

June 2024



REVIEW

Omaha Area Board of REALTORS®



A MESSAGE FROM THE PRESIDENT

REALTORS® STRENGTH AND COMMITMENT TO OUR CITY

On behalf of the Omaha Area Board of REALTORS®, we extend our heartfelt sympathy to all those impacted by the devastating tornadoes. The true spirit of community has emerged as we band together to support and assist those affected. From clearing debris to providing meals and shelter, the community is extending helpful hands to one another, embodying the resilience and compassion that define our city.

The **Omaha Area Board of REALTORS® Foundation** stepped up to help the victims suddenly displaced from their properties. The OABR Foundation immediately provided \$3,000 each to several individual REALTORS® who lost their homes that Friday afternoon. Impacted individuals can contact the OABR office for information. The guidelines are simple; the OABR Foundation provides \$3,000 to impacted members and \$1,500 to broker employees displaced due to the storms.

In addition, the OABR Foundation donated \$20,000 to the Home Buyers Assistance Foundation, an effort guided by the Nebraska REALTORS® Association. The **National REALTOR® Relief Foundation** provided an additional \$600,000 to support all Nebraska tornado victims.

All victims in Nebraska are eligible for up to \$2,000 relief. Complete qualifying information is available at nebraskarealtors.com. The deadline for application submission is July 12, 2024.

This coordinated effort by the local, state, and national REALTOR® organizations speaks volumes to our strength and commitment to the greater Omaha community. Learn more about the OABR Foundation at omaharealtors.com/foundation, and please consider donating.

On the lighter side, the **College World Series** also brings us together in June. This prestigious event has been a fixture in Omaha since 1950, initially at Rosenblatt Stadium, and since 2010, in its home adjacent to downtown Omaha. According to estimates, the College World Series projects to generate a staggering \$90 million in economic benefit for the metro area. With approximately 300,000 fans anticipated to converge on the city, we are gearing up to host another year of classic baseball action.

Summer Fusion is our new social chill and grill! Several of our most active volunteer groups are planning a four-in-one extravaganza open to all members, their guests, and families on Thursday, July 25, at The Barn at The Ackerhurst Dairy Farm, where Bennington meets Omaha. We are thankful for generous sponsors. It's a great venue and a day with something for everyone:

- Omaha YPN is hosting the **REALTOR® Olympic games** – fun for participants and spectators.
- Social Events volunteers are providing a **picnic lunch** for all, plus face painting, tattoos, and bounce houses for the younger guests.
- The RPAC fundraising crew is squeezing in their **annual thank-you party** featuring the near-famous SwampBoy Blues Band. They're telling me there will also be a dunk tank to sink your 2024 President and other splash-worthy targets.
- Our Safety Subcommittee is adding a focus on **REALTOR® safety** and lessons for the whole family. We hope to see some first responders, but their jobs always come first. Maybe a fire truck and a law enforcement canine unit. They're still working on it, so watch for more details soon.

Finally, Happy Father's Day to all the fathers, dads and daddies! Have a great summer!

Best Wishes
Denise Poppen,
OABR 2024 President



STREAM SCENE
Lauritzen Gardens, Omaha
PHOTOGRAPH BY SHUTTERSTOCK

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12
JULY

Code of Ethics Training Course

#0985R

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: omaharealtors.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.



02
AUGUST

Fair Housing Strategies

#1480R

MEET YOUR CODE OF ETHICS REQUIREMENT

The Omaha Area Board 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: omaharealtors.com/fair_housing_strategies**

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FORBES RANKING: WE'RE NUMBER ONE!

Written by **Melissa McElroy**

Omaha is the number one city to move to in 2024, according to Forbes. A strong job market, low unemployment, low crime rate, and reasonable housing costs earned the largest city in Nebraska a perfect score of 100 out of 100.

With a monthly median housing cost of \$1,188, a median family income of \$69,198, and a 98% employment rate, Forbes emphasized Omaha's strong job market as one with abundant opportunities for career advancement.

2024 OABR President, Denise Poppen, said, "Omaha is loved for so many reasons. Its affordability and strong economy provide stability and opportunity. Food lovers indulge in the diverse culinary options, offering something for everyone. We have a vibrant cultural scene and community vibe including museums, theaters, music venues and festivals as well as outdoor and the abundance of parks, walking trails and recreational areas."

Poppen added, "Omaha promises a memorable experience for all visitors including The College World Series and the amazing Henry Doorly Zoo. We have top-notch schools including universities and colleges. I think Omaha has a tight-knit community spirit and family-friendly atmosphere, making it an ideal place to raise a family."

President and CEO of the Greater Omaha Chamber of Commerce, Heath Mello said in a recent "Face the REALTORS®" forum that Douglas County had the fastest growing GDP in the last five years for all counties in the U.S. with a population over 500,000 residents. He added, "We're in a very enviable position compared to other regions," noting that the region is ripe for public and private development.

