

May 2024



REVIEW

Omaha Area Board of REALTORS®



REVIEW

A MESSAGE FROM THE PRESIDENT

MAY FLOWERS, ALREADY?

May is a fantastic month with longer days that energize me. I enjoy evening showings with the sun going down later each day. To all our REALTOR® moms, Happy Mother's Day!

I hope you attended the **Nebraska REALTORS® Association State Convention** in April. There were great meetings, many timely topics to discuss, real estate education, luncheons, and other fun events, including a large expo hall.

I have several takeaways from Building an Ethical AI-Driven Real Estate Industry. I am amazed at the advancements of AI in our industry. I am embracing AI right now, but there's more to come, and I have so much more to learn.

National speaker Carl Carter spoke about his mother, Beverly Carter, and her tragic kidnapping and death while showing a property in 2014. Carl reminds us that this is an industry where we must constantly be aware of our surroundings. Remember, if you ever feel you might be in immediate danger, call 9-1-1. Even if you only feel uneasy, it's better to be safe. And, of course, NEVER meet unknown customers alone.

Congratulations to Connie Burleigh of Lincoln, who was presented with the **Nebraska REALTOR®-of-the-Year award!**

The Omaha Area Board of REALTORS® has excellent educational opportunities on the calendar – everything from **Good Contracts / Bad Contracts** to the **MLS Tuesday training sessions**. I'm incredibly excited about the **Accredited Buyer Representative (ABR) Designation two-day course** being offered on June 6th and June 12th – it will net you 12 CE credits plus push you to the end line for your ABR Designation!

I hope to see you at The **OABR Annual Golf Outing** on May 13th. Our Affiliate members organize this opportunity for you to relax with your industry friends and perhaps work on your golf swing, too! More importantly, there will be a number of our spectacular Affiliates onsite. But even if you can't golf this year, always remember to Think Affiliates First!

Memorial Day wraps up the month, honoring America's military men and women who sacrificed everything for our country. The nation is forever indebted to you.

I'm very proud of our country and our industry. When you read this, thousands of REALTORS® will be traveling to our nation's Capitol for the National Association of REALTORS® Legislative Meetings. This trip allows our industry to be a voice for private property rights and the real estate business in general. Due to your support of RPAC, our congressional representatives are opening their doors and listening to REALTOR® concerns.

Best Wishes
Denise Poppen,
OABR 2024 President



HAYDEN HOUSE
University of Nebraska Omaha Campus
PHOTOGRAPH BY SHUTTERSTOCK

OMAHA AREA BOARD OF REALTORS® 2024 BOARD OF DIRECTORS

President
Denise Poppen

President Elect
Jessica Sawyer

Secretary/Treasurer
Brad Fricke

Directors
Jill Anderson
Darla Bengtson
Charles Chadwick
Mike McGlynn
Kyle Schulze
Angel Starks
Ervin Youmans

Immediate Past President
Crystal Archer

2024 WCR Omaha Chapter President
Sarina McNeel

2024 Affiliates Council President
Melanie Doeschot

2024 GPRMLS, Inc. Chair
Jill Anderson

**GPRMLS, INC 2024
BOARD OF DIRECTORS**
Chair
Jill Anderson

Vice Chair
Henry Kammandel

Secretary/Treasurer
Susan Clark

Directors
Andy Alloway
Tammy Moos
Lisa Ritter
Tom Simmons
Scott Vogt

**OMAHA AREA BOARD OF
REALTORS® ASSOCIATION STAFF**
Chief Executive Officer
Doug Rothhaus

Programs Director
Donna Shipley

Membership & Accounts
Patty Colombe
Aimee Jensen

Keybox System Manager
Julissa Gonzalez

Marketing & Events
Jordan Forbes

Graphic Design
Tyler Miller

Writer
Melissa McElroy

Member Services Coordinator
Monica Bayles

Governmental Affairs Director
Perre Neilan

**GREAT PLAINS REGIONAL
MLS STAFF**
MLS Operations Manager
Denise Mecseji

MLS Compliance Administrator
Beth Powers

**MLS Data & Customer
Support Administrator**
Renee Westphal

**MLS Customer Training
& Support Administrator**
Jaycee Miller

The views and opinions expressed in REALTOR® REview are not necessarily those of the Board of Directors of the Omaha Area Board of REALTORS® or Great Plains REALTORS® MLS, Inc. All rights reserved. ©2023. Original material may be reproduced with proper credit. 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, religion, sex handicap, familial status, national origin, sexual orientation, or gender identity.



Code of Ethics Training Course #0985R

12
JULY

MEET YOUR CODE OF ETHICS REQUIREMENT

The National Association of REALTORS® requires completion of ethics training by all members every three years.

The next deadline is December 31, 2024.

\$25 MEMBERS / \$50 NONMEMBERS (Proceeds to RPAC) • 9:00 AM - 12:00 PM • Register at omharealtors.com/code_of_ethics_training



Contributions are not deductible for federal income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. The National Association of REALTORS® and its state and local associations will not favor or disadvantage any member because of the amount contributed or decision not to contribute. You may refuse to contribute without reprisal.

INSURANCE COSTS IMPACTING NEBRASKA HOME OWNERS

WRITTEN BY MELISSA MCELROY

Soaring insurance rates and surging property taxes have some Nebraska households feeling the pinch. The average homeowner may suffer sticker shock once they open their next homeowners insurance premium statement. In addition to increasing property taxes, some insurance policies will nearly double.

Farmers Insurance Agency owner, Eric Petersen, said, "At the end of the day, Insurance Companies must be solvent. They need the reserves to pay claims, and large weather events or other catastrophes challenge an insurance company's bottom line. There are years when property insurance companies pay out \$1.20 for every \$1.00 they bring in premiums. Any company cannot survive if their P and L looks like that."

Petersen added, "Yes, companies must have reserves, but if they deplete reserves too far, they run the risk of having inadequate capital. They need to take action. First, raise rates though it takes time to earn all of that premium. Second, stop taking in any new business. If you are losing money for every

policy on the books, don't put any new ones on the books! Third, try to re-underwrite their books of business by non-renewing the worst risks and trying to keep their best risks."

Ellerbrock-Norris CEO Andy Bassett visited the Omaha Area Board of REALTORS® Governmental Affairs Committee on March 20 to explain what they are seeing and why the rates have soared. He said extreme weather is a significant factor. Extreme weather in Nebraska has left billions of dollars in property damage in its wake. Multiple billion-dollar storms in 2023 resulted in the insurance industry having another year in the red after several years of losses.

