

June 2025



REVIEW

Omaha Area Board of REALTORS®



A MESSAGE FROM THE PRESIDENT

JUNE IS NATIONAL HOMEOWNERSHIP MONTH

Summer is a magical time of blooming flowers, farmers' markets, outdoor concerts, and the College World Series, where Omaha welcomes visitors from across the country to cheer on world-class athletes.

June kicks off with leaders in real estate trekking to Washington, D.C. for the **NAR Legislative Meetings**. It provides an opportunity to meet face-to-face with our elected officials to gain valuable insights and voice any concerns about our industry. There's a saying in RPAC, "You better have a seat at the table, or you might be on the menu." We will be there at the table to grow more relationships. You know even if you aren't in leadership, this is a way to invest in your knowledge by attending these conferences, if you missed planning for this one, November in Houston, TX is where **NAR NXT** is, find more information on [NAR.REALTOR](https://www.nar.realtor). Attend these, it will expand your view of our industry.

We at OABR provide so many benefits and education is only one of them, coming up is a two-part **Seniors Real Estate Specialist (SRES) class** this month on June 19 and 24, add to your expertise by earning this National Association of REALTORS® designation, and let us know what you want to learn next. We are always trying to provide what is needed in our market at the request of you, the member of OABR.

There will also be another **"On Tap for Success"** committee fair at the Miracle Hills DJ's Dugout on June 24, from 4 to 6. It's the perfect chance to meet OABR committee chairs, learn more about each OABR committee, and decide which one might be a good fit for you. It's free to attend, includes appetizers and a free drink. The OABR calendar has the latest information available about committee meetings, classes, and events at omaharealtors.com/calendar.

Our affiliates, "Think Affiliates First" put on a **golf tournament** in May with our charity partner, Heartland Hope Mission. Did you see the fun yet serious golf videos to drive more awareness to this mission, it's on our Omaha Area Board of REALTORS® Facebook page, check those videos out, a smile guaranteed! In addition, this month is the **"Bowls for Hope"** cereal drive, we are be collecting boxes of cereal for the many children in the summer months that rely on meals provided by schools during the school year. Please donate boxes of cereal at the OABR office or to designated brokers across the city. We will also have a "Bowls for Hope" food truck on June 25th from 11 to 1 that will be serving up tacos. Please RSVP so we have plenty of food for everyone.

As we venture into summer towards the mid-year mark, I wish you all a fun and successful season ahead. This is the time to connect with your industry partners and your clients, reach out and check on them. What are they thinking, how are they feeling, and how can we help each other to brighten our world? Let's do this together, with thoughtfulness, one day at a time!

May you always walk in the sunshine, my friend!

Jessica Sawyer,
2025 OABR President



REVIEW

OMAHA AREA BOARD OF REALTORS® 2025 BOARD OF DIRECTORS

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THURS

19

JUNE

TUES

24

JUNE

SENIORS REAL ESTATE SPECIALIST (#0472)

MUST ATTEND BOTH DAYS TO RECEIVE CREDIT

📍 OABR EDUCATION CENTER

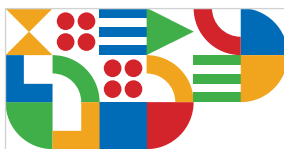
🕒 9:00 AM - 4:00 PM

Register at omaharealtors.com/sres

TUES

24

JUNE



On Tap for Success

DRAFTING YOUR COMMITTEE SPOT



📍 DJ'S DUGOUT | 777 N 114th St

🕒 4:00 PM - 6:00 PM

Register at omaharealtors.com/on_tap

WED

25

JUNE



📍 OABR PARKING LOT

🕒 11:00 AM - 1:00 PM

Learn More: omaharealtors.com/breakfastfooddrive

STROKES OF GENIUS

RAISED THE PAR

Written by **Melissa McElroy**



The vibrant green of Oak Hills Country Club provided the perfect backdrop for the Omaha Area Board of REALTORS® Annual Golf Event on a balmy May day, as fearless foursomes made their way around the course without a hint of *iron-y*.

Affiliate and co-organizer Debbie Williams uses her organizational skills and keen *FORE-sight* to help successfully orchestrate the event. She said, “A perfect blend of sunshine, community, and generosity made our golf outing an outstanding success. We are sincerely grateful to everyone who contributed to a day of purpose, partnership, and giving back.”

Affiliate and co-organizer Jonathan Jameson helped keep everything running smoothly throughout the day. He said, “This year’s golf outing was a tremendous success, and I’m incredibly grateful to everyone who made it happen. The weather was perfect, the turnout was strong, and it was great to see so many familiar faces enjoying a day of golf and connection.”

He added, “We had to make a few adjustments, and I wasn’t sure how it would all be received, but the support from our golfers, sponsors, and volunteers was overwhelming. What made this year even more special was that the outing also supported the Heartland Hope Mission. Giving back to our Omaha community makes the day even more meaningful.”

The fun-filled shindig was capped off with a buffet dinner, awards, and prizes.