It's exciting that Omaha received national recognition as it strives for an even better and brighter future.

forbes.com/home-improvement/moving-services/best-cities-to-move-to/

OMAHA, NE - #1 BEST CITY TO MOVE TO IN 2024

Below are multiple factors taken into account that help Omaha rank #1 for the best city to move to in 2024.

MEDIAN MONTHLY HOUSING COSTS	\$1,188
EMPLOYMENT RATE	98%
MEDIAN FAMILY INCOME	\$68,198
ANNUAL AVERAGE SUNNY DAYS PER YEAR	117
CRIME RATE PER 1,000 RESIDENTS	40

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
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FACE THE REALTORS®: LESLIE SMITH

Written by: **Melissa McElroy**



Real estate professionals were at rapt attention as Omaha Municipal Land Bank's Executive Director, Leslie Smith, shared her vision of the future at a Face the REALTORS® forum in the OABR Education Center in May.

Smith, a Memphis transplant, was selected for her role partly because of her extensive experience with a Land Deposit program in Tennessee and her background in mortgage lending. She accepted her role last year to promote inclusivity and help address the affordable housing crisis. She described it as "going back to her roots."

Being a catalyst for change requires revolutionary thinking. Under Smith's forward-thinking leadership, The Omaha Municipal Land Bank (OMLB) continues revitalizing blighted neighborhoods and spurring economic development. The mission of the local 501(c)(3)

non-profit is simple but transformative: they partner with the community to transform problematic properties into opportunities.

A vital mission component is education and outreach, both to the community and potential partners. One example is when OMLB partnered with UNO's Omaha Redlining Tour. The objective is to "Undesign the Redline" or address systemic inequities.

Through extensive community outreach in blighted areas, the non-profit amassed crucial feedback from the people who live in those communities, which helps the organization better understand concerns and needs when considering policies. Smith would like to focus on being more intentional with data collection as they work to better understand what that information means.

The Land Bank takes a three-pronged approach – AMD – Acquisition, Maintenance, and Disposition. The first step is to

acquire unwanted property. Smith stressed that they go to great lengths to notify property owners in foreclosure. “We don’t compete for properties. We go after properties rejected by the market,” Smith said, adding, “We don’t exist to take people’s properties.”

The second step of the process is Maintenance, or maintaining the properties, such as mowing and basic upkeep. They often must overcome physical barriers, such as topography. The final step involves releasing the properties. They incentivize house building and provide more options to the market, increasing property values and tax revenue.

They also encounter legal barriers. Because of recent legislation, an unintended consequence is that the organization must now work under even tighter timelines. They once had three years to sell a property; that has reduced to 12 months. Considering the properties are often problematic, may not have utilities in place, and frequently don’t meet the building code size requirements for a single-family home, the new legislation presents additional challenges and fines if they fail to sell a property within the newly designated time frame. Some lots would require substantial investment before being ready to be developed. According to Smith, some lots might need as much as \$120,000 before a lot is ready for construction.

The organization’s mission is only possible because of its partners. In addition to the local philanthropic community and ongoing outreach to the public, Smith has worked with the city of Omaha, specifically the Planning Department and the Department of Engineers.

OMLB has a vendor registration that constantly seeks services, suppliers, and products to support its operations. They believe in supporting local businesses, which bolsters the local economy and positively impacts the community.

The organization has had successful buyer pop-up clinics to help applicants with the application process and has leveraged events, such as Juneteenth and other cultural events, to continue the local outreach efforts, which promotes a community-informed process.

In June, OMLB will host a developers’ symposium called “Reignite2Unite Omaha,” which is a conference for emerging developers to learn how to build a competitive proposal and interact with industry leaders.

Beyond the community outreach and engagement, such as public meetings, focus groups, and input from the Center for Community Progress, OMLB led mock board meetings with the community to educate them on how decisions are made. It was so successful that they are planning additional mock board meetings.

Some solutions include prioritizing applicants who own an abutting property and proposals for owner-occupied housing projects. A Social Impact Statement would be required to explain how the proposed project improves the community.



Out-of-state buyers will be considered, but they must demonstrate a pre-closing plan to use local vendors certified as a City of Omaha Small and Emerging Business. The Buyer will be required to submit an Affidavit of Good Faith Effort if no vendors can be sourced, and that will be taken into consideration for future projects.

The Omaha Municipal Land Bank has additional information on their website, omahalandbank.org, including a “Beginner’s Guide to Developing a Land Bank Property,” Land Bank-Friendly Lenders list, and Local Housing Counselors List. They continue to provide opportunities to the community so that more people can generate generational wealth and live the American Dream of homeownership.

REALTOR® RELIEF FOR TORNADO VICTIMS

Written by **Melissa McElroy**

2024 will be remembered for the tornadoes that suddenly tore through Nebraska and Iowa, leaving a path of destruction in their wake. Hundreds of homes sustained extensive damage. Many homes were leveled to the ground. Piles of rubble remain where homes once stood. It serves as a sobering reminder of the formidable force of Mother Nature.