Some high-risk states, such as Florida and California, are becoming uninsurable as extreme weather conditions become the norm. Many insurers have stopped doing business in those states. A new Redfin-commissioned survey conducted by Qualtrics reported disruptions in coverage, which included termination of policies by insurers.

Nebraska is also experiencing prolonged

storm seasons. According to Bassett, "hail season" used to run from about March until August but now extends beyond that time frame. A billion-dollar hailstorm rocked Central Nebraska in December.

The rising costs of materials and labor have also impacted insurance costs. According to Bassett, the increased cost of insurance repairs creates rising costs for policyholders. Watch for higher premiums, higher deductibles, and less coverage.

"Because of the strain on insurance companies and a lack of profitability, underwriters will take a closer look at each risk," Bassett explained. "It might become harder for people to buy insurance."

He gave the example of a homeowner living in a home for years, paying reasonable insurance rates without any issues, then selling that same home to a new homeowner, who might be unable to find an affordable policy due to tighter underwriting. They might have to explore non-standard options, which tend to be more expensive.

Bassett explained that insurance companies are evaluating how property claims are handled and moving towards paying the cash value of the damaged property versus the replacement cost. He used the example of a home's roof. In the past, regardless of the roof's age, the insurance company would pay for a brand-new roof when there was a weather-related claim. Now, they are considering the age and expected lifespan of the roof. If you had a 30-year guarantee on a 15-year-old roof, the insurance company might pay for only half of the new roof.

This, of course, concerns loan underwriters and adds a hurdle for small-downpayment loans. In addition to the higher premiums and higher deductibles, homeowners might have to foot a more significant part of the replacement cost. Policyholders will need to increase their emergency fund for out-of-pocket expenses.

Services Offered:

- Video pipe inspections
- Pipe locating
- Drain cleaning
- Excavation services
- Water heater installation
- Winterizing/de-winterizing
- Faucet repairs
- Gas piping
- Sump pumps
- Bathroom remodels
- Bath additions
- Disposals
- Faucet & tub repair
- Excavation services
- Sprinkler repair
- Washer & dryer connections
- Frozen and broken pipe repair
- Water & sewer line replacements
- Shower pan replacements
- Salt-free water softener



PLUMBING TODAY LLC
RESIDENTIAL & COMMERCIAL PLUMBING SOLUTIONS

402-933-8835

www.OmahaPlumbingSolutions.com

Free Estimates

**Protect Your Investment
From this Happening!**



**PreSale
Sewer
Scope**

**ONLY
\$129**

BEST PRICE GUARANTEE!

PRICE BEAT GUARANTEE

**WE WILL BEAT ANY COMPETITORS
SEWER REPAIR OR REPLACEMENT BID BY \$500**



SAVE \$500

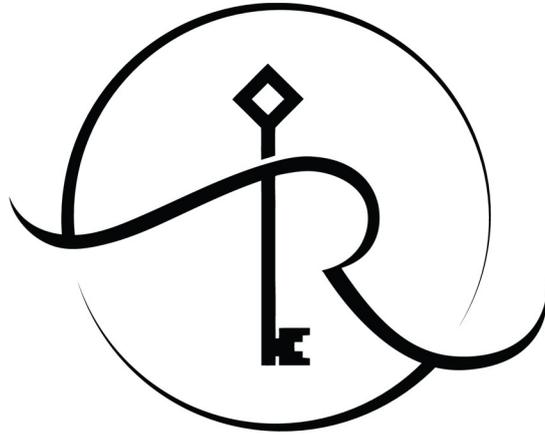
Valid Thru
7/31/2024

**\$10
OFF
ANY
SERVICE
CALL!**

Valid Thru 7/31/2024

402-933-8835 | www.OmahaPlumbingSolutions.com

20+ years
of Mortgage
Experience
& 21 Recent
5-star
Reviews



Cindy Kinsler
Mortgage & Home
Loan Specialist
402-214-1068
10373 Pacific St
Omaha, NE 68114

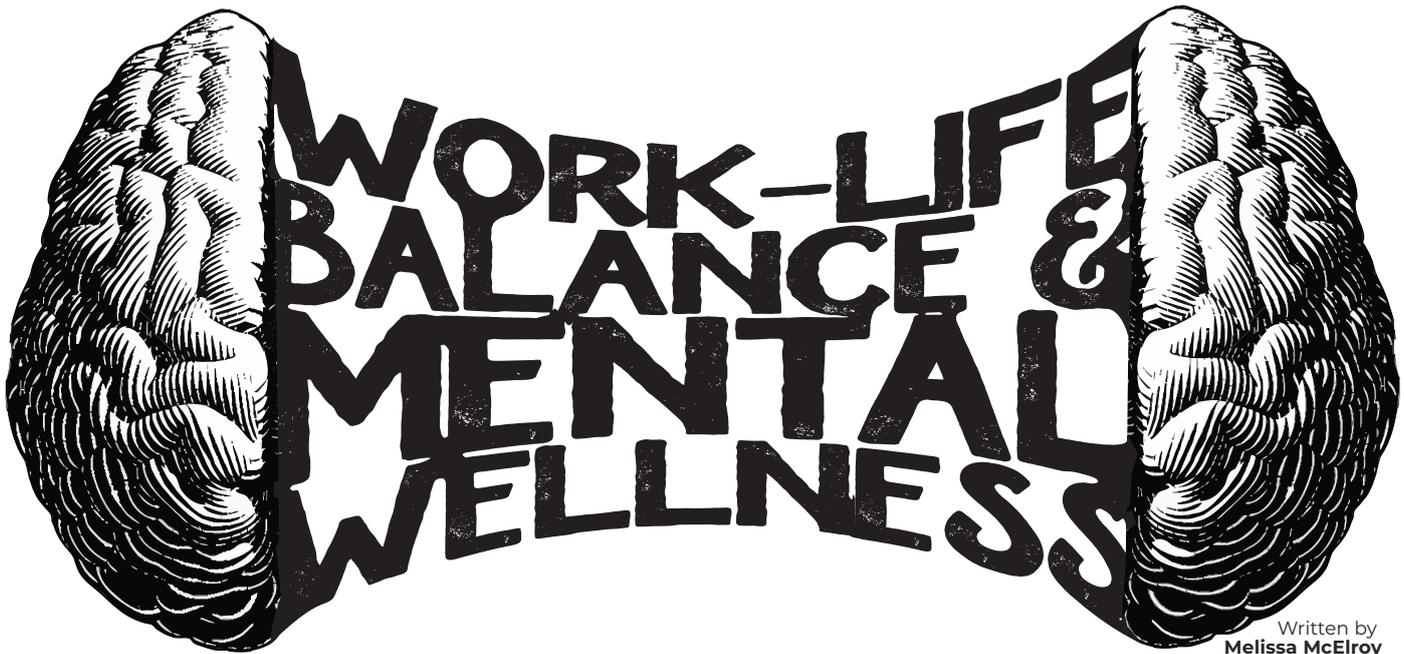
Results Mortgage

NMLS ID#325905 RESULTS MORTGAGE ID #2470439

**MORTGAGE SHOULDN'T BE
ONE SIZE FITS ALL**



Your clients deserve the **RED CARPET SERVICE** not the **RED TAPE**



Written by
Melissa McElroy

May ushers in Mental Health Awareness Month, a campaign established in 1949 to raise awareness about mental health wellness. An estimated one in five Americans suffer from a mental illness at some point.

