

REVIEW

Omaha Area Board of REALTORS®



NOVEMBER

TUE
04

NEW REALTOR® ORIENTATION

9:00AM - 12:30PM

Kickstart your real estate journey at our New REALTOR® Orientation, where you'll gain the tools, knowledge, and connections to build a successful career from day one!

FRI
07

FINANCING THE SALE SHOW ME THE MONEY

9:00AM - 12:00PM

The agent will be able to assist their client on the different financial options that are available so the client can make a sound financial decision based on their individual financial needs.

WED
19

OABR TURKEY BOWL

11:00AM - 5:00PM

This event is limited to members only.

FRI
21

FAIR HOUSING STRATEGIES

8:45AM - 11:45AM

Unlock the essentials of fair housing. Dive into landmark laws and practical insights on compliance in real estate practices. (#1480R)

FRI
21

YOUR CHECK OR YOUR ETHICS

12:30PM - 3:30PM

Explore how personal finances directly shape your business choices and your ability to serve clients ethically. (#1610)



**SCAN TO VIEW THE
OABR CALENDAR**

NOVEMBER 2025

FROM THE PRESIDENT'S DESK

Hello all,

As I write this letter, we're surrounded by the full color of fall. Each year, the changing leaves remind us of the beauty in transition — and no matter how often we see it, it never gets old.

In many ways, our industry has experienced its own seasons of change. For the past few years, it seems like every headline announces another shift that will “change everything” in real estate.

When OpenAI released ChatGPT on November 30, 2022, it took the world by storm — reaching over a million users in just five days. Many wondered if technology would replace us. Three years later, it's become a helpful tool for many, but the heart of our business remains the same: guiding clients with care, expertise, and a personal touch — something no AI can replicate.

Then, in 2024, REALTORS® faced another major change with the implementation of a mandated Buyer's Agency Agreement requirement. Many agents worried about how it would affect their business. I had the privilege of leading the ABR (Accredited Buyer's Representative) class for more than 200 agents to help prepare for that transition. Today, it's simply become part of how we serve our clients with clarity and professionalism.

As John C. Maxwell said, “Change is inevitable. Growth is optional.” And John F. Kennedy reminded us, “Change is the law of life. And those who look only to the past or present are certain to miss the future.”

Like the leaves that return stronger each season, our industry continues to grow through every shift and challenge. So, as we enter this season of gratitude, take a moment to reflect on how much you've adapted, learned, and accomplished. Be thankful for the opportunities change has brought — and for the resilience that carries us forward.

BRAD FRICKE,
2025 OABR President



REVIEW

OMAHA AREA BOARD OF REALTORS® 2026 BOARD OF DIRECTORS

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& SUPPORT ADMINISTRATOR**
Jaycee Miller

WED
19
NOV



SPECTATOR PASSES
STILL AVAILABLE!

📍 MAPLEWOOD LANES

🕒 11:00 AM - 5:00 PM

Register at omaharealtors.com/turkey-bowl-2025

FRI
21
NOV



SATISFIES
FAIR HOUSING & ETHICS
CE REQUIREMENTS!

📍 OABR EDUCATION CENTER

🕒 8:45 AM - 11:45 AM / 12:30 PM - 3:30 PM

New Times and Discount Pricing: omaharealtors.com/last_chance_ce

FRI
05
DEC.



📍 MANY LOCATIONS AVAILABLE!

🕒 10:00 AM - 4:00 PM

Register at omaharealtors.com/ring-day

OABR AND RPAC

FIGHTING FOR YOU

Written by **Melissa McElroy**

The REALTORS® Political Action Committee (RPAC) is a powerful grassroots effort that protects REALTORS®, defends private property rights, and advocates for the real estate industry at all levels of government. RPAC supports pro-REALTOR® candidates who keep a watchful eye on legislation impacting real estate.

Locally, OABR RPAC Committee Co-chair, Darla Bengtson, highlighted some RPAC wins in recent years. “In 2020, RPAC paved the way for Omaha Mayor Stothert to classify REALTORS® as essential workers during the COVID-19 pandemic, allowing REALTORS® to continue operating.”

“More recently, RPAC supported Sheriff Aaron Hanson, who has assigned liaisons promoting REALTOR® safety. RPAC supported legislators who blocked eleven attempts to increase the Documentary Stamp Tax and successfully fought against proposals to add sales tax on real estate service fees,” she said.

“RPAC-supported candidates helped prevent a change to the local building code that would have mandated external electrical shut-offs on every new home. Omaha City Council Representatives and the

Mayor opposed it, and stopped it from adding up to \$3,000 to the price of a new home,” Bengtson added.

Charles Chadwick, OABR Governmental Affairs Committee Chair and NAR Federal Political Coordinator for U.S. Senator Pete Ricketts, described how RPAC has helped build relationships to keep the lines of communication open between elected officials and real estate leaders.