In response to the April 26th tornadoes, The Omaha Area Board of REALTORS® Foundation, a 501(c)3 charitable organization, approved a monetary gift of \$3,000 to individual OABR members and \$1,500 to full-time employees of OABR member brokers, who were displaced from their primary residences because their homes were rendered uninhabitable.

The OABR Foundation initially provided several \$3,000 checks. OABR Foundation President Crystal Archer said, "The Omaha Area Board of REALTORS® Foundation always looks for the best way to impact our community. Putting funds in place to help those displaced on April 26th aligns with our goals and mission."

The OABR Foundation approved an additional \$20,000 contribution earmarked to the Nebraska REALTORS® Association Home Buyers Assistance Foundation (HBAF) to assist all Nebraska tornado victims. "We truly hope the public can take advantage of this additional financial assistance as time goes on as our residents start the process of rebuilding and healing," Archer added.

Nebraska REALTORS® Association CEO Ryan Swinney said, "This is an amazing organization with generous members. In times of need, REALTORS® selflessly step up and help their communities – this was proven by efforts from the Pilger tornado in 2014, the spring floods of 2019, and again, it is being shown by the responses we have received for the 2024 tornadoes."

Swinney added, "It is estimated that over 450 homes were destroyed, and an additional 200 homes were damaged by these devastating storms. HBAF received an additional \$600,000 grant from the National REALTOR® Relief Foundation (RRF). This is in addition to the private donations to HBAF for assistance. If someone you know was affected by the April storms, go to nebraskarealtors.com."

HBAF will directly assist tornado victims who had their homes damaged or destroyed on April 26th. Aid is available to qualified applicants for mortgage expenses, rental costs, or hotel reimbursement due to displacement. Relief assistance is limited to a maximum of \$2,000 per household, and applications must be received by July 12th.

TO DONATE:

OABR Foundation: omaharealtors.com/foundation/

HBAF: nebraskarealtors.com

RRF: rrf.realtor



Photo Credit: 1011now.com



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2025 RECHARGE



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, home-owners 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.

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A four-in-one summer event that has something for everyone! Guests and families are welcome! Bring the whole family for a day under the sun with engaging games and a family funfest that will keep the smiles coming. Enjoy a delicious catered picnic lunch together, and dance to the lively beats of The Swamp Boys Blues Band. It's a perfect day out for creating lasting memories with your loved ones!

12 Years Old & Up: \$15
 3 - 11 Years Old: \$5
 2 Years Old & Under: Free



SUMMER FUSION

SUMMERTIME SOCIAL CHILL & GRILL



REALTOR® Olympics

Young Professionals Network will kick-off our day with the debut of REALTOR® Olympics. Watch teams compete in a series of games.

10:00 AM - 1:00 PM

Brought to you by
YPN / WCR



Sheriff Meet & Greet

Meet and greet with a Douglas County Sheriff in the Milk Parlor! Chat about REALTOR® Safety! Kids will receive a DNA kit (while supplies last)!

1:00 PM - 3:00 PM

Brought to you by
Professional Development



RPAC Party

RPAC will be turning up with music with a live band – The Swamp Boys Blues Band. Cocktails will be available at the cash bar. Take a shot in attempt to sink a director in the dunk tank.

1:00 PM - 4:00 PM

Brought to you by
RPAC Task Force



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NOTICE OF ELECTION

The Omaha Area Board of REALTORS® Nominating Task Force hereby submits to all REALTOR® members the following slate of candidates for open positions* on the OABR Board of Directors for 2025:



BRAD FRICKE
President-Elect



JILL ANDERSON
Secretary-Treasurer



CHARLES CHADWICK
2027 Director



SARINA MCNEEL
2027 Director



KYLE SCHULZE
2027 Director

The following individuals will continue their terms of service on the 2025 Board of Directors, or will be appointed by virtue of their current positions:

2025 PRESIDENT Jessica Sawyer

2025 DIRECTOR Mike McGlynn

2025 DIRECTOR Angel Starks

2026 DIRECTOR Darla Bengtson

2026 DIRECTOR Ervin Youmans

2025 IMMEDIATE PAST PRESIDENT

2025 GPRMLS, INC. CHAIR

2025 AFFILIATE COUNCIL CHAIR

2025 WCR OMAHA CHAPTER PRESIDENT

Denise Poppen

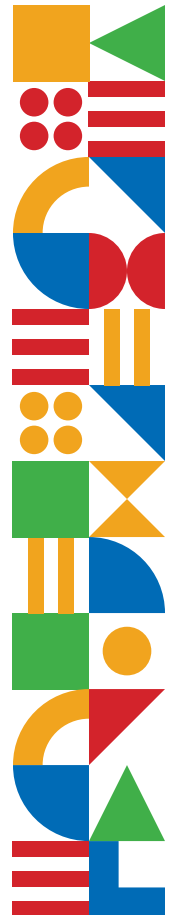
Henry Kammandel

Elected by Affiliate Council

Trac Burkhardt



* Additional candidates for the open positions may be placed in nomination by petition signed by at least ten percent of the REALTOR® members and filed with the Omaha Area Board of REALTORS® office by July 14, 2024, for election. If the open positions are uncontested, the published slate will take office September 1, 2024.