According to Psychologist Dr. Emma Topf, “The effectiveness of this month lies in raising awareness at a societal level, increasing access to resources and support, and fostering conversations that promote empathy and acceptance. The intended outcomes include greater support for individuals struggling with mental health challenges, and ultimately, a healthier and more compassionate approach to mental well-being in communities.”

Another intended outcome is improved mental health literacy. The CDC defines mental health literacy as “Knowing how to develop and maintain good mental health; Reducing stigma, or negative attitudes and beliefs, about mental distress and mental illness; Being aware of common mental health disorders and how they can be treated; and Knowing how to get help for mental health concerns.”

“Mental Health Awareness Month also strives to advocate for policy changes that prioritize mental health services and support, aiming to create a more inclusive and supportive environment for individuals living with mental health conditions,” Dr. Topf said.

One consistent hurdle is accessing resources, especially in rural communities. Some insurance policies don’t cover mental health practitioners or only cover a portion. There are also often long waiting lists for those seeking care.

According to Dr. Topf, prioritizing a work-life balance is crucial to wellness. This includes scheduling personal time to recuperate from the stresses of life. Spending time with family and friends, pursuing hobbies, and going on getaways can help rebalance and recharge

both mentally and physically. Additionally, “setting boundaries for yourself and others can help individuals manage and prevent burnout in both professional and personal contexts.”

Self-care also includes taking care of one’s physical health. Eating a balanced diet, getting sufficient sleep, regular exercise, practicing mindfulness, and making time for play and laughter are all important components of stress management.

REALTORS® work in an often chaotic, stressful work environment. It’s not surprising they suffer clinical depression at a higher rate than other professions. Cumulative stress can lead to depression symptoms over time when left unchecked. Employing good coping skills will help you more effectively combat work stress.

Recognizing and addressing burnout early is crucial for preventing long-term consequences, according to Dr. Topf. “Unaddressed burnout can have serious consequences on both mental and physical health. It often leads to chronic stress, anxiety, depression, and emotional exhaustion.”

She added, “Unaddressed burnout can result in decreased productivity, increased absenteeism, loss of passion for the work, and strained relationships with colleagues. Ignoring burnout can also impact personal life, leading to detachment, loss of interest in activities, strained relationships with loved ones, and ultimately, a decline in overall well-being.”

Taking time to reflect on your physical and mental health frequently will help you better assess and address your healthcare needs. Seeking support when needed, like talking to trusted friends or family members, can help you manage life’s stresses better. If stress levels persist, consider seeking professional mental healthcare.

2024 NEBRASKA REALTORS® ASSOCIATION CONVENTION

Written by **Melissa McElroy**

April could go down in Nebraska history for its extraordinary REALTOR® event that dazzled spectators. The Nebraska REALTORS® Association's 107th Annual Convention and Expo at the LaVista Conference Center featured an impressive lineup of meetings, education sessions, and an expo floor that attracted real estate professionals near and far. The convention's opening was also marked by a solar eclipse that graced the clear skies but failed to eclipse the event.

Governmental Affairs Committee members welcomed NAR 2024 Vice President of Association Affairs Eric Sain and 2024 Region 8 Regional Vice President Scott Wendl. The NAR presenters discussed the settlement of the NAR Sitzer-Burnett lawsuit. NRA Chief Lobbyist Korby Gilbertson provided a

legislative update regarding bills that will impact the industry at the state level.

A more significant general session featured keynote speaker Carl Carter, who shared the heartbreaking story about his mother, Beverly Carter, an Arkansas REALTOR® who was kidnapped and murdered on the job. It served as an important reminder about the dangers REALTORS® face. Carter started the Beverly Carter Foundation, an organization dedicated to raising risk awareness for REALTORS®.

Educational opportunities abound at this year's State Convention. Trista Curzydlo, a Washburn University School of Law graduate and the former Government Affairs Director and Legal Counsel for the Wichita Area Association of REALTORS®,



presented a Fair Housing course that explored different case studies helping to understand Fair Housing laws better. The class delved into The Equal Access Rule of 2012, Housing for Older Persons, Sexual Harassment, Disparate Impact, and laws concerning service animals.

Curzydlo also taught Litigation Round Up, which covered the recent lawsuits and what constitutes antitrust now, as well as potential liabilities using AI chatbots.

Sean Carpenter, an influential leader in real estate, taught Rookie Training (GRI 101), which covered everything that impacts profitability: listing and sales practices, property marketing, business planning, technology, and organizational tools. He also taught Navigating The Changing Market.

Marki Lemons Ryhal, a charismatic, extremely knowledgeable national speaker, with over 125 classes to her credit, taught Building an Ethical AI-Driven Real Estate Industry, which examined real case studies to illuminate the ethical challenges AI presents in real estate. She also taught Productivity Boost: 13 Tools & Successful Videos, which taught ways to streamline workflow using AI and ChatGPT to maximize time, productivity, and profitability.

Chris Abazis, an accomplished real estate professional who started out as “Rookie of the Year” in 2002, has blazed a trail and accomplished a plethora of accolades, including being selected for the “Top 20 under 40” honor. He taught Listing Platinum, which taught attendees techniques to provide exceptional service, earn raving fans, spur referrals and ratings, and amplify sales. He also taught Stop Presenting, Start Consulting, which covered how to enhance skills and establish yourself as an expert consultant.

Pam Ermen taught Managing Seller Expectations. The Division Vice President, Senior Trainer, and Broker/ Owner shared her vast experience discussing strategies to guide clients in an ever-changing market.

Matt Meister showcased the breadth of his knowledge and experience amassed over a 25-year career in teaching the REALTOR® Code of Ethics, which delved into upcoming changes. The class also met the mandatory NAR Ethics requirement.