Chadwick, along with other local industry leaders, typically meets with Nebraska’s elected officials during NAR’s annual Legislative Meetings. This year, leadership met with “The Nebraska Five” in June, including Senators Deb Fischer and Pete Ricketts, Congressman Mike Flood, Congressman Don Bacon, and Congressman Adrian Smith. The One Big Beautiful Bill Act (OBBBA) was working its way through the Congressional process. Chadwick says he witnessed living history, seeing RPAC supporters influence decisions impacting real estate.

“It’s a revolving door of communication on Capitol Hill,” he said. Policymakers discuss pressing issues with the real estate community. The real estate industry can voice concerns and influence policy. He said that the

real estate industry makes up a large part of the economy locally and nationally – nearly 14 percent. When the real estate industry speaks, our representatives listen, in large part due to the RPAC support they receive. RPAC never buys their vote; however, RPAC provides access and allows the voice of real estate to be heard.

Some key takeaways from the OBBBA included making several provisions of the 2017 Tax Cuts and Jobs Act (TCJA) permanent; preventing a scheduled tax rate increase; and introducing new deductions. There was also a temporary SALT Cap increase on the federal deduction for state and local taxes and a child tax credit increase.

“The child tax credit increase will help people who don’t own homes put away more money,” the OABR Governmental Affairs Chair said.

When the government shut down recently, all the Federal Political Coordinators reached out to Nebraska’s members of Congress to explain the importance of Flood Insurance in real estate transactions. An estimated 1,400 transactions a day have been delayed nationwide due to a recent lapse in the National Flood Insurance Program.

According to RPAC supporters, the Nebraska Five have been champions of real estate. Congressman Mike Flood serves as Chairman of the Housing and Insurance Subcommittee. He co-introduced the “Streamlining Manufactured Housing Standards Act,” which clarifies that the U.S. Housing and Urban Development (HUD) agency has the sole authority to set efficiency and safety standards for manufactured homes, part of a bipartisan effort aimed at reducing red tape and helping homebuilders produce more cost-effective manufactured housing.

Senator Pete Ricketts worked on the bipartisan “Renewing Opportunity in the American Dream (ROAD) to Housing Act,” an effort to make housing more affordable in Nebraska, which was passed by the Senate Banking Committee.

That is just at the federal level. At the state level,

RPAC continues to fight against bills increasing the document stamp tax and any bills that would tax real estate services.

At the local level, RPAC has formed strong working relationships with REALTOR® Champions on the Omaha City Council. They fight to keep housing more affordable, which is why they recently voted against an electrical code that would have added thousands of dollars to new construction homes.

“When people think of RPAC, the ‘P’ should stand for protection. We’re protecting the industry, the ability to buy and sell. We’re protecting their business and their clients,” Chadwick said.

Ashlee Hendrickson, Government Affairs Director for the Nebraska REALTORS® Association, detailed RPAC’s advocacy efforts. She said, “This year, candidates supported by RPAC, including REALTOR® Senator Robert Dover, passed LB187, aligning state law with the terms of the NAR settlement requiring written buyer agency agreements.”

She said, “RPAC also supported several champions of private property rights who helped the Nebraska REALTORS® Association defeat numerous bills that would have infringed on landlords’ rights. In addition, they passed LB185, allowing electronic communication for documents and notices when tenants opt in, and LB266, which prevents local governments from enacting rent control ordinances.”

Hendrickson said, “At the federal level, all members of Nebraska’s congressional delegation are strongly supported by RPAC, each receiving the maximum contribution allowed in the last election cycle. Representatives Don Bacon and Mike Flood were also recognized through NAR’s President’s Circle program, a direct-to-candidate giving platform hosted by NAR. Both expressed their gratitude for REALTOR® support during meetings in June.”

She added, “To see the impact of RPAC investments, REALTORS® need only look to Rep. Mike Flood, a candidate RPAC has supported from his early days in the Unicameral. REALTORS® have built a strong

relationship with Flood over the years, and he now serves as chair of the Housing and Insurance Subcommittee, an influential position where he can help advance homeownership opportunities and expand affordable housing across Nebraska.”

ESSENTIAL HIGHLIGHTS: ONE BIG BEAUTIFUL BILL ACT

The One Big Beautiful Bill Act (OBBBA) was not without opposition; however, in the end, knowledge of its provisions is significant for REALTORS® and their clients. In addition to making several key provisions from the 2017 Tax Cuts and Jobs Act (TCJA) permanent, OBBBA introduced several new deductions:

- **Reduced Income Tax Rates:** The Act makes the lower individual income tax rates and wider tax brackets introduced by the “Tax Cuts and Jobs Act” (TCJA) permanent, preventing a scheduled tax rate increase after 2025. For example, the top individual rate will remain at 37% (instead of reverting to 39.6%), and the marriage penalty relief for most brackets continues. This means that married couples filing jointly will typically not face higher taxes compared to filing as singles.
 - **Increased Standard Deduction:** The standard deduction has been permanently increased and enhanced for 2025 and beyond: \$31,500 for joint filers, \$23,625 for heads of household, and \$15,750 for singles in 2025.
 - **Increased SALT Cap:** The Act provides a temporary increase on the limit on the federal deduction for state and local taxes (SALT cap) to \$40,000 (from the current \$10,000) and adjusts it for inflation. The enhanced SALT cap phases back down to \$10,000 for those with incomes over \$500,000.
- For tax years 2025-2028, individuals age 65 or older (and their spouses, if filing jointly) can claim a new \$6,000 deduction per qualified person. The deduction begins to phase out at adjusted gross
- income (AGI) above \$75,000 (single) or \$150,000 (joint).
- **Deduction for Qualified Residence Interest:** The deduction for mortgage interest on home acquisition debt is now permanently capped at \$750,000 (\$375,000 if married filing separately), rather than increasing to \$1 million in 2026 as previously scheduled. If you are considering buying a home, refinancing, or taking out a new mortgage, be aware that interest on debt exceeding \$750,000 is not deductible.
 - **Qualified Business Income (QBI) Deduction** becomes permanent: Phase-in amounts are increased from \$50,000 to \$75,000 for single filers and from \$100,000 to \$150,000 for joint filers.
 - **Bonus Depreciation:** OBBBA makes additional first-year (bonus) depreciation for certain qualified property permanent at 100% (under prior law, it was to phase out to zero). This provision is effective for property acquired after January 19, 2025. There is also a new 100 percent bonus depreciation provision for “qualified production property” (QPP), which is certain non-residential real property used in the manufacturing, production, or refining of certain tangible personal property. This QPP provision is effective for property placed in service after July 4, 2025.
 - For property placed in service after 2024, the Code Sec. 179 expensing limits increased to \$2,500,000, and the phasedown threshold is increased to \$4,000,000 (both subject to inflation adjustments).
 - **Business Interest:** For post-2025 tax years, the Act modifies the definition of adjusted taxable income for purposes of the Code Sec. 163(j) limitation on business interest.

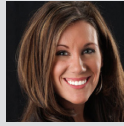
Source: BMG Certified Public Accountants



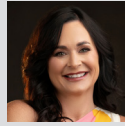
Matthew Cookson



Kara Guinto



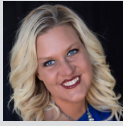
Ericka Heidvogel



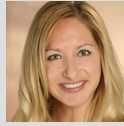
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To Win is Simple:

- ✓ Visit any Celebrity Homes Model Location
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MEGAN
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TRAC
BURKHARDT

2025 RPAC MAJOR INVESTORS

\$1,000+

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DOHSE



BRAD
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PROTESTING PROPERTY TAX ASSESSMENTS

Written by **Melissa McElroy**

When challenging property tax assessments, time is of the essence, according to the current Douglas County Assessor/Register of Deeds, Michael Goodwillie, who provided some expert advice during a recent OABR Governmental Affairs Committee meeting.

Property taxes are calculated in January each year. If a taxpayer wants to challenge an assessment, particularly if incorrect information was used in the valuation, scheduling an appointment with the Assessor's office in January or February is optimal if you wish for a more informal process. If you wait until after March, then it becomes a more formal, drawn-out process. Providing proper documentation for a property valuation dispute will increase the odds of succeeding.



MICHAEL GOODWILLIE
Douglas County Assessor
& Register of Deeds

Goodwillie was appointed to serve the remainder of Walt Pfeffer's term after he passed. Pfeffer was elected in 2022 for a term ending in 2026.

Prior to his appointment, Goodwillie had been with the Douglas County Assessor's office since 2007, serving as the Chief

Deputy Assessor and Compliance Officer. He worked as an attorney for 38 years and earned his law degree from the University of Iowa College of Law.