IN THE TRENCHES

Written by **Melissa McElroy**

In some ways, being a REALTOR® is like being in the circus. You might be the ringleader directing multiple acts simultaneously or a fantastic juggler with many balls in the air at once. Sometimes, navigating the market feels like you must be a contortionist, a tightrope walker, and someone who gets shot out of a cannon all at once. And sometimes, just sometimes, you gotta deal with clowns.

(Carnival music) Step right up, folks, and witness the amazing show that is sure to captivate and entertain! Watch as the following performers brave it all and live to tell the tale!

FIRE SALE

REALTOR® Mike McGlynn recalls helping clients purchase a lovely home in Gretna. They were excited to land their dream home. It was a magnificent, brand-new house in a coveted, brand-new neighborhood. The builders were putting the final finishing touches on it.

At this stage, the property still had a large dumpster in the garage to contain discarded materials. Unfortunately, one of the workers used the dumpster to toss a cigarette.

A large fire quickly spread throughout the new house. As a thick cloud of smoke billowed into the air, firetruck engines wailed in the background, racing to the fire. The local firefighters fought valiantly to contain the flames. It was a race against time.

In the end, over half of the home was lost. Fortunately, the builder successfully rebuilt the house even better, and the buyers eventually got their dream home.

BAD LUCK CHUCK

REALTOR® Charles Chadwick remembers his first listing as if it were yesterday. The newly minted real estate agent proudly displayed his yard sign in the front yard. It happened to be his birthday that fateful day in March. Surely, that would bring extra good luck.

An unexpected springtime blizzard covered the driveway and front lawn with a large blanket of snow. There was so much snow that it even covered the yard sign. He had to get a shovel and dig it out. Just as quickly as the weather turned into a winter wonderland, it quickly became unseasonably warm. Rising temperatures quickly melted the snow, resulting in flash floods.

Again, the following year, Charles put up a yard sign at one of his listings on his birthday. Clearly, the crazy weather patterns from the previous year were a fluke. There's no possible way he'd reencounter that kind of bad luck.

With that thought, a worldwide pandemic broke out, and the entire world came to a screeching halt. Schools and businesses shut down, and a feeling of impending doom loomed as the world tried to navigate Covid.

"I just don't put listing yard signs up on my birthday anymore," the weary REALTOR® said with a shrug. "It's bad luck."

Working in real estate is like being in a circus. Whether you're flying high, gleefully soaring through the air like a trapeze artist, or cleaning up after proverbial circus animals, it's all in a day's work when you're a REALTOR® toiling away every day in the trenches.

SCHULZE INDUCTED INTO THE NATIONAL RPAC HALL OF FAME

REALTOR® Kyle Schulze joined six other Omaha Area Board of REALTORS® (OABR) members in the National Association of REALTORS® (NAR) RPAC Hall of Fame.

Schulze, a current OABR Board member, was honored at the 2024 RPAC Hall of Fame ceremony as part of the National Association of REALTORS® Legislative Conference held at the Walter E. Washington Convention Center in Washington, DC. He joins earlier inductees Vince Leisey (2014), Henry

Kammandel (2016), Matt Rasmussen (2019), Andy Alloway (2021), Mike Riedmann (2021), and Tammy Stuart (2021).

Congratulations, and a big thank you to Kyle Schulze and all the REALTOR® Champions who have given their money, time, and talents to advocate for our industry. The RPAC Hall of Fame recognizes the top members supporting REALTOR® efforts in the fight for private property rights and the well-being of the real estate industry.



Kyle Schulze with Nebraska State REALTOR® President Arla Meyer

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Mike Fosdick
NMLS ID #422481



Evan Soneson
NMLS ID #1851410



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WRITTEN BY MELISSA MCELROY



Thousands of real estate professionals visited Washington, D.C., to attend the NAR Legislative Meetings in May. Approximately 9,000 REALTORS® converged on the Walter E. Washington Convention Center in the nation's capital during the first week in May. For many this was also an opportunity to meet face-to-face with elected officials who can directly impact the real estate industry.

2024 OABR President Denise Poppen explained why the yearly Legislative Meetings matter. "It comes down to advocating for homeownership, which is good for America. Owning a home significantly enhances the average family's net worth. On average, homeowners have 20 times the net worth of renters. Home equity and retirement accounts represent over 60 percent of households' net worth."

