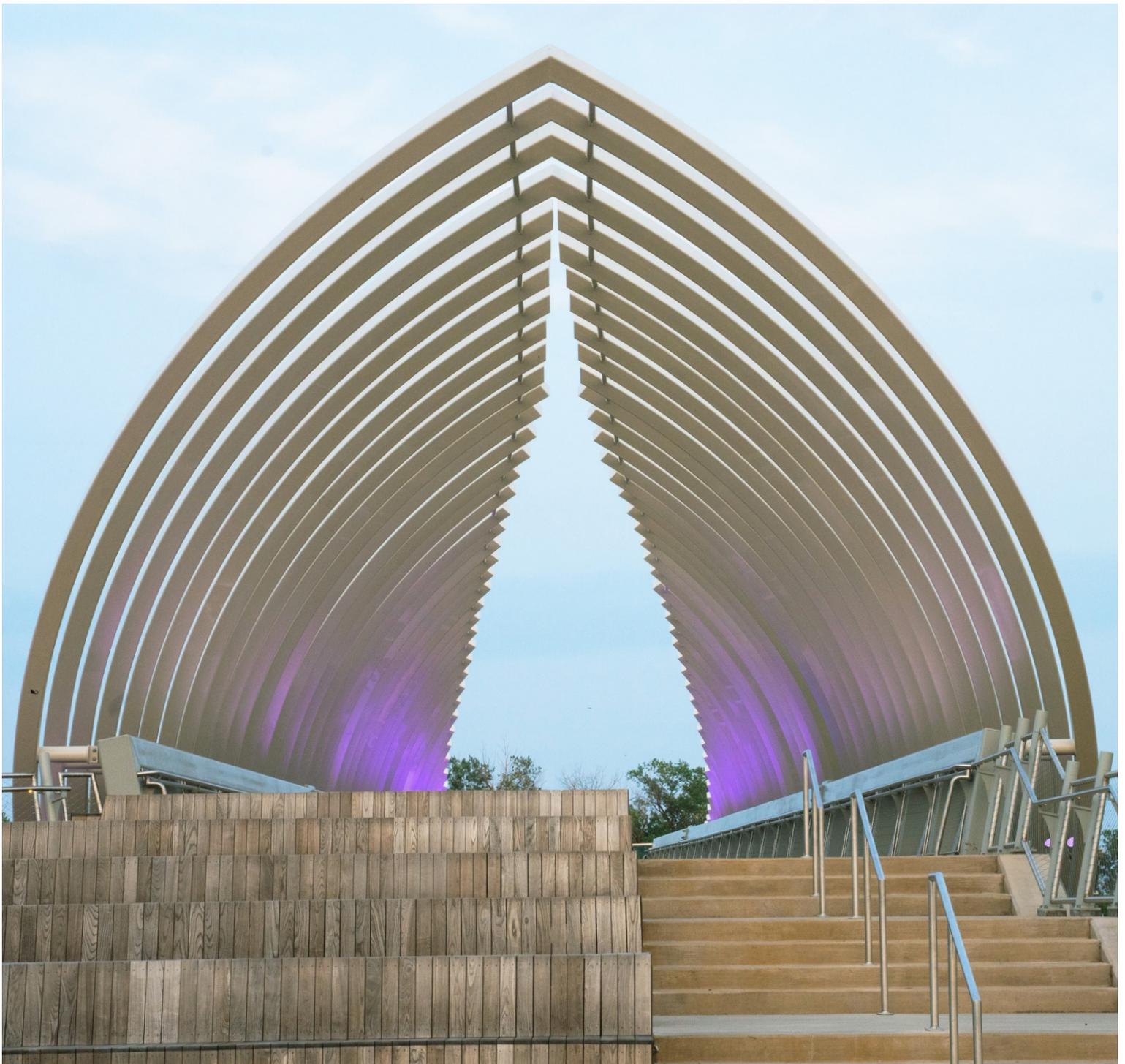


March 2026



REVIEW

Omaha Area Board of REALTORS®



MARCH

TUE
03

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!

THU
05

FACE THE REALTORS®: STATE OF THE MARKET 9:00AM

John Bredemeyer is President of Realcorp in Omaha and a certified general appraiser in Nebraska and Iowa, with extensive leadership experience across state and national real estate and appraisal organizations.

FRI
06

GOOD CONTRACTS/ BAD CONTRACTS 9:00AM - 12:00PM

Learn Vital aspects of the latest purchase agreement and increase your knowledge and awareness of the contractual terms.



SCAN TO VIEW
THE OABR
CALENDAR

ON THE COVER:
Farnam Pier, Riverfront Park

A MESSAGE FROM THE PRESIDENT

IMPORTANCE OF ADVOCACY

What would you tell your seller if it suddenly cost them 65% more in documentary stamp tax to sell their home?