From Hail Damage to Insurance to Shingle Selection: What Homeowners NEED to Know

When it comes to hail damage on roofs, both new and old damages pose significant concerns for homeowners. At Roof & Solar Standards, our experts often encounter homes with previous hail damage that was either unclaimed or improperly fixed. Unattended, this damage worsens over time and can lead to a roof needing replacement.

Homeowners may overlook initial damage, failing to report it to insurance providers or, in some cases, pocketing the claim money

without completing repairs — a severe legal offense. Assessing roofs from above is critical, as damage is not always visible from ground-level. For an insurance claim to be valid, the damage typically needs to involve a certain number of hits per square area and the exposure of the shingle backing due to granule loss.

If you’re considering purchasing a home, ensuring the roof is in good condition is essential. Undetected, old damage can lead to an uninsurable roof, leaving the buyer to bear the total replacement cost. However, old damage can often be claimed if it occurred during the coverage period.

In the case of unsatisfactory in-

surance settlements, homeowners have the right to seek a second opinion. This is where the expertise of a roofing company experienced in hail damage comes in. A skilled roofer can advocate for the homeowner, ensuring a fair evaluation of the roof’s condition and potentially arranging for a more experienced adjuster to re-evaluate the roof.

Turning to shingle selection, it’s a decision that impacts both the durability of your roof and insurance costs. At Roof & Solar Standards, we recommend ‘Class 4’ shingles. These shingles feature Polymer-Modified asphalt technology, offering enhanced flexibility and impact resistance to withstand severe

weather conditions, ensuring better durability and longevity.

Investing in Class 3 or 4 shingles protects your home more effectively and can lead to significant insurance discounts over the years.

The superior resistance of these shingles could save homeowners from premature replacement expenses and offer peace of mind for up to 20 years, making them a wise and cost-effective choice in the long run.

Understanding hail damage and choosing the right shingles are crucial for a robust roofing solution in Omaha, Nebraska. At Roof & Solar Standards, we’re committed to providing homeowners with the knowledge and materials to protect their homes.

Roof Repair & New Roofs **Solar Energy Systems**
 Call today! **402-909-3070**
RoofAndSolarStandards.com



OMAHA REDEVELOPMENT EFFORTS

Written by **Melissa McElroy**

The City of Omaha has an impressive list of community development projects in the works. Kellie Johnston Dorsey, Assistant Director of Community Development at the City of Omaha's Planning Department, summarized specific measures the city is taking to create affordable housing options in the community. "The City receives Community Development Block Grant entitlement funds each year. As a CDBG recipient, the city is encouraged to develop Neighborhood Revitalization Strategy Areas (NRSA) for targeted CDBG program investment."

The NRSA designation works as a funding tool used for economic development, housing, and public service activities with CDBG funds. "To qualify as an NRSA, the area must be contiguous, primarily residential, and have a high percentage of low-to-moderate income households. These boundaries often include racially or ethnically concentrated areas of poverty."

Omaha evaluates NRSA boundaries every five years to develop a consolidated plan to create a strategy for HUD entitlement funds. This year, NRSA boundaries were adjusted from two to three areas to align with the Urban Core strategy. Dorsey described the process: "The city is encouraged to prioritize areas within NRSA boundaries when making funding decisions from HUD programs. The City's Section 108 program will provide an affordable housing loan pool for projects within one of the NRSA boundaries."

Omaha also received two Choice Neighborhood Implementation Grants. One is the North 30th Street neighborhood; the other is the Southside Terrace-Indian Hill neighborhood. An Exterior Rehabilitation Program is available to eligible low-income, owner-occupied households east of 72nd Street. Projects are prioritized if they are also located within an NRSA boundary.

According to a summary provided by the Omaha Planning Department, Omaha is preparing a Consolidated Annual

Performance Evaluation Report (CAPER), which is an annual report on the City's HUD-funded program accomplishments. Ongoing projects include The Overlook, Burdette & Wade, Kennedy Square East, Kennedy Square West, North 24th Street Commercial Façade Improvements, the South Side Terrace, and Y Street Improvements.



For 2024, a large portion of the HUD program allocations are divided between three districts in east Omaha. Proposed activities include affordable housing preservation, code enforcement, street infrastructure improvements, demolition, new multi-family housing, and job training.

This month, the City of Omaha will begin evaluating Fiscal 2025 program allocations. Proposed projects will be presented during a public hearing that will be held this fall.

Are you interested in neighborhood revitalization? On Wednesday, May 15, the Omaha Municipal Land Bank Executive Director Leslie Smith will Face the REALTORS® in a special presentation at the OABR Education Center beginning promptly at 9:00 am. Registration is not necessary, but there is limited seating.

Simplifying REALTOR® Lives Since 2001



**MORTGAGE
SPECIALISTS**

8420 W Dodge Rd
Suite 113, Omaha

402-991-5153

mtg-specialists.com

Brent Rasmussen
Owner | NMLS #5918
CMC, CRMS, CDLP, CVLS, CMA

Driven. Trusted. Reliable.

Everything Celebrity Homes
think **Ericka!**



*"Ericka was wonderful,
very efficient and
knowledgeable!"*

- Sarah M., Home Owner

ERICKA HEIDVOGEL

Mobile/Text: 402-917-4888

EHeidvogel@celebrityhomesomaha.com



**CELEBRITY
HOMES**
Homes • Villas

CelebrityHomesOmaha.com

Visit our website
for more info!

UBT
Union Bank & Trust®



Mike Fosdick
NMLS ID #422481



Evan Soneson
NMLS ID #1851410



Debbie Lentz
NMLS ID #536955



LuAnne Stang
NMLS ID #1382203

Your clients
have **let's
make home
happen
people**

Our loan officers pride themselves
on exceptional service and expert
guidance, from a free prequalification
to closing day — so your clients can
feel at home while buying one.

ubt.com/omahahomes



Loan products subject to credit approval.
Member FDIC

IN THE TRENCHES

Written by **Melissa McElroy**

REALTOR® life is, in some ways, like being in a movie. Some days are like a plucky comedy, complete with ridiculous mishaps and shenanigans. Some days can be an edge-of-your-seat, heart-pounding thriller. Get your popcorn ready! These tales are sure to keep you on the edge of your seat!

THANKS, DOLL

REALTOR® Sarina McNeel is the type of person who can command a room when she enters. Her no-nonsense, take-no-bull approach has earned her the respect of colleagues and clients alike. Not one to scare easily, one word to describe her style is fearless. But even the bravest among us are unnerved when encountering the supernatural.