NAR Chief Economist Lawrence Yun pointed out that America has 70 million more people than in 1995, and housing needs are continuing to grow. However, Yun remains optimistic and anticipates as many as six to eight rate cuts by the end of 2025, possibly beginning as early as September.

According to Yun, consumers may be adjusting to the feeling of permanently higher inflation and looking for safe financial bets. That will drive more home-buying decisions as consumers recognize real estate as an appreciating asset that has historically provided a good hedge against inflation. And with 90 percent of home buyers and sellers in a recent NAR study saying they would "likely" or "probably" use or recommend their real estate agent again, it bodes well for the industry.

Poppen explained the importance of those who work year-round behind the scenes to represent the real estate industry. "Capitol Hill visits are facilitated by REALTORS® who volunteer as Federal Political Coordinators (FPCs). FPCs maintain personal relationships with our Congressional representatives. These in-person visits allow more Nebraska REALTORS® the opportunity to advocate for private property rights and homeownership in a small private setting."

The large REALTOR® attendance means that all 535 members of Congress receive significant REALTOR® attention. It demonstrates our unity and strengthens our collective voice. REALTORS® have their talking points in hand, so the message is consistent and provides policymakers with a favorable perspective.

"It's simple. RPAC supports candidates who align with our interests. Campaign contributions and grassroots efforts amplify the voice of REALTORS®. RPAC contributions open the door so the REALTOR® viewpoint is clear," Poppen added. "NAR legislative meetings provide insight into legislation and regulatory changes. The legislative process is often not as it seems, and being informed allows you to adapt and react accordingly. Connecting with REALTORS® across the country, exchanging ideas and best practices, and learning from industry experts enhances your skills and knowledge – ultimately benefiting your business."

REALTOR® Charles Chadwick, a member of the OABR Board of Directors and 2024 RPAC Fundraising Chair, echoed the importance of the RPAC. "Elected officials taking time out of their busy schedules to discuss pressing issues that directly affect our industry speaks to the advocacy power of RPAC. Everything from capital gains tax to housing affordability

was discussed. The representatives consistently remind us that the days of single-issue bills are mostly gone. Legislative bills are multi-faceted now, and often, what's inside doesn't reflect the bill's working title.

Chadwick lauded Congressman Don Bacon as an effective, highly-rated representative with an impressive track record of working across the aisle. "Housing isn't a Republican or a Democrat issue, but an American one. It's critically important to support REALTOR® champions like Bacon, who protect private property rights and advocate for the American Dream."

Understanding the housing shortage has led Congressman Mike Flood to explore different home construction methods, specifically in his district. Like the rest of the nation, Nebraska grapples with providing workforce housing and enabling a new generation of homeowners. Flood shared his thoughts with the visiting REALTOR® delegation.

"RPAC opens up the doors of communication for us with elected officials so that we can educate them about our industry," Chadwick said, adding that 17 to 20 percent of the nation's gross domestic product (GDP) is revenue generated from real estate transactions. "Government policies at all levels impact costs. Up to 32 percent of the cost of a new home is spent on government regulations before a shovel ever touches dirt."

Chadwick is committed to supporting RPAC. "Without RPAC, we risk the wrong people for real estate end up in office. Legislation will get passed that will put us out of business." He added, "There are 18 open seats, and 62 percent of the state legislature will have less than two years experience."

OABR's Governmental Affairs Director, Perre Neilan said, "It was great to be back in person It's much easier for an elected



NAR Economic Experts Dr. Lawrence Yun and Dr. Jessica Lautz

LEGISLATIVE MEETINGS

official to ignore a phone call or an email. It's impossible for them to blow you off when you're standing right in front of them."

Neilan explained how RPAC is vital for protecting property rights and the real estate industry. "RPAC shows elected officials and others that you are taking politics seriously and want to get the right people elected. It's a constant education process because we can't expect them to know our needs on all issues. It's our responsibility to educate them consistently."

"Anyone who tells you they know who will be in charge of the White House, Senate, and House next year will lie to you about other things," Neilan suggested. "For REALTORS®, it doesn't matter. Our issues are not partisan but require action to ensure private property rights and taxation are fair to all."



National REALTOR® Association President Kevin Sears with OABR 2024 Officers Brad Fricke, Denise Poppen, and Jessica Sawyer.

