & FAIR HOUSING

The Board values and seeks a diverse membership. There are no barriers to full participation in the organization on the basis of race, color, national origin, religion, sex, sexual orientation, marital status, age, disability, ancestry or familial status. The Board also encourages equal opportunity practices among its members.



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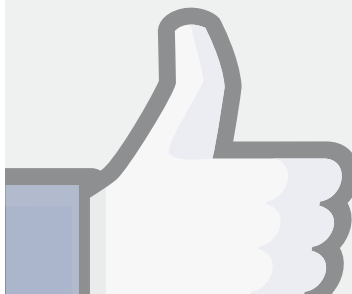
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TAKE THE NRA C2EX CHALLENGE

You can lead the way.

Any member in good standing who completes the C2EX program from NAR by October 31, 2020 will be entered into a drawing for a \$50 gift card from the Nebraska REALTORS® Association. Five winners will be chosen at random the first week of November.

COMPLIMENT TO YOUR PROFESSIONAL SERVICE

- Professional
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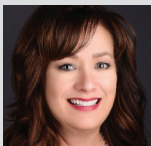
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Kurt Pfeffer



Jane Ploughman



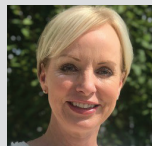
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What is your favorite restaurant?

Leadbelly for sure! I've been 67 times and ordered the Raspberry Beret 67 times. It's a peanut butter and jelly burger with bacon.

How have you given back to your community or industry? I try to spend a portion of each day giving back to my clients. Whether its a personal note, thank you card, gift card, phone call, pop by, etc. I want to brighten my clients days. It's important to me that they know how much they are cared for.

What do you love most about your career? The income a person generates is directly and proportionally tied to how well they communicate to others they care about them and their best interests. What a novel business to be in!



ERIN TRESCOTT

FIRST NATIONAL BANK OF OMAHA

Tell us about your family.

I have two amazing kids! Piper is 10 and love theater dance and Girl Scouts. Eli is now 7 and loves tae kwon do, Boy Scouts, and basketball. We are an amazing trio!

What would you do in life if you knew you couldn't fail?

I would love to help and study the environment and especially birds of prey.

How have you given back to your community or industry?

I volunteer as much as I can. I am the President of my home owners association. I am a Girl Scout troop leader. And I volunteer with the local food pantry and Habitat with Humanity!

What do you love most about your career?

The people!

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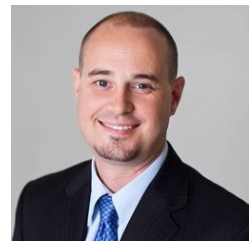
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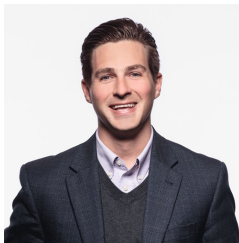
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DAKOTAH SMITH



BILL SWANSON



JULIE TARTAGLIA

Questions about **RPAC?** *Ask us!*

Bill Swanson
402-679-6566
Bill.Swanson@CBSHome.com

Doug Dohse
402-598-0420
Doug.Dohse@BHHSamb.com

What is **RPAC?**

RPAC is voluntary political action committee whose membership consists of REALTORS® and Affiliates interested in actively and effectively protecting the real estate industry and the dream of homeownership by participating in government affairs at the local, state and federal levels.



OmahaREALTORS.com/RPAC



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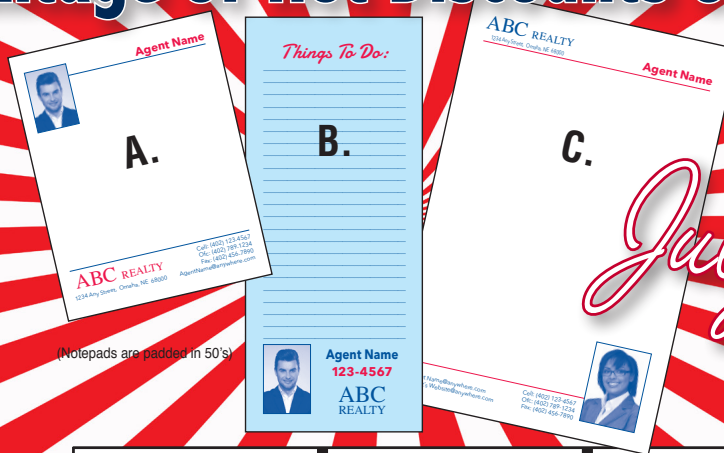
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B. 3 5/8 x 8 1/2	60.00	86.00	164.00	96.00	125.00	207.00	189.00	296.00	539.00
C. 5 1/2 x 8 1/2	67.00	105.00	210.00	104.00	143.00	251.00	247.00	361.00	672.00

For Online Orders, Use Coupon Code: **July2020** (Expires July 31st 2020)