IMPORTANT DEADLINES

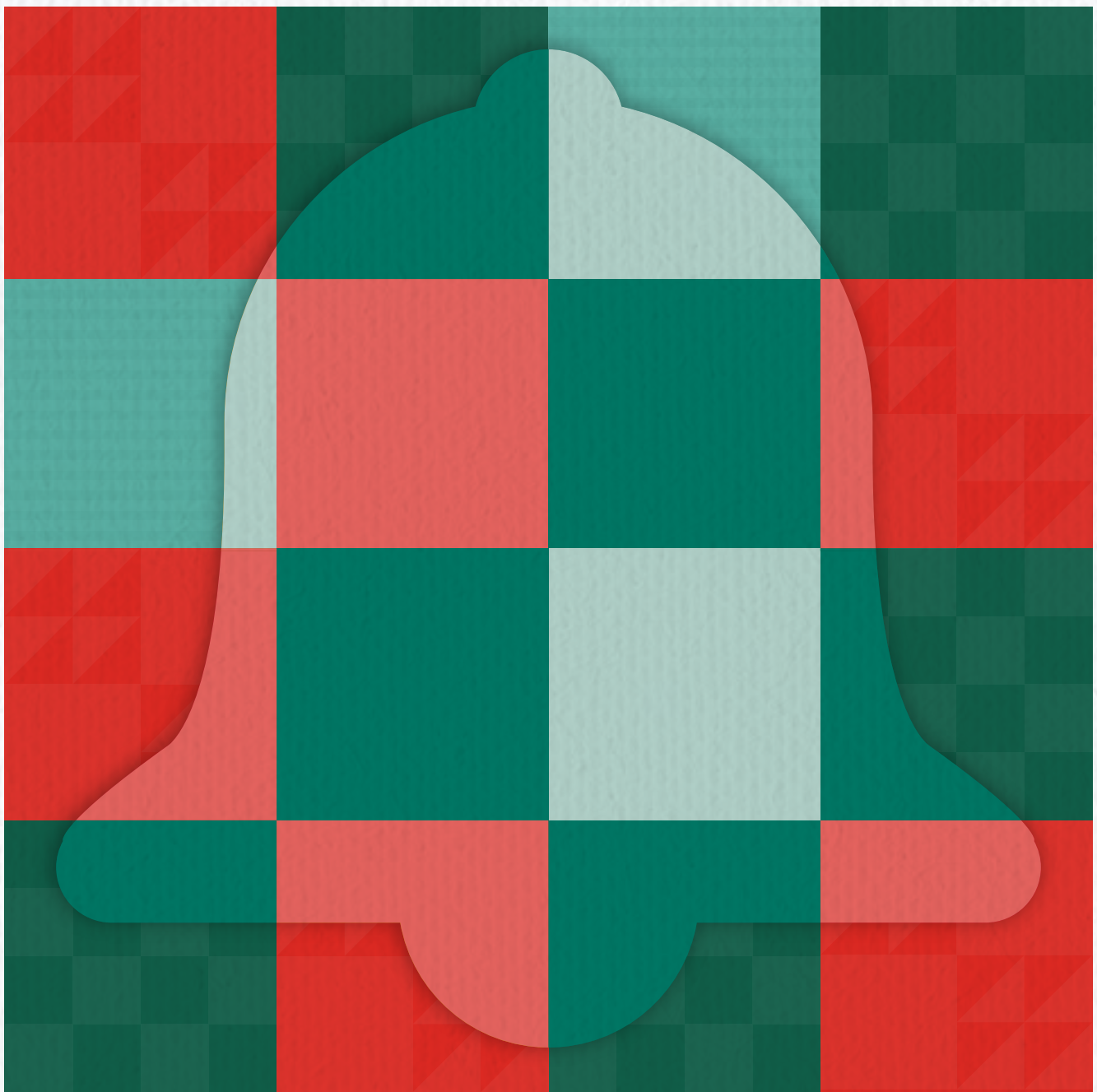
June 1, 2026 | Deadline for the Assessor to notify property owners of an increase in property valuations.

June 1-30, 2026 | Property owner may file a valuation protest with the Douglas County Board of Equalization.

June 30, 2026 | Deadline to file for a Homestead Exemption, or a Greenbelt Special Assessment for qualifying agricultural land.

August 1, 2026 | The second half of 2025 real estate taxes are delinquent.

September 10, 2026 | Deadline to appeal valuation decision by the Board of Equalization to the Tax Equalization and Review Commission (TERC).



REALTOR® RING DAY

DECEMBER 05, 2025 🔔 **SLOTS OPEN: 10:00 AM - 4:00 PM**



REGISTER TO RING AT: [OMAHAREALTORS.COM/RING-DAY](https://omaharealtors.com/ring-day)



SAFETY PANEL

Written by **Melissa McElroy**

Law enforcement officers from multiple jurisdictions descended upon the OABR Education Center with a sense of purpose, like superheroes preparing for a critical mission. The mission in question was a special September Safety Panel, a lively Q&A where real estate professionals received practical safety advice from our friends in blue (and khaki).

Since REALTORS® have a uniquely dangerous job—one that might entail meeting strangers in unfamiliar homes on a daily basis—having a safety plan and consistently following safety procedures is critically important. Justin Evers, OABR Professional Development Vice Chair, moderated the panel.

Panel members advised that you do your homework, familiarize yourself with the property you are showing, continually develop exit strategies, never park in the driveway, use your Forewarn app before the

showing, and most of all, listen to your gut. If something feels off, it likely is.

It is a good idea to use the buddy system when doing an open house. Take a colleague, a lending partner, even a relative. You are less likely to be targeted if you are not alone. Sheriff Aaron Hansen asked the audience if anyone had shown a house alone in the last 12 months. Nearly every hand went up. Hansen said that you could Facetime a colleague while with a client and explain that you are mentoring them on how to show a house.

Besides using the Forewarn app, having a prospective client meet with you in a neutral place, such as your office or a coffee shop, to fill out paperwork and provide identification is also essential. It's important to remember not to rely solely on an app. It is a useful tool, but not infallible.

The panelists' consensus was that your best option when faced with a threat is to remove yourself from the situation. If you feel unsafe at all, you could pretend you have an important call and make a quick exit. They urged REALTORS® always to put their safety



first, even if it risks offending someone. Your safety is more important than someone's feelings.