Whether it’s golf or real estate, there are some fun things to remember. Stay humble and put your eagle aside. Continue to review course material. Don’t waste time *puttering* around. Having a strong drive will take you far. Strike while the *iron* is hot. Swing for the fairway. And most importantly: *fore-tune* favors the bold!



THE CORNER OF SMART GROWTH & SUSTAINABILITY

Written by **Melissa McElroy**

Nationally renowned instructor and St. Louis-based REALTOR® Nate Johnson graced the Omaha Area Board of REALTORS® Education Center, where he taught two thought-provoking classes and provided a full day of qualified Continuing Education.

Johnson's resume boasts an impressive list of titles and accomplishments: past National Association of REALTORS® Chair of the Sustainability Advisory Group, past NAR Chair of the Smart Growth Advisory Board, and 2024 NAR Vice President of Advocacy. He was also the 2018 President of the Missouri REALTORS® and has earned an impressive array of professional designations: ABR, CIPS, CRS, GREEN, GRI, SRES.

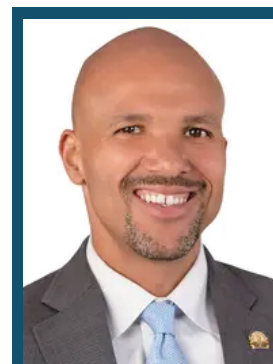
The morning course focused on empowering REALTORS® to navigate the affordable housing shortage and become advocates for sustainable and equitable housing solutions. Smart Growth principles examine optimal ways to promote economic development and community inclusivity by overcoming barriers such as zoning restrictions to better serve clients and communities. The class studied real-world case studies to better understand the ever-changing market and the shifting needs of consumers.

According to Johnson, creating a sense of community is a key component of the housing industry. It not only entices people to move to a particular neighborhood, but it also encourages them to stay. People want a sense of place and convenient access to amenities when they are considering where they'd like to purchase their next home. Factors like walkability and infrastructure are important to communities and require thoughtful leadership.

In the 20th Century, developers had the luxury of plenty of developable land and didn't consider walkability when developing the car-centric, urban sprawl. The 21st Century is more focused on creating a

range of housing opportunities that consider walkability, access to restaurants and stores, and public transportation options.

Consumer needs have shifted over the years. There has been a "baby bust," or dramatic decline in people having children. There are far more single homeowners and married, childless couples. People are also becoming more aware of their carbon footprint. Not every homebuyer wants a large four-bedroom house.



NATE JOHNSON

The class took a hard look at historical barriers to homeownership, such as discriminatory practices and generational wealth disparities.

Key factors that influence housing affordability include: income levels, housing supply & demand, construction costs,

interest rates, economic cycles, tax policies, development regulations, climate change & natural disasters, gentrification, community resistance, corporate real estate investors, and foreign investors.

TEN SMART GROWTH PRINCIPLES

1. Create walkable neighborhoods
2. Take advantage of compact building design
3. Mix land uses
4. Create a range of housing opportunities and choices.
5. Strengthen and direct development towards existing communities.
6. Foster a strong sense of place.
7. Preserve open space and critical environmental areas.
8. Provide a variety of transportation choices.
9. Make development decisions predictable, fair, and cost-effective.
10. Encourage community and stakeholder engagement.

BIAS OVERRIDE

Instructor Nate Johnson dedicated his afternoon class exploring how bias impacts how we perceive and interact with others and how to use methods backed by Mind Science to overcome bias. The BRICK method can be used to create a culture where everyone feels welcome.

BELONGING | Create an environment where each person can freely be themselves.

RESPECT | Value the rich insights and ideas each person has to share.

INVESTMENT | Nurture a person's specific goals and aspirations.

CONVERSATION | Engage challenging topics, such as identity dynamics, as they rise.

KINDNESS | Practice authentic listening, regard, and warmth for people.

People need to feel like they belong in order to thrive. Different social identity groups of people (race, ethnicity, gender, sexual orientation) affect the way they experience belonging. Identity differences may create obstacles to creating a culture that fosters connection and belonging.

Implicit Bias is the process of associating stereotypes or attitudes towards categories of people without conscious awareness. Everyone has some sort of implicit bias. Many people are skeptical about discussing implicit bias and believe explicit bias, such as racism, misogyny, Islamophobia, anti-Semitism, and violence towards transgender people, is more concerning. However, ignoring implicit bias makes it more likely that people with different social identity groups will be treated unfairly.

Identity Anxiety can occur with cross-group interactions. Out-group members may fear they will experience discrimination, hostile treatment, or invalidation. In-group members fear their words or

Whenever we encounter someone new our brains categorize people based on age, gender, and in some cultures, religion. A stereotype threat happens when you feel seen through the lens of a stereotype.

Steering is a biased practice where an agent influences a buyer's choice of community based on one of the prohibited characteristics under the Fair Housing Act: race, color, religion, gender, disability, familial status, or national origin. Taking steps to override implicit biases is critically important to avoid violations.