TAKEAWAYS ON LEGISLATIVE MEETINGS

Today's Real Estate Market: Quick Facts

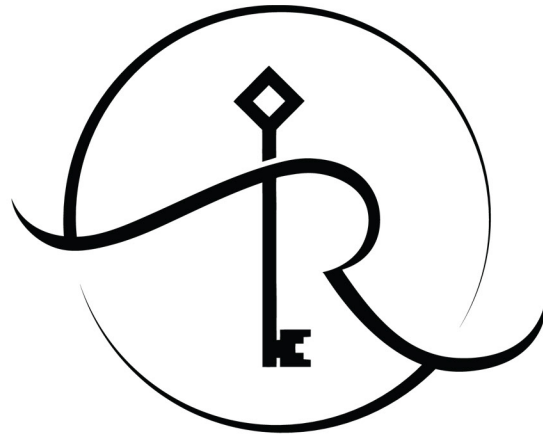
- ▶ The U.S. underbuilding gap is 5.5 million units, translating into a \$4.4 trillion underinvestment in housing.
- ▶ Middle-income buyers are feeling the inventory shortage the most. About 320,000 listings in the price range of \$256,000 and under are missing from the market.
- ▶ Homeownership greatly enhances family net worth. Homeowners have 20 times the net worth of renters. Home equity and retirement accounts represent over 60% of households' net worth.
- ▶ In the last decade, middle-income homeowners have accumulated \$122,000 in wealth due to price appreciation alone.
- ▶ Real estate represents 16.3% of U.S. GDP, supporting 2.8 million jobs and generating \$50 billion in tax revenue nationwide. Each home sale produces \$120,000 in local economic activity.
- ▶ Real estate professionals are vital to thriving communities. 88% of REALTORS® are small business owners and 62% are women, using their professional expertise to help consumers navigate the intricacies of real estate transactions.
- ▶ Despite NAR's \$418 million settlement deal, NAR confirmed at the Legislative Meetings that dues would remain at \$156 per member in 2025.
- ▶ Despite legal challenges, membership increased slightly to 1,509,195 by the end of April. It had previously dropped below 1.5 million in February and March, but is still 2% lower than a year ago.
- ▶ The March 15 NAR settlement, an agreement that protects individual members from further litigation over the commission antitrust cases, is set to be finalized in November.
- ▶ NAR's 2025 slate of leaders was finalized. NAR President Kevin Sears will serve in his role through 2025. President-elect: Kevin Brown of Oakland, CA
First Vice President: Christine Hansen of Fort Lauderdale, FL
Treasurer: Craig Sanford of Phoenix, AZ

Sources: NAR; Real Estate News

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WHEN DISASTER STRIKES: PREPERATION, RESPONSE, AND RECOVERY

No one likes to think about disaster striking their property. But the truth is, no business or home is immune.

Emergencies happen every day and it's possible they could someday happen to you. Just ask the April 26th tornado victims in our own area. But when a fire damages an apartment kitchen, a flood fills the basement, or a severe storm tears through the neighborhood, you're going to need professional mitigation and restoration help fast. Are you prepared?

Every year, businesses temporarily shut down because of disasters such as flood, fire, or storm damage. According to the Federal Emergency Management Agency (FEMA), up to 40 percent of companies or buildings do not reopen after a disaster.

Fortunately, you can take proactive steps to mitigate the impact of a disaster on your property.

For business owners the best time to get acquainted with a local restoration expert before disaster strikes, giving you the opportunity to learn who might be a wise choice should the need arise. If you're feeling a bit shy about reaching out when you don't necessarily need anything at the moment, that's totally natural—but there's no need to hesitate. Professional disaster recovery companies are big proponents of meeting your executive team face-to-face prior to any emergencies. In fact, experts can help you develop or update loss prevention plans and procedures, ensuring you have the right contacts in place when you need them quickly. A disaster recovery company can also help you understand the types of technical specialists and equipment they have on hand to mediate situations that arise. Best of all, when your disaster relief

company better understands you and knows who the important contacts are within your business, they can also adequately understand the steps needed to restore your business with minimal interruption, quickly getting your day-to-day operations up and running again.

If you're a homeowner, you should also consider contacting a home inspection specialist before problems arise. After all, many emergencies are preventable. For instance, experts can point out where additional insulation may be needed to help prevent frozen pipes in winter. They can also point out unsafe wiring, nearby flooding dangers, and other hazards that could potentially damage your property. Additionally, when you have a disaster restoration company you already know you won't have the stress of trying to find someone adding to the trauma your emergency is causing you and your family. Having a relationship with your insurance agent is critical to understanding your policy, its coverage, and risks. Best of all, your insurance company will be relieved to know that you have a strong relationship with a disaster relief company so that work to address any damage can begin right away.

Partner with a disaster recovery company that is qualified, certified, professional, and empathetic. This will give you peace of mind knowing you are prepared when disaster strikes.