Sarina represented a client who didn't want a typical, cookie-cutter house. This individual had an appreciation for the spectacular and enjoyed relics from the past. He purchased a sprawling estate that oozed sophistication and old-world charm. After moving in, it looked like a museum. There were all kinds of interesting artifacts in the house. But the thing that stood out was an extensive doll collection.

The owner was filming the impressive doll collection inside the home when the video caught something unexpected. There was a slight movement, missed at first glance, but it could be seen as clear as day when the video was replayed. One of the dolls moved by itself. Sarina was shocked when she watched the footage again.

You would think she'd never step foot in that home again, but she loves hearing intriguing stories and has since returned to the property several times. She is fearless, after all.

AS YOU WISH

Nicole Riddle is an Omaha native and third-generation REALTOR®. She is well-versed in the business and a consummate professional who helps her clients quickly navigate the local market.

Nicole is also a big fan of *The Princess Bride*, the beloved 1987 classic flick. She decided to make a seemingly innocent play on words in an ad based on a famous line from that very movie.

"Hello, my name is Inigo Montoya. This is my listing. Prepare to buy!" The headline accompanied an illustration of the character Inigo Montoya from the movie. It was funny. It was witty. Surely, everyone would catch the reference. Apparently not.

The Seller's panicked mother saw the ad and frantically blew up Nicole's phone and email about some guy named "Tony" trying to scam people and pass her daughter's listing off as his own. Nicole was able to calm her down and explain the reference. She even sent her a copy of the movie. They had a good laugh, and the mother enjoyed the movie.

The life of a REALTOR® sometimes has little hiccups along the way. In the immortal words of The Dread Pirate Westley (also from *The Princess Bride*), "Life is pain. Anyone who says differently is selling something." Technically, REALTORS® are selling something, but hopefully free of pain.

Whether it's a zany comedy or a terrifying encounter with the spirit world, every day is an adventure when you're a REALTOR® laboring in the trenches of real estate.



BELTERRA

**LIVE IN
PAPILLION!**

117th & Schram Rd

Homes Starting
in the \$350's
(Including Price of Lot)



Visit Our Models & Sales Agents

Falcon Pointe
52nd & Capehart

Arbor View
1/2 Mile N of 204th & Maple

Highland Pointe
W on Lincoln Rd at Hwy 31

Mon-Fri: 2-6pm Sat: 10am-5pm Closed Sundays



charlestonhomesomaha.com



EDUCATION MATTERS

Written by **Melissa McElroy**

AN EXCELLENT VA-FHA ADVENTURE

2024 might go down as the year Wyld Stallyns (ala Bill and Ted's Excellent Adventure) were released in the OABR Education Center. The OABR version, Brent & Brad's Excellent VA & FHA Adventure, kicked off without blaring guitars, pyrotechnics, or even a fog machine. The duo, Brent Rasmussen and Brad Dombrosky, rocked the room solely by sharing their combined 50 years of knowledge about VA and FHA loans.

Whether you're a brand-new agent or a seasoned pro looking for a refresher, the class provided an outstanding overview of FHA and VA loans.

- FHA does not lend money, build houses, or set interest rates.
- The FHA federal government program operates within the US Department of Housing and Urban

Development. It provides mortgage insurance for FHA-approved lenders, insuring mortgages on single-family and multi-family homes, including manufactured homes. It has insured the mortgages of nearly 44 million homeowners since its inception in 1934.

- FHA's main objective is to provide housing opportunities for low-to-moderate-income families, even though there are no upper-income limits to determine eligibility. To qualify for FHA insurance, borrowers must meet established criteria (credit history, income, assets).
- FHA Mortgage Insurance provides lenders with protection in the event of a default. FHA provides consumer advantages, such as more lenient credit qualification standards and lower down payment options.
- There are different types of FHA Loans. The 203(b) is the most common for homeownership, where a qualified purchaser of a principal residence will need a down payment of 3.5 percent.

- Other FHA programs include the 203(H) plan for disaster victims in federally designated disaster areas to obtain mortgages to re-establish themselves as homeowners. It may be used to rebuild or purchase another home. The 203(k) is a rehab loan program; FHA 255 is the Home Equity Conversion Mortgage program (HECM) - a reverse mortgage for seniors.
- For more detail, go to hud.gov/program_offices/housing/fhahistory.

The primary purpose of a VA loan is to meet the housing needs of eligible US military veterans utilizing a loan that is guaranteed by the federal government through the Veterans Benefits Administration for owner-occupied, single-family homes and multi-family dwellings (up to four units) if the Veteran occupies one unit as a primary residence. Non-owner-occupied properties are not eligible for VA-guaranteed financing.



Common misconceptions surrounding VA Loans include believing that one's eligibility expired, thinking that one couldn't qualify more than once for a VA loan, believing that it's harder to qualify for a VA loan, and believing that active-duty service members won't qualify. Other misconceptions include believing that appraisals will be low, that crazy repairs will be required, and that it will take longer to close on the sale than with a conventional loan.

VA loans are often for 100 percent financing, but they have one of the lowest default rates of any lending program due to common sense underwriting and residual income requirements.

VA-approved lenders submit applications from prospective borrowers to the VA for approval and act as VA Automatic Endorsers. VA Automatic Endorsers are authorized to underwrite their own VA loan applications on behalf of the VA. They are responsible for the entire mortgage process through closing and

perform underwriting functions, then submit material to the VA after closing. Loans do not include a monthly mortgage insurance premium but a funding fee due at closing for the loan guarantee.

For a veteran to obtain a VA loan, the lender needs a DD-214 (discharge papers), and a Certificate of Eligibility (COE). Underwriters verify income for VA loans, much like other mortgage loans, but first look at the borrower's total debt service ratio and then evaluate their residual income for living expenses.

Additionally, VA loans require a VA Escape Clause if the reasonable value established by the VA appraisal is less than the contracted purchase price. The Escape Clause protects the Veteran, giving them options should the purchase price exceed the home's value.

The VA has a Tidewater process to combat low VA appraisals, allowing the appraiser to request additional comparable sales and market data to support the contracted sale price before finalizing the VA appraisal.

Thank you to Brent and Brad for their most excellent lending adventure – a most bodacious tutorial even without time travel to consult Socrates (cue air guitar riff).

AGENT'S ADVANTAGE

The Omaha Area Board of REALTORS® Young Professionals Network hosted a one-hour CAT course, An Agent's Advantage, on March 26th at Popup Commons. It allowed real estate professionals to network and learn professional tips from Instructor Kyle Schulze, who has been a REALTOR® since 2010.