STRATEGIES TO OVERRIDE BIAS

- Slow down and process each encounter.
- Understand the difference between being nice and being kind.
- Be mindful of the impact your behavior and word choice has, even if it is unintentional.
- Consider how someone else's experience could differ from yours, otherwise known as "empathic perspective taking."
- Reimagine negative stereotypes; actively look for positive images of a group.
- Create protocols to ensure every client receives the same treatment.
- Create sustained positive relationships with people from other groups at work and in your personal life to reduce bias in a powerful and long-lasting way.

KNOW HOW TO AVOID UNNECESSARY ERRORS

- Know names/ pronunciation of names
- No identity presumptions
- Open conversations
- Widen your circle

RESET THE CONVERSATION

- Refocus from embarrassment
- Emphasize apology
- Skip self-justification
- Explore accountability
- Thank you

EMPOWER HOURS

PRACTICAL INSIGHTS FOR YOUR BUSINESS

Written by **Melissa McElroy**



The Omaha Area Board of REALTORS® YPN Committee hosted Empower Hours in April, which boasted a panel of professionals who shared their own industry expertise with attendees in a lively Q&A session. Dylan Dravland, Mortgage Advisor of NEO Home Loans; John Wanninger of Red Rhino Roofs & Solar, and Debbie Williams, Senior Account Executive from Farm Bureau Financial Services, explored the many intricacies of the real estate transaction.

John Wanninger said that he “liked helping people solve problems” and he “likes to help people save deals.” He always advises having a roof inspected by a qualified local contractor who will do a thorough inspection of the roof. Sometimes damage is missed in a general inspection, especially hail damage. He also said that roof leaks can occur when there is not enough air flow under the shingles. Simple measures like cleaning vents and turning down the humidifier during the winter can help mitigate that.

Dylan Dravland is a strong believer in the power

of knowledge; he strives to educate clients about wealth building and wants to help them set realistic goals. He said that the best time to talk to a mortgage professional is when the client first starts thinking about buying a home. Coming up with a solid strategy is key. Having a good credit score and getting an insurance quote before putting an offer on a house will put that client in a better position.

Dravland said he would like to see prospective buyers contact him months or years in advance to set up the best plan. If someone is not in a great position to buy a home, he would rather decline the business than place a client in a bad position where they are financially overextended. His clients appreciate his integrity and his candor. It builds trust.

Debbie Williams agreed that it was important to empower clients with information before they get to the closing table. She said there have been many changes in the last couple of years, with a surge of catastrophic storms, adding that Nebraska now has the highest homeowners premiums in the nation.

**Clockwise:**

John Wanniger;
Debbie Williams;
Dylan Dravland

Other factors impact the insurance quote, like the amount of coverage and the deductible.

She agreed with Dravland that clients should get a quote on any home they're considering buying before placing an offer. There are so many factors that affect that quote, including the clients' credit scores and whether they've had any prior insurance claims. Not all claims are created equal. A theft claim can impact insurability differently than a weather-related claim. All claims in a household will be considered, and if your spouse has multiple claims or a poor credit score, it will likely impact your insurance. Insurance can kill a deal.

All three panelists are respected professionals who conduct business with integrity. Visit omaharealtors.com for more about OABR happenings and the next Empower Hours event.

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 2026.



**JILL
ANDERSON**
President-Elect



**CHARLES
CHADWICK**
Secretary-Treasurer



**MIKE
MCGLYNN**
2026 Director



**NICOLE
RIDDLE**
2026 Director

The following individuals will continue their service on the 2026 Board of Directors or will be appointed by virtue of their current positions.

2026 PRESIDENT Brad Fricke

2026 DIRECTOR Darla Bengtson

2026 DIRECTOR Ervin Youmans

2027 DIRECTOR Charles Chadwick

2027 DIRECTOR Sarina McNeel

2027 DIRECTOR Kyle Schulze

2026 IMMEDIATE PAST PRESIDENT

2026 GPRMLS, INC. CHAIR

2026 AFFILIATE COMMITTEE CHAIR

2026 WCR OMAHA CHAPTER PRESIDENT

Jessica Sawyer

Susan Clark

TBD

Angie Thiel



*Additional candidates for the open positions may be placed in nomination by petition signed by a least ten percent of the REALTOR® members and filed with the Omaha Area Board of REALTORS® office by July 14, 2025 for election. If the open positions are uncontested, the published slate will take office September 1, 2025

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Omaha's

HOT HOUSING MARKET!

U.S. News & World Report ranked Omaha as the hottest housing market for 2025.

Locally, the Douglas County Assessor recently assembled additional information that provided a consistent picture of local real estate. Douglas County boasts a solid residential real estate market with nearly a decade of steady residential real estate price growth, impacting assessed property values in the metro.

Assessed valuations are determined using professionally accepted mass appraisal techniques, which include a combination of methods – comparable sales, estimated cost, and income generation potential. The Nebraska Department of Revenue evaluates the valuations to measure compliance with two key constitutional standards: actual value and equalization between taxing entities. Additionally, all properties must be assessed at actual value or what the property would sell for during typical market conditions.

The level of value reflects qualified, arm's-length transactions. The recent study period spanned two years for residential and three years for commercial. As newer and typically higher sales enter a study period, ratios signal rising market value trends.