The panel said that you should only consider weapons you are comfortable using, especially if you are considering carrying a gun. Training is important. The criminal could potentially take the weapon and use it against you. If you brandish a weapon, you should only do so if you feel like your life is in danger. There are also potential criminal and civil liabilities. A weapon is only as useful as your access to it, whether it's a gun, mace, or a knife. It won't be helpful if it's at the bottom of your purse or left in your car.

Deputy Cindy Dmyterko said to think outside the box when it comes to safety. A smartwatch can be useful; you could carry a heavy flashlight that also doubles as a weapon, or even carry wasp spray.

Law enforcement advised REALTORS® never to be reluctant to call 9-1-1. Even if you're not sure, report it! Reporting problems to law enforcement gives police something to go on and increases the likelihood that related incidents will be identified. If the same individual contacted you as others who have already reported the incident, you should still report the incident. Multiple reports can sometimes make or break the case against a potential predator.

It's important to remember that the OABR office cannot always act instantly. Please notify law enforcement first; immediately inform your broker, office manager, and others in your office, and then the OABR office.

If law enforcement has specific information they want OABR to distribute, a safety message will be sent through various channels, including text, email, social media, or the regional MLS system. Safety messages might not include specific names or other identifiers (phone numbers, license numbers, etc.) unless law enforcement requests that the details be released. The specifics communicated in each situation will depend on the request from law enforcement, the urgency for other members, and the verifiable details available.

OABR will always honor law enforcement requests to the extent possible.

Law enforcement agencies communicate with each other and even have liaisons who share pertinent information with other law enforcement officers.

Sheriff Hansen said there was recently an incident where there was a report of a potential kidnapper trying to entice children into a white van. After some investigative work, it turned out to be false. It is for this reason that law enforcement might not want to release specific information about an ongoing investigation before the information is verified.

If a client is asking about crime data, you can direct them to opdcrimemapping.com, Omaha's crime map, which breaks down crime by type and location.

SAFETY PANEL EXPERTS

John Jaeckel

Douglas County 9-1-1
Communications Manager

Chris Malsam

Omaha Police UPB Sergeant

Ryan Ludlow

Bellevue Police Officer

Cindy Dmyterko

Douglas County Sheriff's Deputy

Aaron Hansen

Douglas County Sheriff

Tim Donohue

Waterloo Police Chief

Andrew Hilsher

Bennington Police Chief

Jennifer Birkhofer

Fremont Police Officer

Pictured Left to Right

TIM COLLINS

DIVERSITY SCHOLARSHIP WINNER

WHERE DID YOU GROW UP, AND IF YOU'RE NOT ORIGINALLY FROM OMAHA, WHAT BROUGHT YOU HERE?

I was born on July 6, 1984, in Augsburg, Germany, while my father was stationed there for military duty. My mother was pregnant with me during their time overseas. Shortly after, our family returned to the United States, and I grew up in North Omaha, where I've lived for most of my life.

WHICH BROKERAGE DO YOU WORK FOR, AND ARE YOU INVOLVED IN ANY COMMUNITY ORGANIZATIONS OR NETWORKING GROUPS?

I work with Nebraska Realty. I also operate a health and wellness business called TC Lifestyle Fit and run a platform called Neuro Biz Academy, where I educate and empower young adults and families about real estate and entrepreneurship. In addition, I serve at the Siena Francis House and am committed to finding ways to uplift and connect with my community.

WHAT DID YOU DO BEFORE YOU BECAME A REALTOR®?

I invested 18 years as an entrepreneur in the health, wellness, and personal development industries, helping people improve their lives physically, mentally, and financially.

WHEN DID YOU GET YOUR REAL ESTATE LICENSE, AND WHAT INSPIRED YOU TO BECOME A REALTOR®?

I obtained my real estate license in July of 2025. My inspiration came from a desire to use real estate as more than just a means of buying and selling properties. I wanted to educate and inspire individuals and families to build lasting legacies, strengthen their financial stability, and create a meaningful impact in their communities.

WHAT DO YOU THINK WILL BE THE MOST REWARDING PART OF YOUR CAREER AS A REALTOR®?

The most rewarding part will be building genuine relationships with families and empowering young people with the knowledge that real estate can be a powerful tool for building wealth, stability, and a deeper sense of purpose.

WHAT ELSE WOULD YOU LIKE US TO KNOW ABOUT YOU?



I've been married to my wife, Taisha, for 19 years, and together we have two wonderful children—our 15-year-old son, Santana, and our 16 year old daughter, Violet. Our scrappy but happy Chihuahua, Boss, brings excitement into our household and keeps life interesting. My family is my anchor, and they inspire the work I do every day.



OMAHA AREA BOARD OF REALTORS®

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PRESALE SEWER SCOPE



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SCAN QR CODE TO VISIT OUR WEBSITE AND VIEW MONTHLY SPECIALS AND SERVICES

- ✓ Same-Day Appointments
- ✓ Free Estimates
- ✓ Addendums
- ✓ 24/7 Emergency Services



DESIGNATIONS AT A DISCOUNT

Written by **Melissa McElroy**

Every November, we celebrate Thanksgiving. It's a time of gratitude, goodwill, and the creation of precious memories with loved ones. November is also REALTOR® Designation Awareness Month, which presents the opportunity to challenge yourself and cultivate your professional development by earning a designation –at a discount!