Schulze honed his leadership skills by becoming involved in student organizations while attending UNO. Those skills earned him many accolades as he established his real estate career. He credits YPN for being an essential part of that, even though, according to him, he was "tricked into joining YPN" under the guise of a scavenger hunt that never happened. It turns out he acquired much more. The "scavenger hunt" led him to a network of young professionals who would help him grow professionally.

Schulze discussed personal and professional development. A positive attitude, surrounding yourself with positive people, being authentic, fostering gratitude, learning from mistakes, overcoming failure, creative problem solving, and goal setting are critical to success. He explained the importance of self-care to avoid burnout and even advised scheduling personal time on the calendar.

He reminded everyone to always stay safe on the job, follow safety protocols, and use the Forewarn app included with their

annual REALTOR® dues. He shared tips on staging, advised using a professional photographer to attract the best offers, and suggested hiring professionals as needed, like a transaction coordinator or someone to measure the square footage of a property. He also advised that if you're not an attorney, you shouldn't create unnecessary liability by acting as one.

Schulze underscored the importance of always working on your business by cultivating leads, continually learning, and attending local REALTOR® meetings and national conferences. Everything from writing handwritten notes to throwing client appreciation parties to using social media can nurture client relationships. According to Schulze, REALTORS® need to be the calm voice of reason. Clients' perceptions are based on how you present information. Look at the big picture; advise a client not to miss out on a dream home over a minor repair. He said don't take it personally if clients yell when they're stressed. If necessary, don't be afraid to fire a client, either.

Additionally, Schulze provided the following tips:

- Keep detailed records, including your mileage. Set aside some of your earnings for taxes and expenses.
- Have a showing tool kit: toilet paper, soap, tape measurer, etc.
- Recommend a sewer scope if the home is over 20 years old, especially if there's a large tree in the yard.
- Always get a Buyer's Agency Agreement signed.
- Invest in your future. Own investment properties.
- Invest in RPAC to protect the industry and property rights.
- The paid version of Zoom will allow you to record tours.



2024 RPAC MAJOR INVESTORS

\$10,000+

PLATINUM R



KYLE
SCHULZE

\$5,000+

GOLDEN R



ANDY
ALLOWAY



HENRY
KAMMANDEL



TOM
SIMMONS

\$2,500+

CRYSTAL R



JILL
ANDERSON



RYAN
BASYE



JENNIFER
BIXBY



BILL
BLACK



CHARLES
CHADWICK



JOE
GEHRKI



KAREN
JENNINGS



LORETTA
MCNALLY



DEDA
MYHRE



BRENT
RASMUSSEN



DOUG
ROTTHAUS



ANGEL
STARKS

\$1,000+

STERLING R



JERRY
AHLVERS



DEBBIE
AIROLA



DARLA
BENGTSON



MEGAN
BENGTSON



CODY
BOUSEMA



DOUG
DOHSE

2024 RPAC MAJOR INVESTORS

\$1,000+

STERLING R (Cont.)



BRAD
FRICKE



RYAN
GIBSON



JENN
HAEG



MINDY
KIDNEY



JEANNE
LAMOUREUX



SARINA
MCNEEL



LINDA
MOY



JENN
NEILAN



PERRE
NEILAN



LIZ
OTTO



JEN
PAGEL



ANGELA
PETERS



DENISE
POPPEN



LISA
RICHARDSON



BECKY
SANDILAND



JESSICA
SAWYER

WHERE DO RPAC DOLLARS GO?

REALTORS® support REALTOR®-friendly candidates, which is important when it comes to economic expansion and job growth in the community. Local policies regarding land development, infrastructure improvements, schools and taxation are of keen interest.

RPAC dollars are contributed to candidates who support real estate and REALTOR® interests. Candidates who are pro growth and pro business most often receive RPAC support. Party affiliation is irrelevant. We are not Democrats or Republicans. We are the REALTOR® Party.

HAVE QUESTIONS ABOUT RPAC?



CHARLES CHADWICK

2024 RPAC Chair
(402) 575-0803
charles.chadwick@thecncteam.com



SARINA MCNEEL

2024 RPAC Vice Chair
(402) 699-2666
Sarinaisyourrealtor@gmail.com



DARLA BENGTON

2024 RPAC Vice Chair
(402) 676-2842
darla.bengtson@yahoo.com



AFFILIATE SPOTLIGHT PRESENTS

2024 SPRING HOME HVAC MAINTENANCE TIPS

As the weather outside continues to warm up, it's the perfect time to give your HVAC system some well-deserved attention. Spring HVAC maintenance ensures that your system is in top condition for the summer months ahead, helping maximize efficiency and prevent costly breakdowns from occurring!

Below, we go over some essential tips to keep your HVAC system running smoothly this spring!

Change air filters

Start your spring HVAC maintenance by replacing the air filters. Over time, filters accumulate dust, dirt and allergens, reducing airflow and forcing your system to work harder. Replace filters according to manufacturer recommendations or every 1-3 months for optimal performance.

Clean vents and registers

Dust and debris can accumulate on vents and registers during the winter months, obstructing airflow and reducing efficiency. Use a vacuum or duster to remove any buildup and ensure unobstructed airflow throughout your home.

Check thermostat settings

With the arrival of warmer weather, adjust your thermostat settings for comfort and energy savings. Consider upgrading to a programmable or smart thermostat for greater control over your HVAC system and increased energy efficiency.

Schedule professional maintenance

Spring is the ideal time to schedule a professional HVAC maintenance service. A qualified technician can inspect your system, identify any issues or potential problems and perform essential maintenance tasks such as cleaning coils, lubricating moving parts and checking refrigerant levels.

Inspect outdoor unit

It's important to take a moment to inspect your outdoor air conditioner unit. Clear away any debris, leaves or vegetation that may have accumulated around the unit during the winter months. Ensure that the area surrounding the unit is clear to allow for proper airflow.

Test air conditioning

Before the temperatures start to soar, test your air conditioning system to ensure it's functioning properly. Turn on the AC and listen for any unusual noises, check for cool air coming from the vents and monitor the system for any signs of trouble.

Seal leaks and insulate

Inspect windows, doors and ductwork for leaks or gaps that could allow conditioned air to escape. Seal any gaps with caulk or weatherstripping and consider adding insulation to improve energy efficiency and comfort.

Clean condensate drain

The condensate drain line removes excess moisture from your HVAC system. Over time, algae, mold and debris can accumulate, leading to clogs and water damage. Use a mixture of water and vinegar to flush the drain line and prevent blockages.

Consider upgrades

Spring is an excellent time to consider upgrading your HVAC system for improved efficiency and comfort. Energy-efficient models can help reduce energy costs and environmental impacts while providing greater comfort and reliability.