There were residential value increases across all of the Omaha market areas. In fact, according to the DC Assessor, the overall value was nearly seven



Average Selling Prices by Market Area

Market Areas	Oct 2022 to Sept 2023 Sales Count	Oct 2023 to Sept 2024 Avg Sales Price	Oct 2023 to Sept 2024 Sales Count	Oct 2023 to Sept 2024 Avg Sales Price
01_DC West*	90	\$584,517	123	\$731,043
02_Elkhorn South	492	\$574,359	543	\$613,663
03_Elkhorn North	415	\$469,538	385	\$487,201
04_Bennington	523	\$457,951	451	\$438,170
05_Westview	579	\$339,099	630	\$351,414
06_Millard North	322	\$397,401	326	\$437,769
07_Millard West	426	\$376,235	476	\$419,154
08_Millard South	296	\$291,007	351	\$298,845
09_Burke	752	\$317,367	739	\$321,365
10_Northwest Magnet	516	\$286,315	497	\$290,292
11_North	398	\$158,165	526	\$165,900
12_Benson	531	\$213,512	477	\$216,718
13_Westside	321	\$407,340	340	\$426,913
14_Central	550	\$323,357	643	\$350,512
15_Ralston	189	\$264,905	187	\$285,456
16_South Magnet	116	\$184,602	124	\$191,062
17_Bryan	139	\$205,600	119	\$214,787
18_Elkhorn	239	\$470,368	246	\$520,547
19_Buena Vista	219	\$218,901	249	\$235,582
Market Area 1 to 19	7113	\$347,535	7432	\$364,521

*Higher quality homes sold in Oct 2023 to 2024 sales period

percent higher than a year ago. Sales data drove neighborhood-level changes; however, most neighborhoods reappraised in 2024 were not reassessed in 2025.

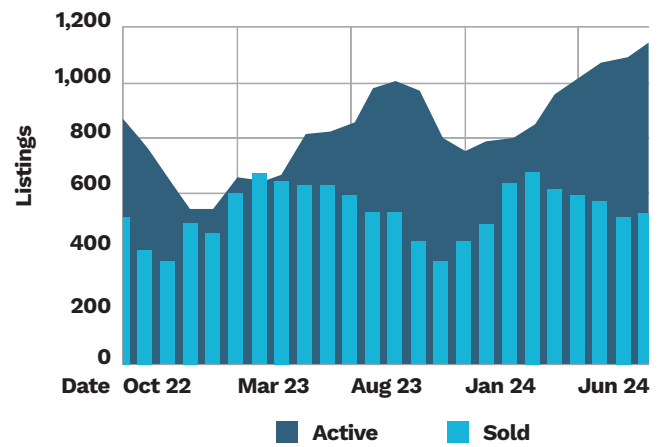
This year, valuation notices were mailed on May 23. The protest period ends on June 30 for those fighting an increase.

Broader economic trends also have a significant impact on local real estate. The residential market has recently shown signs of softening. U.S. News & World Report states that the median selling price dropped from \$325,000 to \$304,000, which means one-half of all Omaha sales were under the median sale price of \$304,000, according to the national publication.

According to CoStar, a \$32 billion Wall Street giant and owner of Homes.com, Apartments.com, and LoopNet, Omaha has consistently led major U.S. markets in multifamily rent growth. In March 2025, CoStar stated that Omaha is one of two major U.S.

rental markets without a supply and demand imbalance. A combination of factors, including job growth, population growth, and a lack of affordable housing in other segments, fuels demand for multifamily properties in Omaha. The city's diverse economy, stable job market, and overall affordability contribute to its strength.

Inventory vs. Sales
Oct 2022 - Sep 2024



Oct 1, 2022 to Sept 30, 2024 Assessment/Sales Ratios

RES MARKET AREA	RATIO COUNT	MEAN	MEDIAN	AVEDEV	COD	*SALE DATE	MEDIAN
01_DC West	213	85.73%	87.30%	14.99%	17.17%	Jan-March 2024	83.75%
02_Elkhorn South	1035	83.55%	87.62%	12.10%	13.81%	April-June 2024	80.71%
03_Elkhorn North	800	78.73%	86.64%	17.86%	20.62%	July-Sept 2024	81.39%
04_Bennington	974	81.06%	88.08%	16.16%	18.35%		
05_Westview	1209	84.37%	88.14%	11.53%	13.08%		
06_Millard North	648	88.05%	87.39%	8.20%	9.39%		
07_Millard West	902	88.00%	88.73%	7.74%	8.72%		
08_Millard South	647	87.17%	87.02%	8.76%	10.07%		
09_Burke	1491	86.64%	85.66%	8.78%	10.25%		
10_Northwest Magnet	1013	87.08%	88.04%	10.43%	11.85%		
11_North	924	81.50%	82.46%	18.81%	22.81%		
12_Benson	1008	85.04%	85.50%	12.12%	14.17%		
13_Westside	661	84.51%	85.02%	10.56%	12.43%		
14_Central	1193	84.57%	86.00%	12.53%	14.57%		
15_Ralston	376	87.67%	86.99%	8.26%	9.50%		
16_South Magnet	240	83.66%	83.82%	16.19%	19.32%		
17_Bryan	258	81.43%	82.64%	13.16%	15.92%		
18_Elkhorn	485	81.01%	86.51%	15.94%	18.42%		
19_Buena Vista	468	83.67%	83.91%	11.88%	14.16%		
Grand Total	14545	84.51%	**86.73%	12.02%	13.86%		