Earning a designation sets you apart from the competition by enhancing your industry knowledge and bolstering your credibility with clients and colleagues. OABR 2026 President Brad Fricke said it distinguishes you from other agents and shows your commitment to the industry.

Fricke, former Chair of the OABR Professional Development Committee, is passionate about education. He refers to himself as the casual instructor and is always willing to share his real estate knowledge with colleagues and help guide clients through one of the most important financial decisions of their lives.

The REALTOR® organization offers courses throughout the year. This past summer, OABR offered the two-part Seniors Real Estate Specialists (SRES) course which packed the OABR Education Center.

NAR is offering a 20 percent discount on tuition throughout November on all online REALTOR® Designation and Certification courses (nar.realtor/education/designations-and-certifications).

2025 Last Chance CE

Knock out your Ethics & Fair Housing requirements on Friday, November 21, 2025.

Two sessions back-to-back with lunch- only \$40!

Details at omaharealtors.com.



Accredited Buyer's Representative - ABR®

ABR® designees advocate for homebuyers, and are recognized as distinguished agents in the industry. The designation program establishes a foundation of training, skills, and resources to help real estate professionals succeed as a buyer's representative.



Seller Representative Specialist - SRS

The Seller Representative Specialist (SRS) designation is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. The designation is awarded to real estate professionals who demonstrate the knowledge and skills essential for seller advocacy. SRS designees represent a global community of REALTORS® who use their advanced training and expertise to go above and beyond their client's expectations.



Graduate, REALTOR® - GRI

REALTORS® with the GRI designation have in-depth training in legal and regulatory issues, technology, professional standards, and the sales process. Earning the designation is a way to stand out to prospective buyers and sellers as a professional with expertise in these areas.



Certified Residential Specialist - CRS

The CRS designation is the highest credential awarded to residential sales agents, managers, and brokers. On average, CRS designees earn nearly three times more in income, transactions, and gross sales than non-designee REALTORS®.



Seniors Real Estate Specialist® - SRES®

The SRES® Designation program educates REALTORS® on how to profitably and ethically serve the real estate needs of the fastest growing market in real estate, clients ages 50+. By earning the SRES® designation, you gain access to valuable member benefits, useful resources, and networking opportunities across the U.S. and Canada to help you in your business.



REALTOR® Association Certified Executive - RCE

RCE is the only professional designation designed specifically for REALTOR® association executives. RCE designees exemplify goal-oriented AEs with drive, experience and commitment to professional growth.



Certified Real Estate Broker Manager - CRB

The Certified Real Estate Brokerage Manager (CRB) is one of the most respected and relevant designations offered in real estate business management and is awarded to REALTORS® who have completed advanced educational and professional requirements. CRB Designees are better positioned to streamline operations, integrate new technology and apply new trends and business strategies.



Accredited Land Consultant - ALC

Accredited Land Consultants (ALCs) are land professionals who are the most accomplished, most experienced, highest-performing land experts. Becoming an ALC requires successful completion of a rigorous education program, a proven track record of transaction performance, and a commitment to professional growth.



General Accredited Appraiser - GAA

For general appraisers, this designation is awarded to those whose education and experience exceed state appraisal certification requirements and is supported by the National Association of REALTORS®.



NAR's Green Designation

NAR's Green Designation provides the foundation you need to build a better business focused on green real estate. Consumer demand for high-performance homes is growing, which is why it's important for you to be well-versed in green features. Discover the benefits of resource-efficient homes and incorporate sustainable practices into your business with NAR's Green Designation.



2025 CHILI COOK-OFF: THE STUFF OF LEGENDS

Written by **Melissa McElroy**

The intoxicating aroma of freshly stewed chili permeated the OABR Education Center on October 8th. Chili chefs toiled over crockpots as they put the final touches on their culinary masterpieces and waited with bated breath to find out which chef would reign supreme in the 2025 OABR Chili Cook-off. Who would be crowned the 2025 OABR Chili King or Queen?

Local celebrities walked into the Education Center with the swagger of rock stars. But these local legends weren't there for the typical fanfare of paparazzi camera flashes and overzealous fans. These heroes were there to serve as celebrity judges for OABR's fiercest culinary competition. The judges' panel included not one, but two football stars, the Master of meteorology, and the Mayor of Omaha.

OABR's Social Events Committee hosted the annual tailgate-themed party to help raise money for the Food Bank for the Heartland, an amazing organization that fights hunger. One in seven people are facing food insecurity across Nebraska and western Iowa; one in five of those are children.

Raffle prizes were donated by individuals, organizations, and committees and later awarded. The mission was a huge success! A total of \$3,447 was raised for the food bank, proving once again that the real estate community has the biggest heart and always steps up to help those in need.

A special thank you to the chili chefs and the OABR members who volunteered their time. All chefs deserved a prize for their chili donation. After the judges tasted all the entries, they selected the top three gourmets who each received Focus Printing gift cards.