By following these spring HVAC maintenance tips, you can ensure that your system is ready to handle the demands of the warmer months ahead. Regular maintenance not only prolongs the life of your HVAC system, but also improves indoor air quality and energy efficiency, saving you money in the long run.

Cody Bousema
ServiceOne



MEMBERSHIP REPORT

March Activity	MO	YTD
New REALTOR® Members	37	94
Resignations	6	87
Membership (As of April 1)	2024	2023
Designated REALTORS®	213	196
REALTOR®	3096	3022
REALTOR® Emeritus	80	84
TOTAL REALTORS®	3389	3315
Institute Affiliate	74	72
Affiliate Members	146	161
Key-Only Affiliates	128	140

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Accredited Buyer Representative (ABR®)

- Anne Duggins, Better Homes & Gardens
- Deda Myhre, Nebraska Realty
- Pamela Wonders, NP Dodge
- Shari Thomas, NP Dodge
- Thomas Meyers, Nebraska Realty

NAR's Green Designation (GREEN)

- Anne Duggins, Better Homes & Gardens

Seniors Real Estate Specialists (SRES®)

- Amanda Sway, BHHS Ambassador R.E

CERTIFICATIONS

Military Relocation Professional (MRP)

- Julie Sisroy, Real Broker NE, LLC

PERSONALS

Our Condolences

- To Regina Kotchin and her husband Wayne Williams for the loss of his son Jason Williams age 49. He also was a Real Estate Broker/ Owner in Las Vegas.
- To Beth Powers, GPRMLS, on the passing of her mother
- To Shelly Ragan, NextHome Signature R.E on the loss of her mother
- To Debbie Williams, Farm Bureau Financial Services on the loss of her grandmother

HAVE YOU HAD ENOUGH OF THE COLD?
We Can Help!
 We proudly serve the
FLORIDA GULF COAST
SARASOTA | BRADENTON
SIESTA KEY | ST. PETE | TAMPA

Kelly Gitt | The Gitt Team
 Broker Associate
 Kelly@GittSoldIt.com
 GittSoldIt.com
941.799.9299

Check Your Home Value Here

THE KELLY GITT TEAM
KG **KW ON THE WATER**
 KELLER WILLIAMS, REALTY
 VETERAN OWNED AND OPERATED

APPLY OR PREQUALIFY ONLINE 24/7

Joe Dobrovlny
 V.P. Mortgage Lender
 NMLS #445889
 Equitable Bank
 20112 Pierce Street
 Omaha, NE 68130
equitableonline.com/jdobrovlny

SECURE YOUR DREAM HOME



Call Us : 402-827-8100

ENGAGING COMMUNITY, EMPOWERING LEADERS: WOMEN'S COUNCIL OF REALTORS® OMAHA

In April, the Women's Council of Realtors Omaha welcomed Ron Dotzler, the visionary founder of Abide Omaha, author, and motivational speaker, as our guest speaker. Ron's compelling journey resonated deeply with our members, emphasizing the importance of finding conviction and igniting our own passions. His insights reminded us of the power of community engagement and the impact we can have in supporting affordable housing initiatives and empowering women in our industry.

As we look ahead, our governing board eagerly anticipates the Mid Year Legislative meetings in Washington DC from May 6-9. This significant event offers us the opportunity to engage at the Legislative Hill Visits with our state representatives and gain insights into upcoming legislation affecting our industry in Nebraska and nationally. We will also be enhancing our leadership skills through targeted training sessions at the Women's Council sessions. Additionally, Sarina will be actively participating in the Women's Council national leadership positions voting process, reinforcing our commitment to driving positive change in our field.

Upon our return, mark your calendars for an enriching member meeting on Wednesday, May 22nd 11am-1pm at Champions Run. Our panel of local school board

superintendents will provide invaluable insights into our growing communities, equipping our members with essential knowledge to better assist clients in making informed decisions about their future homes.

Looking further ahead, our network has exciting events lined up, including board meetings in May and June, welcoming all members to participate and contribute to our network's growth. We will take a "summer break" from regular a regular member event so our members can enjoy some much needed time for family, friends, fun and maybe even a vacation! Save the Date, our highly anticipated Golf Event, "Fore at the Shore 2024," scheduled for July 11th at Tiburon, promises an amazing networking opportunity for all as always! Look for more details to come via email and social media!

At Women's Council of Realtors Omaha, your feedback and engagement matter. We are dedicated to ensuring your membership is valuable and impactful. Reach out to us with suggestions, feedback, or to explore ways to get more involved. Together, let's make our network stronger and more rewarding for everyone.

-Sarina McNeel
WCR President

OMAHA CHAPTER WCR

2024 Board of Directors



SARINA
McNEEL
President



TRAC
BURKHARDT
President-Elect



CALI
RETHWISCH
First Vice President



SAM
HAMRICK
Treasurer



AMY
DRITLEY
Membership Director



ANGIE
THIEL
Events Director

@WCROmaha

facebook.com/WCROmaha

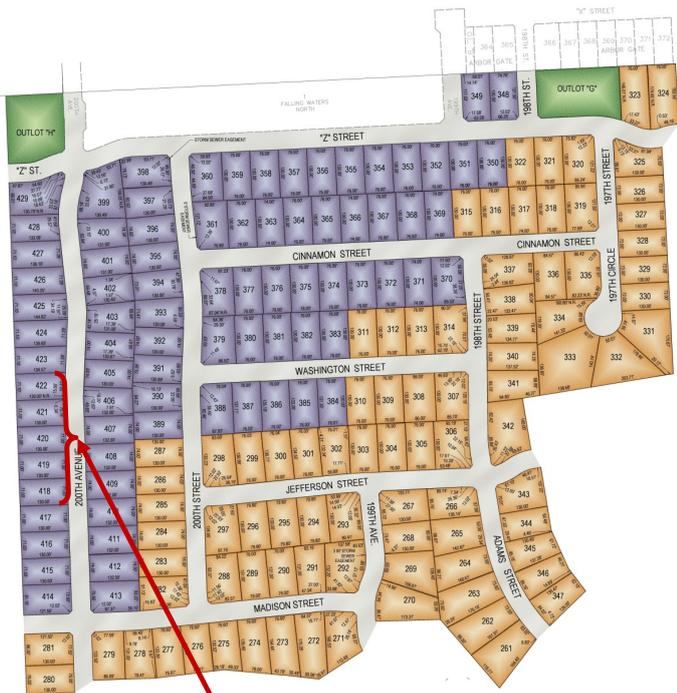


Don't let your buyer miss out!