*2024 Values divided by study period sale prices

** County wide final level of value for residential in 2024 93.16%

Source: Douglas County Assessor

STAR A CELEBRATION OF THE AMERICAN DREAM WARS

Written by **Melissa McElroy**

Homeownership provides a solid foundation for creating personal and generational wealth and is an integral facet of the American Dream. Every June, Americans celebrate National Homeownership Month. It presents a prime opportunity to broadcast the critical role that REALTORS® play guiding weary consumers over a rugged terrain of real estate... like Obi-Wan Kenobi.

Every hero has at least one formidable adversary. High interest rates, rising costs for raw goods, a shrinking tradesperson pool, high lot costs, and a limited housing inventory of affordable homes all encapsulate the dark side of real estate, the proverbial Darth Vader.

Continually adding to your wealth of knowledge is part of your Jedi training when fighting the dark side. The more you bolster your industry expertise, the better you can show your value and battle the nefarious nemesis.

Omaha Area Board of REALTORS® 2025 President-Elect and real estate instructor, Brad Fricke, said, "I think the experienced real estate professional has a lot to offer homebuyers above our ability to guide them through the processes; many times, our experience can bring good insight about features of the house they may have overlooked."

LESSONS FROM STAR WARS

Valuable insights can be acquired from the Jedi teachings in Star Wars.

"YOUR FOCUS DETERMINES YOUR REALITY."

- QUI-GON JINN

Staying focused on your goals will help you achieve them.

"DO. OR DO NOT. THERE IS NO TRY."

- YODA

Decide to fully commit to a goal. Don't take a half-hearted approach.

"ALWAYS PASS ON WHAT YOU HAVE LEARNED."

- YODA

Share your real estate experience and knowledge with others. Serve the greater good.

"THE GREATEST TEACHER, FAILURE IS."

- YODA

Every challenge and experience can teach us something valuable. That acquired knowledge through experience will guide you better in the future.

Pearls of wisdom from Obi-Wan Kenobi that can apply to real estate:

"ONLY A SITH DEALS IN ABSOLUTES."

Be careful of all or nothing thinking.

"THE TRUTH IS OFTEN WHAT WE MAKE OF IT."

Our understanding of reality is based on our own experiences and perceptions.

"IN MY EXPERIENCE, THERE'S NO SUCH THING AS LUCK."

We create our own luck through hard work and perseverance.

"THESE AREN'T THE DROIDS YOU'RE LOOKING FOR."

The power of suggestion is powerful. Use your Jedi mind powers to advocate for what you want, but use that power responsibly.

"IF YOU STRIKE ME DOWN, I SHALL BECOME MORE POWERFUL THAN YOU CAN POSSIBLY IMAGINE."

Adversity builds character.

"WHO IS MORE FOOLISH? THE FOOL OR THE FOOL WHO FOLLOWS HIM?"

Don't mindlessly follow anyone, especially if they lack wisdom.

Throughout June and beyond, remember that you're someone's Jedi Master and they're in dire need of your guidance. Or in the immortal words of Obi-Wan: *"Use the force!"*

May the force be with you in all your real estate endeavors!

WCR MUSIC TRIVIA EXTRAVAGANZA

Written by **Melissa McElroy**

U pbeat tunes blared from the speakers as a gaggle of disco divas broke out their grooviest dance moves. Characters from the game of Clue swayed rhythmically to the beat. Women astronaut cosplayers laughed deep belly laughs and danced around an inflatable space rocket, a nod to Blue Origin's Female Flight crew. A boisterous group of people masquerading as elderly folks twerked around their table, clutching their walkers as the music played on.

One thing was for certain: this was not your typical Women's Council of REALTORS® event. It was the Omaha Network's Music Trivia Spring Extravaganza.

The highly anticipated yearly event boasts a competitive costume contest. Teams go all out for the shindig, in the name of fun and to raise money for a worthy cause. The winners of this year's costume contest were:

- The "Hip Breakers" team from the Virtue Group at kWELITE Real Estate won the coveted first-place prize for old folks' costumes.
- The "Clue" team from Better Homes and Gardens Real Estate The Good Life Group won second place dressed as characters from Clue.

Brad Fricke won one-half of the \$2,500 split-the-pot raffle, which he graciously donated back to the sponsored charity partner: The 50 Mile March



Foundation, a nonprofit that empowers veterans facing mental health challenges and homelessness. They support America's heroes by fostering a community of hope and providing unrelenting support.

Last year, 2024 WCR Omaha Network President Sarina McNeel participated in the 50 Mile March annual event. Participants walked fifty miles from Lincoln to Omaha for 22 hours to raise awareness.

The WCR Omaha Network logged yet another successful event this year. They raised money for veterans in need, all while wearing cool costumes, listening to great music, and having a blast. Brava!