FIRST PLACE AWARD

Jason Quick, from The Gallery of Homes Real Estate; chili champion of 2025 and recipient of the highly coveted Chili Cook-Off Winner's Apron, the First Place Medal, a \$100 Focus Printing gift card, and endless bragging rights.

SECOND PLACE AWARD

A tie! Denise Poppen, from BHHS Ambassador Real Estate, and OABR's own, Donna Shipley.

THIRD PLACE AWARD

Chelsea Campagna, from Nebraska Realty.

THE PEOPLE'S CHOICE AWARD

Mike McGlynn, from The Gallery of Homes.

A SPECIAL THANK YOU TO THE OTHER 2025 OABR CHILI CHEFS

Jill Anderson, Yeily Barrera, Ryan Basye, Jessica Beam, Denny Bray, Cindy Gessert, Eddie Jarzowski, Don Keeton, Kayla Newell, Chad Noahr, Ian Pugh, Phillip Riddle, Becky Sandiland, Chelsae Schaefer

A SPECIAL THANK YOU TO THE 2025 CELEBRITY JUDGES

John Ewing | Mayor, City of Omaha

Joe Gehrki | Director, Nebraska Real Estate Commission

Johnny Rodgers | NU Football, National Champion and Heisman Trophy award winner

Niles Paul | NU Football Player and NFL standout

Rusty Lord | Senior Chief Meteorologist, 6 News First Alert Weather

Brian Barks | President-CEO, Food Bank for the Heartland

A SPECIAL THANK YOU TO PRIZE CONTRIBUTORS (CONGRATULATIONS TO THE WINNERS!)

Scary Acres package (Jessica Sawyer)

Bellevue Berry Farm (Bill Swanson)

Salon Aura Biolage basket (Amy Hayes)

WCR Omaha cooler package (Dylan Dravland)

Woof & Whiskers package (Becky Sandiland)

Supernovas package (Laura Singleton)

Governmental Affairs Committee football-themed basket (Holly Lombardo)

Affiliate Committee package (Deda Myhre)

Funny Bone Comedy Club, Big Fred's Pizza, Moylan

Iceplex package (Jason Quick)

YPN charcuterie & wine package (Lisa Tyler)

Coquette Jensen, Stewart Title football basket (Mark Leaders)

Professional Development Committee television (Angela Hunter)

Professional Development Committee wine package (Michelle Warnock)

Social Events Committee Locally Yours basket (Trac Burkhardt)

Debbie Williams, Farm Bureau game day beer & booze package (Todd Gould)

Gift basket for moms (Nicole Riddle)

Mia Seeger, Midwest Title & Summer Franco, U.S. Bank charcuterie board package (Nicole Riddle)

MEMBERSHIP REPORT

September Activity	MO	YTD
New REALTOR® Members	17	200
Resignations	115	332
Membership (As of October 1)	2025	2024
Designated REALTORS®	189	203
REALTOR®	2952	2949
REALTOR® Emeritus	101	94
TOTAL REALTORS®	3242	3246
Institute Affiliate	86	77
Affiliate Members	144	124
Key-Only Affiliates	131	118

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Accredited Buyer's Representative® (ABR®)

- Julie Pohlad, RE/MAX Results

Graduate REALTORS® Institute (GRI)

- Molly Amick, Nebraska Realty

Performance Management Network (PMN)

- Angela Hunter, Better Homes and Gardens

Seniors Real Estate Specialist® (SRES®)

- Janelle Sandene, NP Dodge RE Sales
- Trisha Nelson, NP Dodge RE Sales Inc.

CERTIFICATIONS

At Home with Diversity® (AHWD)

- Natalee Fonyonga, Nebraska Realty
- Michael McGlynn, The Gallery of Homes
- Oliver Morgan, Nebraska Realty

PERSONALS

Our Condolences

- To Heather Bullard-Hanika, BHHS Ambassador Real Estate, on the passing of her father
- To Henry Kammandel, NextHome Signature Real Estate, on the passing of his wife



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GIVING THANKS

Thanksgiving is a time when people gather near and far. As the tantalizing aroma of Thanksgiving dinner lingers long after the last morsel has been devoured, we give thanks for a day that brings friends and family together.

One thing I am grateful for: WCR, an organization that inspires me. There have been so many incredible educational lunches and fun events, like the WCR Member Appreciation Party at the Tippy Pig last month. It is always great to see members in person, network, and get to know people from different brokerages and different industries. There is nothing like meeting people face-to-face. I hope you'll carve some time out of your busy schedule to attend an in-person gathering.

I'm grateful that we were able to partner with the 50 Mile March. Many folks from the real estate community have marched and contributed to this charity that helps veterans. Better Homes & Gardens Real Estate has really supported this worthy cause from the beginning, like Jay Miralles, the 50 Mile March co-founder, as well as our broker Tom Simmons.

The holiday season is officially upon us. We have just the thing to get you in the holiday spirit! WCR is thrilled to announce an exciting new event we're rolling out this December called the Holiday Bonanza! We'll have more information coming out soon. Stay tuned! Check out wcromaha.com in the coming weeks for updates about this event and stay in the know about other future events.