Lou Bozak
Paul Davis





Ericka Heidvogel



Shelley Hourigan



Don Igo



Brooke Johnson



Monica Lang



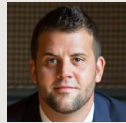
David Lee



Luke Lofgren



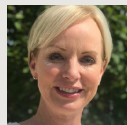
Seth Mielke



Kurt Pfeffer



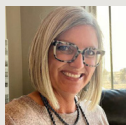
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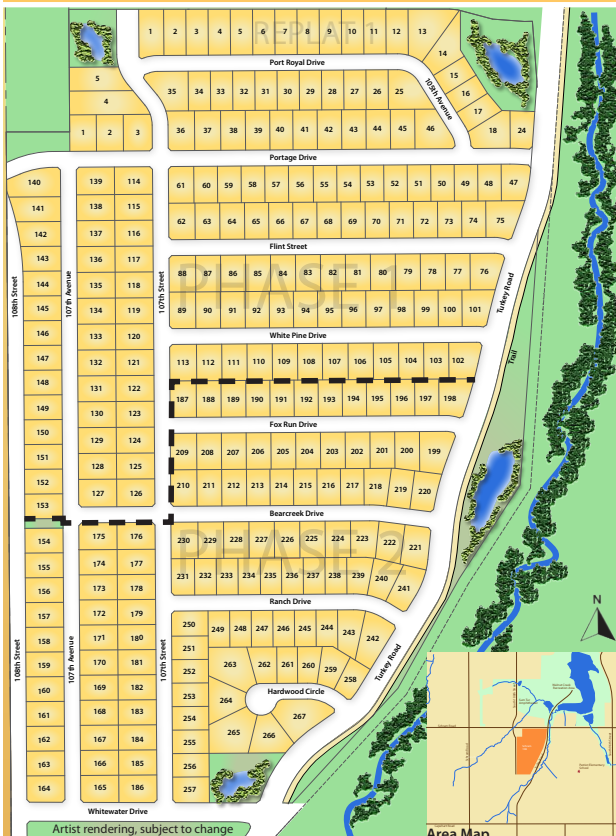
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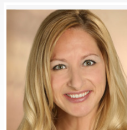
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MEMBERSHIP REPORT

March Activity	MO	YTD
New REALTOR® Members	27	121
Resignations	16	103

Membership (As of May 1)	2024	2023
Designated REALTORS®	211	213
REALTOR®	3108	3119
REALTOR® Emeritus	93	93
TOTAL REALTORS®	3412	3425

Institute Affiliate	75	73
Affiliate Members	147	163
Key-Only Affiliates	131	140

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Accredited Buyer Representative (ABR®)

- ▶ Brian Kays, Coldwell Banker NHS R.E
- ▶ Susan Rauth, NextHome Signature R.E
- ▶ Jody Reynek, Better Homes and Gardens

Senior Real Estate Specialist (SRES®)

- ▶ Jodi Woodard, Better Homes and Gardens

CERTIFICATIONS

Military Relocation Professional (MRP)

- ▶ Lisa Harris, BHHS Ambassador R.E

ENDORSEMENTS

Commitment to Excellence (C2EX)

- ▶ Amber Anderson, Homegenius R.E



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- ✓ **DONATIONS FOR SPECIAL NEEDS IN THE GREATER OMAHA COMMUNITY**

EMPOWERING VOICES: LEADERSHIP GROWTH AND NATIONAL IMPACT

The Women's Council of Realtors® Omaha has wrapped up a bustling spring, marked by numerous events and opportunities. Our governing board attended the midyear conference in Washington, DC, participating in educational sessions that introduced innovative ideas and best practices. We are eager to implement these in our Omaha network to enhance membership value.

At the conference, annual elections were held for the Women's Council of Realtors® national board. Our 2024 President, Sarina McNeel, participated in the vote for national treasurer and regional liaisons. The results were positive, with all our preferred candidates elected, promising improvements in 2025 under new leadership.

A highlight of our trip was Hill visits with state senators and congressmen. We met with Congressman Don Bacon, Congressman Mike Flood, Senator Deb Fischer, and representatives of Senator Ricketts to discuss critical real estate issues, such as private property rights and capital gains tax concerns. This session underscored our advocacy efforts and the impact of our leadership and RPAC contributions.

Besides the conference, we engaged in team building and sightseeing around Washington, DC. We visited landmarks, with the changing of the guard at the Tomb of the Unknown Soldier being particularly moving. A scooter tour, despite resulting in a minor incident for our president, strengthened our team bond. Congressman Mike Flood introduced us to a charming Nebraska-style dive bar, the Tune Inn, where we enjoyed mozzarella sticks.

Back in Omaha, our May luncheon featured a panel of four local school board superintendents, moderated by Cassie West. They discussed school district growth, boundary changes, student programs, curriculum planning, and the tax implications of future developments. Engaging with such community issues helps us better guide our clients in choosing where to live in our city.

As summer approaches, we are pausing our regular meetings to enjoy downtime with friends and family after a busy spring real estate market. During this break, we encourage members to look out for sponsorship and participation opportunities in our upcoming golf event. We are also forming the election committee for our fall governing board election. Interested members should contact our president or president-elect. Soon, applications will open for the November National Conference scholarship, which supports travel to the 2024 national convention in Boston, Massachusetts.

Advancing your leadership skills within the Women's Council of Realtors® Omaha is a fantastic opportunity. Whether applying for the scholarship trip or running for a governing board position, we encourage you to step out of your comfort zone, get more involved, and bring new perspectives to our board and project teams. We are committed to supporting your leadership journey. #LeadersMadeHere

We look forward to seeing everyone again on July 11th, 2024, for "Fore at the Shore," our annual golf event at Tiburon. Enjoy the break, and see you soon!