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THE TRENCHES

Written by **Melissa McElroy**

Working in real estate sometimes seems like you're a crime show detective. There's always some mystery to solve, and you never know what kind of characters you might encounter in the field. The following tales demonstrate why REALTORS® sometimes need to embrace their inner Matlock on the job.

PLAGUED

Ted Kaasch has seen it all during his impressive real estate career. One story in particular stands out to the Associate Broker and real estate investor, one that will forever be burned into his mind. It was the one with the pests.

At first glance, it seemed like a typical home when he pulled up. As he walked towards the front door, he saw people sleeping in tents in the yard. Then he noticed someone peeping out the front window of the house from behind blackout curtains.

A thin, pale, twitchy man greeted him at the door. The window peeper, presumably. He talked incessantly, talking a mile a minute. As Ted followed the gentleman into the home, he heard a distinct crunch under his feet. When he looked around, he saw hundreds of cockroaches everywhere. The walls were blackened from bug feces.

As he made his way into the home, he noticed the twitchy man had a couple of twitchy friends in the house, nervously babbling incoherently. There were also throngs of cats marauding around the bug-infested dwelling. Then he saw a couple of elderly folks sitting on the couch, hooked up to machines.

There comes a time when the savvy real estate professional really needs to weigh whether an investment property is worth it. Is the juice worth the squeeze?

BURN NOTICE

REALTOR® Cali Rethwisch received the most chaotic, frantic phone call on that fateful day. The woman's voice on the other end exasperatedly said, "Your house is on fire! It's up in smoke."

Cali thought the lady meant Cali's personal home was on fire. It took a few minutes for her to figure out what the caller was trying to say. It was the soon-to-be home of one of Cali's buyers, which was set to close in a week, was on fire. Once she finally understood what was being said, she sprang into action and reached out to her client.

She wasn't even sure if her client would still want the house. It was going to significantly delay the closing.

Cali reasoned with her client. Not only would all the repairs be done, but she would get brand-new floors, new appliances, new everything; all the costs would be covered. After careful consideration, her client decided to go ahead with the purchase and ended up with tens of thousands of dollars of equity in the home on day one. It was a real fire sale.

Keeping calm, cool, and collected in shocking and trying times is all in a day's work for a REALTOR®. It's never a dull moment when you're toiling away in the trenches of real estate.

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Bowls of Hope

FILLS OMAHA HUNGER GAP

Written by **Melissa McElroy**



Heartland Hope Mission is on a mission to make a difference for those in need in our community. They're more than a food supplier. In addition to having a full pantry, they also have a diaper drive, offer homelessness and hunger prevention programs, employment assistance, provide disaster relief, and empower the people they serve to combat economic crises to rise out of poverty.

It is more than a charitable organization. It is a beacon of light for those weathering the storm. Last year alone, over 80,000 people benefited from their food pantry, nearly 12,000 received holiday assistance, and over 13,000 received diaper packs. The organization works tirelessly to help feed those in need. According to the organization, 267,960 Nebraskans worry about where their next meal is coming from.

ACT NOW

Many children rely on meals provided at school during the school year and face food insecurity during the summer months. For that reason, "Bowls of Hope" was organized to help bridge that gap. Omaha Area Board of REALTORS® members started collecting boxes of cereal and other breakfast items for the drive in May, which will continue through June 25.

Amanda DeVries, Heartland Hope Mission's Community Engagement Manager, has dedicated her life to helping community members. It's a mission close to her heart. "As someone who has been part of

Heartland Hope Mission for 12 years—and who grew up in a working poor household raised by a single mother—I know firsthand how expensive it can be for parents to provide a healthy breakfast for their children. This challenge becomes even greater during the summer months when kids aren't receiving meals at school."

She added, "The Bowls of Hope cereal drive helps ensure that kids in our community have the food they need to thrive. We are incredibly thankful to OABR for their support in hosting this drive and helping Heartland Hope Mission in our endeavor to end childhood hunger."

OABR Social Events Committee Chair, Mandi Lackas, said, "Supporting the Heartland Hope Mission with our OABR Bowls of Hope, cereal and breakfast food drive is about more than just providing a meal — it's about lifting up our neighbors with dignity, compassion, and hope. When we come together as a community to meet basic needs, we build a stronger, kinder future for everyone! The need is there, with summer approaching, many children miss out on the breakfast and lunch provided during the school year. This drive will fill the shelves and help fill that void!"

Stop by the OABR parking lot at 11830 Nicholas Street from 11 a.m. to 1 p.m. on Wednesday, June 25, the final day of the drive. Everyone is welcome! A taco truck will be on-site for lunch, and the first 100 people attending who have donated two boxes of cereal will receive a \$10 lunch voucher.

IT'S NEVER TOO EARLY FOR

Essential Training



Code of Ethics - Required

All REALTOR® members must complete at least 2.5 hours of ethics training in 3-year cycles. The current cycle will end on **December 31, 2027**, and future training cycles will be every three years. If you completed the OABR New Member Orientation after January 1, 2025, you have satisfied the requirement.
Appraisers: If you have completed your USPAP, this will fulfill this requirement.