From the November 12-16, we will be in Houston, Texas for the National Conference. I look forward to meeting fellow real estate professionals from around the country and hearing how other leaders approach issues.

Next month, there's a flurry of events. December 4th is slated for a Past Presidents Lunch. December 5th is REALTOR® Ring Day, a day when REALTORS® across the country ring bells for the Salvation Army. The 2026 WCR Installation will be on December 16th. I hope you will consider attending and to show support for the incoming President, Angie Thiel. Angie has been very involved with WCR and we're all excited for her to step into her new role. Congratulations, Angie!

The year is flying by so fast. It'll be over before we know it. Consider taking a class, attending a real estate event, or learning a new skill. You don't have to wait until New Year's Day to make a resolution or revisit an old one.

It has been an amazing journey so far, one with so many memories and connections. It's truly been an honor. Looking forward to what the rest of the year holds and making new memories in the coming year.

Happy Thanksgiving to everyone! Wishing you all a bountiful harvest!

TRAC BURKHARDT

2025 President

Women's Council of REALTORS® - Omaha

REALTORS® Make the Market

Omaha Area Residential Snapshot

SEPTEMBER 30	2024	2025	%
NUMBER ON MARKET	2,427	2,780	+14.5% ▲
NUMBER UNDER CONTRACT (MONTH)	987	1,003	+1.6% ▲
NUMBER OF SALES CLOSED (YEAR TO DATE)	9,105	9,348	+2.7% ▲
EXISTING SALE PRICE (MEDIAN YEAR TO DATE)	\$293,000	\$300,000	+2.4% ▲
NEW SALES PRICE (MEDIAN YEAR TO DATE)	\$423,398	\$424,639	+0.3% ▲

AFFILIATES Add Value!



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

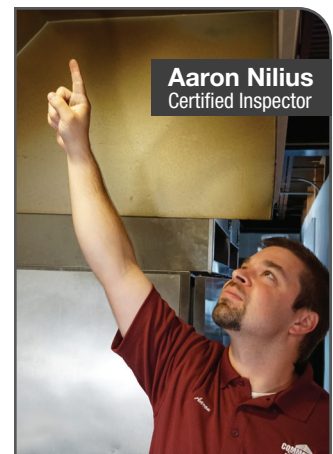
Parking lot striping, curb stops, and signage are assessed for visibility and wear. Gas meters in areas prone to vehicle impact should have protective concrete bollards.

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.



Aaron Nilius
Certified Inspector

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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THE TRENCHES

Written by **Melissa McElroy**

Working in real estate is, in some ways, like trying to survive Thanksgiving. There are massive amounts of prep work, moments of chaos and angst, all to get to a table –whether that is the closing table or Grandma’s dining room table –all for a slice of pie.

WELCOME TO THE BUSINESS

REALTOR® Ian Pugh worked as a chef for many years before he segued into real estate. The hospitality industry took a massive hit when the worldwide pandemic broke out. It was time to make a career change.

He remembers that rush of excitement when he landed his first clients. They were an older couple looking to downsize to a more manageable-sized home; they seemed nice enough, albeit a tad fussy.

They found a house they loved. After touring it and checking it out top to bottom, they made an offer. Ian conducted the final walk-through of the home a few days before closing. A couple of hours after the walk-through, he received a phone call from the husband. They decided they no longer wanted the home because it was on a cul-de-sac and the “parking situation wasn’t going to work for them.” Of course, they wanted their earnest deposit back.

Ian was flabbergasted. They didn’t say anything about parking or cul-de-sacs at any point. Not while touring the home or making the offer. The cul-de-sac didn’t materialize overnight after they signed a legally binding contract.

This sweet elderly couple soon turned vicious.

They really felt entitled to the earnest money refund and started calling everyone involved —Ian, the listing agent, and even the seller —harassing them. They even threatened a complaint against Ian with the Nebraska Real Estate Commission.

He was starting to wonder if a career in real estate was the right choice. His first clients out of the gate, and they turned out to be a nightmare. The Commission complaint never went anywhere. Turns out you have to actually do something wrong for the Real Estate Commission to reprimand you. Thankfully, his other clients have been much more reasonable.

MURDER MYSTERY

Jill Anderson remembers the fateful day when she received that referral. A family wanted to sell their mother’s house, who had died in the home. Her family was convinced that the neighbor did it as part of some nefarious plot to steal money from her. This was starting to sound less like a listing and more like an episode of *Murder, She Wrote*.

An extensive investigation was conducted. Crime scene detectives were called in. They did such a thorough investigation, they even removed some of the plumbing while gathering evidence. It turns out the mom simply fell down the stairs. No foul play was involved. After full disclosure to the buyer, Jill was able to sell the home without any further drama.

Every day presents new challenges, but with a little determination, you’ll survive working in the trenches of real estate.

REVIEW

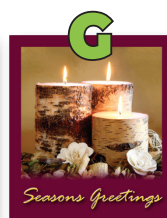
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