-Sarina McNeel
2024 WCR President

OMAHA CHAPTER WCR

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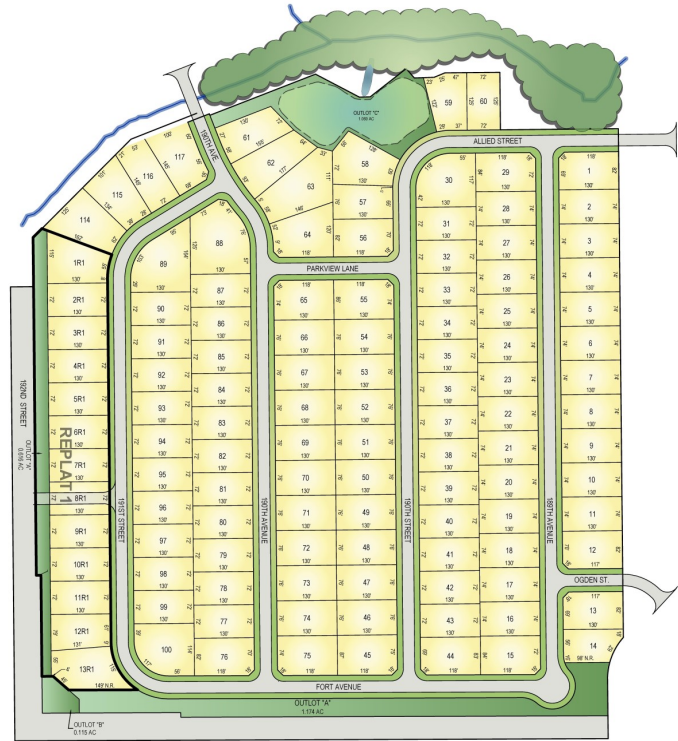


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PAST PRESIDENT'S CORNER

MICHAEL RIEDMANN 1998 PRESIDENT

The year was 1976, the year of the bicentennial. That same year, a young Mike Riedmann graduated from Wayne State College, which he playfully calls the Harvard of the Midwest. He was the son of a REALTOR®. His father encouraged him to get his license and "try the profession out." He told Mike he "could always get a real job if it didn't work out."

Mike got his license on a Friday and sold his first house on a Sunday. He went on to sell two more homes, raking in an impressive \$1,500 his first month, a massive amount to a young agent in 1976. He was hooked.

He ascended the ranks of real estate. In 1990, he was hired to manage a real estate office. At that time, REALTOR® Ellie Bane told him he should pursue a seat on the OABR Board of Directors.

His words of advice to anyone wanting to excel in the profession? Get involved. "More than anything else, getting involved at the local, state, and national level keeps you current about what's affecting our industry."

According to Mike, not only does being involved make you better at your job, but you owe your time, talent, and treasury to the industry. It's one reason he contributes to RPAC today. It's just smart business!

Mike said the most essential trait for a REALTOR® to have is a caring personality. "Clients need to know you care." He said you don't need to know everything about the business, but "if someone knows you, likes you, and trusts you, they will want to work with you."

The real estate professional said that taking care of the client's needs is important, and so is your professionalism. The way you speak about other REALTORS® speaks volumes about your character. Mike suggests that you never trash-talk another agent. It reflects poorly on you and the industry. After working for nearly half a century in the real estate industry, he fiercely wants to protect it.



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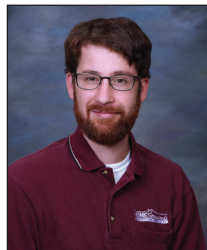
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 Sept. 7 Colorado
 Sept. 14 Northern Iowa
 Sept. 21 Illinois
 Sept. 28 at Purdue
 Oct. 5 at Indiana
 Oct. 12 Rutgers
 Oct. 19 at Ohio State
 Oct. 26 UGA
 Nov. 2 at USC
 Nov. 9 Wisconsin
 Nov. 16 at Iowa

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FOOTBALL SCHEDULE

NEBRASKA

DATE	OPPONENT	LOCATION
Aug. 31	SOUTH ALABAMA	Lincoln, NE
Sep. 7	at Colorado	Boulder, CO
Sep. 14	NORTHERN ILLINOIS	Lincoln, NE
Sep. 21	at Illinois	Champaign, IL
Sep. 28	OHIO STATE	Lincoln, NE
Oct. 5	NORTHWEST	Lincoln, NE
Oct. 12	at Minnesota	Minneapolis, MN
Oct. 26	INDIANA	Lincoln, NE
Nov. 2	at Purdue	West Lafayette, IN
Nov. 16	WISCONSIN	Lincoln, NE
Nov. 23	at Maryland	College Park, MD
Nov. 29	IOWA	Lincoln, NE

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