Fair Housing - Required

All OABR REALTOR® members must complete at least 2 hours of fair housing / anti-bias instruction in 3-year cycles (concurrent with the NAR ethics training cycle). The current cycle will end on **December 31, 2027**, and future training cycles will be every three years. If you completed the OABR New Member Orientation after January 1, 2025, you have satisfied the requirement.
Appraisers: If you have completed your USPAP, this will fulfill this requirement.



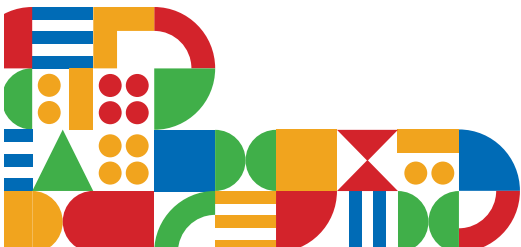
Finance Orientation

The Finance portion of the OABR New Member Orientation is now offered five times per year as a 3-hour CE class (#1365) and is open to all OABR members. The course is held in February, April, June, September, and November – daytime and evening hours, so consult the OABR calendar for start times and registration information.



Contracts Orientation

The Contract portion of the OABR New Member Orientation is now offered five times per year as a 3-hour CE class (#1357R) and is open to all OABR members. The course is held in January, March, May, August, and October – daytime and evening hours, so consult the OABR calendar for start times and registration information.



MEMBERSHIP REPORT

February Activity	MO	YTD
New REALTOR® Members	18	89
Resignations	7	126
Membership (As of May 1)	2025	2024
Designated REALTORS®	194	211
REALTOR®	3009	3108
REALTOR® Emeritus	93	93
TOTAL REALTORS®	3296	3412
Institute Affiliate	82	75
Affiliate Members	142	147
Key-Only Affiliates	123	131

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Performance Management Network (PMN)

- Angela Thiel, Better Homes and Gardens

Seller Representative Specialist (SRS)

- Brad Fricke, RE/MAX Results

Seniors Real Estate Specialist® (SRES®)

- Trudie Ahlstrom, BHHS Ambassador Real Estate
- Joe Hunter, Heartland Properties Inc
- Regina Kotchin, Regina Kotchin RE Broker
- Stephen Moore, Nebraska Realty
- Sean Powers, Prime Home Realty
- Jessica Rangel, Nebraska Realty

PERSONALS

Our Condolences

- To Rusty Hike and Dalton Hike, Hike Real Estate PC, on the passing of their mother and grandmother, respectively



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Find the next YPN Committee meeting on the OABR calendar!

WCR: EMPOWERING WOMEN IN LEADERSHIP

WCR: Empowering Women in Leadership

Summer is in full swing—with packed calendars full of showings, meetings, and emails. And if you're lucky, maybe even a well-earned vacation. I've always believed in the motto: Work hard, play hard. I'm fortunate to lead an organization that shares that same philosophy.

The WCR Omaha Board will be heading to Washington, D.C., the first week of June for the 2025 WCR Midyear Conference and REALTOR® Legislative Meetings. It's always an inspiring experience to connect with leaders from across the country and meet with our elected officials. Building strong relationships with policymakers reinforces just how important RPAC is to our industry and to the future of real estate. We have a full schedule lined up—including education sessions, networking events, a Pentagon tour, and Hill visits with Representatives Don Bacon, Mike Flood, and Adrian Smith, along with Senators Deb Fischer and Pete Ricketts.

Back home, our local network has been hard at work planning an exciting lineup of summer events! Our Business Powerhouse Series continues, focusing on Branding, Systems & Automation, and wrapping up in August with a special guest—Coach John Cook, head coach of Nebraska Volleyball.

These sessions are designed to help you elevate your business and leadership game.

Next up: Join us June 26 at Champions Run for another high-energy networking event. Full details are available at wcromaha.com.

Also, don't miss our annual WCR Golf Tournament on September 16 at Tiburon! This year, we're proud to support The 50 Mile March, a powerful local nonprofit making an impact in the lives of veterans. Learn more about their mission at 50milemarch.org.

Now is a great time to get more involved with Women's Council—whether you're looking to develop your leadership skills, grow your network, or simply surround yourself with empowering people who lift each other up. Growth doesn't happen in your comfort zone—and the most dynamic leaders I know are those who keep showing up, keep learning, and keep evolving.

It's hard to believe we're already halfway through the year! Let's finish Q2 strong and keep the momentum going into Q3.

Here's to strong connections, continued growth, and—of course—happy closings!