With January 2026's average sales price of \$374,424, that increase would mean an additional \$561 at closing. And if you're representing a luxury listing? That number climbs quickly.

If you are not aware of the Nebraska legislation proposing this increase, now is the time to learn about it — and to be prepared to help your association ensure our elected leaders in Lincoln understand what this means for homeowners and private property rights.

And this isn't the only issue on the table. Each year in Lincoln, proposed legislation surfaces that could directly impact our industry — including conversations about taxing real estate services. If that were to happen, where would that cost land? Would it come out of the seller's pocket? Or your compensation? Either way, it affects affordability, transactions, and the health of our real estate market. These conversations matter.

Early in my career, I didn't fully understand what the association did beyond organizing REALTORS® and overseeing the MLS. What I've learned over the last decade is that advocacy is one of the most important ways we protect our clients.

I used to tune out whenever I heard "RPAC." Politics wasn't my thing — and I know many agents feel the same way. But this really isn't about politics. It's about protection. Protection of homeownership. Protection of private property rights. Protection of your client's bottom line.

Maybe if RPAC stood for REALTORS® Protecting Access & Community, more of us would lean in. Because when advocacy works, your clients never feel the impact — and that's exactly the goal.

Learn about legislation. Stay informed. Attend an upcoming meeting and be part of the conversation. Our clients trust us to guide them — let's be prepared to protect them.

BRAD FRICKE,
2026 OABR President



REVIEW

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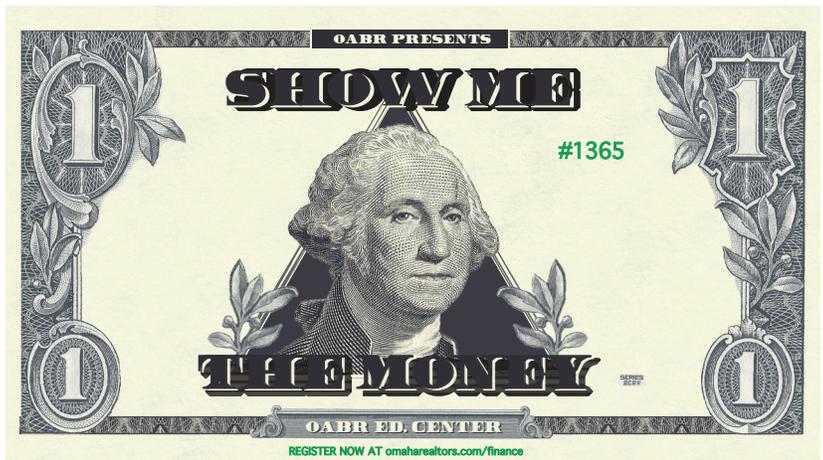


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Register at omaharealtors.com/recharge

FRI
10
APR



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🕒 9:00 AM - 11:00 AM

Register at omaharealtors.com/raise-the-roof



Ever wonder who takes the time to review every piece of legislation that might impact your business or damage an individual's right to homeownership?

Together, the National and State REALTOR® organizations benefit member businesses, their clients, and their communities.

FEDERAL EFFORT

The National Association of REALTORS® (NAR) provides significant benefits to REALTORS® through its highly effective advocacy efforts, widely regarded as among the most influential in the country. NAR lobbies at the federal level—engaging Congress, agencies, and even the Supreme Court—to defend private property rights, promote homeownership, expand housing access and affordability, and protect the real estate industry, which represents about one-fifth of the U.S. economy. Key wins include defeating harmful tax measures, supporting reforms like VA home loans, and influencing policies that prevent legislation detrimental to REALTORS® and their clients, ensuring a favorable business environment and safeguarding members' ability to operate successfully.

NAR has recently secured numerous key lobbying victories that protect and advance real estate interests, homeownership, and property rights:

- Championing the VA Home Loan Reform Act (passed unanimously and signed into law in 2025), codifying improvements to veterans' home loan programs for greater accessibility.
- Securing critical real estate provisions in the sweeping One Big Beautiful Bill Act (a major tax and housing package), including permanent extensions of lower individual tax rates, enhanced qualified business income deduction (Section 199A increased to 23%), quadrupling the SALT deduction cap temporarily, permanent mortgage interest deduction, protection for 1031 like-kind exchanges, and boosts to the Low-Income Housing Tax Credit.
- Defeating numerous harmful tax proposals over the years (e.g., 11 in recent decades, preventing trillions in new taxes on real estate).
- Achieving strong electoral outcomes, with 98% of RPAC-supported congressional candidates winning in cycles like 2024, and successes in ballot measures (e.g., defeating rent control

expansions in California).