See 4 ALL NEW Model Homes

Falling Waters

200th & Harrison St • Gretna Schools
Over-Sized Lots



Model Row



Pine Crest Homes
402-592-6942
www.BuildPineCrest.com



Regency Homes
Diane Davis • (402) 670-0859
Walter Fredrickson • (402) 278-1324
www.RegencyHomesOmaha.com



Lane Building Corp.
402-334-5884
www.SherwoodHomesOmaha.com

NOW OPEN!! For New Home Starts



192nd & Fort St • Elkhorn Schools



Pine Crest Homes
402-592-6942
www.BuildPineCrest.com



Regency Homes
Diane Davis • (402) 670-0859
Walter Fredrickson • (402) 278-1324
www.RegencyHomesOmaha.com



Sherwood Homes
402-334-5884
www.SherwoodHomesOmaha.com

PAST PRESIDENT'S CORNER

HENRY KAMMANDEL 1999 PRESIDENT

The 1980s were the era of big hair and acid-wash jeans. It was also the era when a young, twenty-something named Henry Kammandel started a real estate career after being told that he was “too young to be an estate planner.”

When he reflects on his career, one thing that stands out to him. The market is constantly changing. He said it’s essential for REALTORS® to be flexible and think on their feet, ready for whatever gets thrown at them.

He has witnessed many changes over the years, including the evolution of the MLS and the emergence of new technology, which dramatically changed the business. Regardless of the ever-changing landscape,

one thing remains constant: according to Henry, real estate is a people business. “Don’t be afraid to pick up the phone and talk to people.”

Undoubtedly, it was a different world 25 years ago when Henry was the OABR President. “Prices were a lot lower,” he said, and home loans were easier to acquire. “It was a very different market,” he added.

During his tenure as OABR President, the one experience that stood out to him was a city-wide lockbox exchange as part of a system upgrade. They switched out the box, the lid, and all the keys during that process. “It was an ordeal.”

Family is important to Henry. He lives by the “work hard, play hard” motto. When he isn’t helping a client, you’ll likely find him swinging a golf club on the grassy knolls. He also enjoys photography.

He spent nearly four decades establishing a solid reputation. He’s respected among his peers and trusted by his clients. He became the OABR President because “I wanted to give back to the

profession, and I didn’t want anyone else to decide my future.”

Henry served as President of the Nebraska REALTORS® Association in 1985, earned the OABR REALTOR®-of-the-Year in 2000, and the prestigious state award in 2011. With Henry’s wealth of industry knowledge, his advice for REALTORS® entering the industry: “Know your worth.”



When Experience Really Matters



Steve Vacha
(20 years)



Jon Vacha
(16 years)



Tim Krof
(14 years)



Bridget Vacha
(9 years)



Paul Pachunka
(8 years)



Aaron Nilius
(8 years)

A combined 85+ years working in the Home Inspection industry!

And Dozens more in Construction, Restoration & Customer Service!



Jessie Fisher
(7 years)



Sue Josoff
(7 years)



Gilbert Cruz
(3 years)



Adam Ward
(1 year)

Nebraska & Western Iowa's Most Trusted Name in Residential & Commercial Property Inspections



Call today! **402-392-2020** | HomeStandards.com

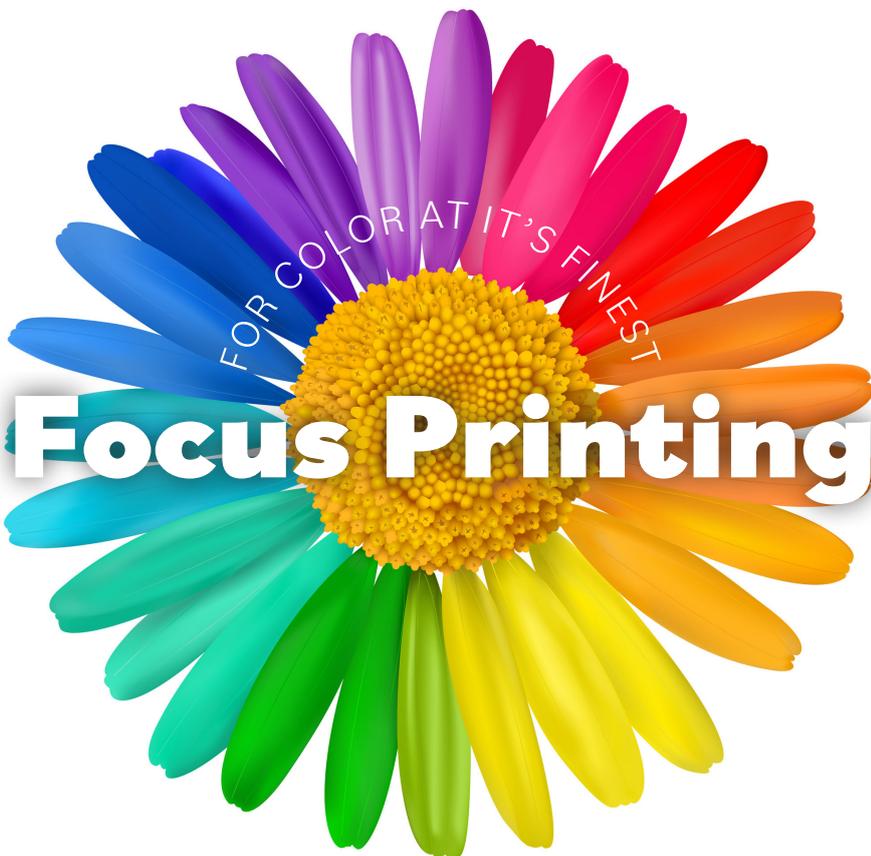
LOCALLY OWNED & OPERATED • SATURDAY INSPECTIONS AVAILABLE



REVIEW

Omaha Area Board of REALTORS®
11830 Nicholas Street
Omaha, Nebraska 68154

PRSR STD
U.S. POSTAGE
PAID
OMAHA, NE.
PERMIT # 196



Postcards | Flyers | Brochures
Business Cards | Notecards
Letterhead | Envelopes
Notepads | Booklets | Forms
Neighborhood Rosters
Newsletters | Direct Mail
Graphic Design | Banners
Mailing Lists | Magnets
Calendars | Binding

FOCUS PRINTING
PRINTING & MAILING

11830 Nicholas St. | Omaha, NE 68154
{Inside the Omaha Area Board of Realtors® Building}

402-619-5570

jim@focusprintingomaha.com
FocusPrintingOmaha.com