TRAC BURKHARDT

2025 President

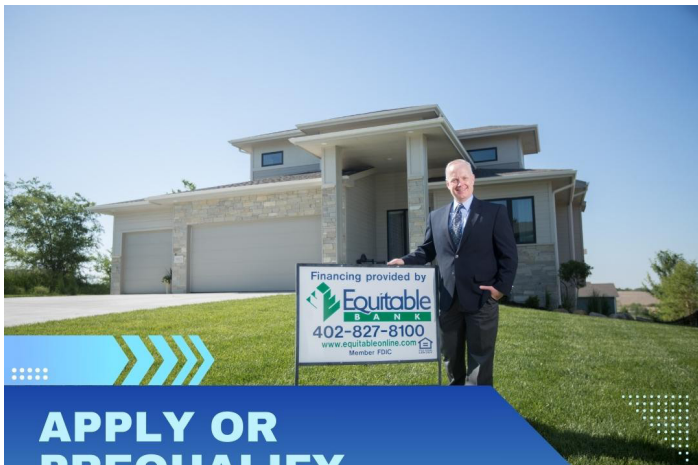
Women's Council of REALTORS® - Omaha

REALTORS® Make the Market

Omaha Area Residential Snapshot

APRIL 30	2025	2024	%
NUMBER ON MARKET	2,090	1,984	+5.3% ▲
NUMBER UNDER CONTRACT (MONTHS)	1,212	1,261	-3.9% ▼
NUMBER OF SALES CLOSED (YEAR TO DATE)	967	1,036	-6.7% ▼
EXISTING SALE PRICE (MEDIAN YEAR TO DATE)	\$300,000	\$291,000	+3.1% ▲
NEW SALES PRICE (MEDIAN YEAR TO DATE)	\$415,251	\$433,788	-4.3% ▼

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PAST PRESIDENT'S CORNER

DOUG DOHSE 2019 PRESIDENT

Nearly three decades ago, Doug Dohse was working as a bartender. He didn't know then that his career path was going to take him to a new frontier: real estate. There was a regular customer who was a REALTOR® who would often ask him why he wasn't a REALTOR®. It planted a seed. Doug decided to get his real estate license.

He became active with committees. It was a way to give back to the industry but also provided a great opportunity to network. He's made many wonderful friends along the way, and he has

received some referrals. He said that his committee work also made him a better public speaker. It made him get more comfortable with getting up in front of a large group and sharing ideas.

Doug also served as the 2023 President of the Nebraska REALTORS® Association and currently sits as a member of the Nebraska Real Estate Commission.

The real estate profession is a relationship-based business. "People want to work with people they like, know, and trust," he said. "Not much has changed in the last 28 years. There's been advances in tech, but the more things change, the more they stay the same," he explained.

Doug said, "You need to be present with clients and show what you can do for them." He also suggested that new agents take a

business class on how to run a small business and find a business model that works for them.

"There's order takers and there's REALTORS®." He added, "You have to make a conscious effort to get up every day and sell real estate." No one is going to do the work for you.



Differences Between Residential & Commercial Property Inspections

What Sets Commercial Inspections Apart?

Commercial property inspections differ significantly from residential ones and require specialized expertise. Inspectors must understand complex systems, regulations, and structural requirements.

Capital Expenses & Maintenance Planning

Buyers need details about HVAC systems, water heaters, and roofing components to budget for future expenses. Commercial properties often require advanced assessments to determine potential repair or replacement costs.

Safety & Compliance Standards

Commercial buildings must meet stricter safety codes. Features like emergency exit lighting, smoke detectors, exit signs, and fire ex-

tinguishers should be serviced annually. Electrical systems over 400 amps should be inspected by licensed electricians, who use specialized safety equipment.

Roofing & Structural Concerns

Flat roofs, such as EPDM or rolled asphalt, are common in commercial properties. Inspections focus on drainage issues, structural support, and signs of material wear or deterioration. Addressing these issues early can prevent costly repairs.

Plumbing & ADA Compliance

In Omaha, PEX plumbing is prohibited in commercial properties. Inspections also evaluate compliance with the Americans with Disabilities Act (ADA), including marked parking spaces, foam protection on pipes, and grab bars in restrooms.

Parking Lot & Exterior Checks

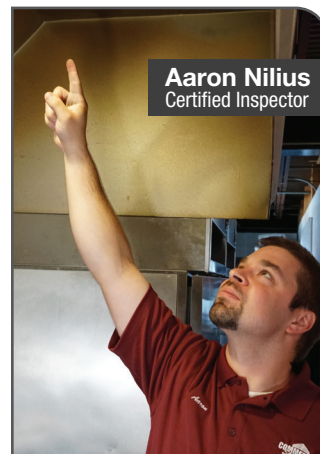
Parking lot striping, curb stops, and signage are assessed for visibility and wear. Gas meters in areas prone to vehicle impact should have protective concrete bollards.

HVAC Systems

Package HVAC units are common in commercial buildings. These combined heating and cooling systems are installed outdoors, eliminating the need for metal flues. Inspectors assess the age, efficiency, and condition of these units.

Commercial Kitchens & Grease Management

Cooking appliances in commercial kitchens, such as ovens, gas cooktops, and fryers, often require fire suppression systems and exhaust hoods. Fire suppression uses chemical agents to control flames. Grease traps are inspected to prevent drain blockages, as regular cleaning is essential.



Why It Matters

Understanding these differences helps buyers and agents evaluate inspector qualifications and make informed decisions. To learn more about the commercial property inspection process or its impact on buying and selling commercial properties, contact us today!



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REVIEW

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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	NORTHWESTERN	Lincoln, NE
Oct. 12	at Indiana	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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