- Legal advocacy triumphs, such as Supreme Court victories on property rights, fees, and takings clauses, plus opposition to eviction moratoriums.
- Current federal support for:
 - **Housing for the 21st Century Act** (H.R.6644) to streamline housing production and affordability by modernizing outdated housing programs, reducing regulatory barriers, and increasing flexibility for local communities.
 - **ROAD to Housing Act** (S.2651) to streamline permitting, expand infrastructure investment, and unlock new development that increases housing supply and affordability across the country.
 - **More Homes on the Market Act** (H.R.1340/ S.3332) to decrease the equity penalty and incentivize more long-term owners to sell their homes.
 - **Uplifting First-Time Homebuyers Act** (H.R.3526/ S.2867) to increase the amount that can be withdrawn penalty-free from IRAs for a down payment on a first home.
 - **Revitalizing Downtowns and Main Streets Act** (H.R.2410) to convert underused commercial properties into residential and mixed-use housing.
 - **Saving the American Dream Act** (H.R.5387) to create a coordinated federal task force and advance a whole-of-government approach to solving the housing affordability crisis.
 - **Fair and Equal Housing Act of 2025** (H.R.3696) to add sexual orientation and gender identity as protected classes under the Fair Housing Act, codifying the application of the Supreme Court's *Bostock v. Clayton County* decision to the Fair Housing Act, to help ensure equal housing protections for all Americans.
 - **Health Plans Act** (H.R.2528/ S1847) to provide REALTORS® with access to quality, affordable

healthcare.

- **Direct Seller and Real Estate Agent Harmonization Act** (H.R. 3495) to ensure real estate agents maintain their independent contractor status under the Fair Labor Standards Act.

These efforts, backed by thousands of congressional meetings, bipartisan caucus growth, and RPAC funding, reinforce NAR's reputation as one of the nation's most effective advocacy groups, directly benefiting Realtors by preserving favorable tax policies, expanding housing opportunities, and safeguarding business operations.

STATE EFFORT

The Nebraska REALTORS® Association (NRA) complements Federal efforts by focusing on state-level advocacy as the voice for real estate in Nebraska. In 2026 alone, there were nearly 800 pieces of legislation either introduced or carried over from last year that are open for consideration.

Through its REALTOR® Party efforts, RPAC, legislative monitoring, and member events like nAct, it works to protect private property rights, promote homeownership and property investment, influence Nebraska legislation impacting the industry, and coordinate with local boards to advance REALTOR® interests. This effort includes providing members with updates on legislative matters, legal resources, and opportunities to engage directly with policymakers, helping maintain a strong, vibrant real estate market in the state.

Specifically, some important real estate issues have triggered REALTOR® efforts to:

- **Support LB 809** to prohibit political subdivisions from enacting certain ordinances that prohibit landlords from refusing to rent a privately owned rental property because the person's lawful source of income to pay rent, including from a federal or other housing assistance program.

- **Support LB 1139**, which provides for changes allowing DHHS records to be used for verifying child support payments, preventing disruption to the real estate transaction.
- **Oppose LB 1244 and LB 1257** repealing the sales tax exemption on real estate services, placing an undue burden on homeowners and other consumers of real estate services, and falling disproportionately on the real estate sector, is ultimately detrimental to state and local economies.
- **Oppose 1067** increasing the real estate transfer tax rate by \$1.50 per \$1,000 because of the negative impact on affordability and the disproportionate burden on the real estate industry.)

NEBRASKA REALTORS® TAKE POLITICAL ACTION

Every winter, the Nebraska REALTORS® Association's Political Action Days draws real estate professionals from across the Great Plains to Lincoln. The event, now rebranded nACT, offers committee meetings, leadership training, and a legislative bill review session.

The Innovation Campus provided the backdrop for the event. It is a public-private research campus developed by the University of Nebraska–Lincoln, located on the 249-acre site of the former Nebraska State Fairgrounds, just a stone's throw away from the Bob Devaney Sports Center.

Two critical objectives of nACT are to promote real estate advocacy and leadership development. REALTORS® have the opportunity to meet with policymakers, communicate concerns and objectives important to the real estate community, and advocate for property rights and homeownership.

2026 Omaha Area Board of REALTORS®

President Brad Fricke said it was important for REALTORS® to know about bills in Lincoln that could affect our industry, as well as homebuyers and sellers. This yearly event breaks down proposed bills that impact the real estate industry in the bill review session. There are also networking opportunities for attendees to meet with Nebraska's senators and voice concerns that could influence legislation. Legislative Bill 1139 is a real-world example of the real estate industry impacting legislation:

Introduced by Senator Hallstrom at the request of Nebraska REALTORS®, the bill would provide a practical solution to an issue that causes delays, additional expense, and even failed transactions that occur when a property owner attempting to sell a property must obtain a release from their former spouse or seek court intervention to lift a lien from child support or spousal support.

According to the Nebraska REALTORS® Association, the current Nebraska law states that child support or spousal support orders create a lien on the real or personal property of the individual required to pay support. This lien attaches each time a payment is due and is extinguished upon payment. Because the lien also applies to the accrual of future support, the lien can't remain extinguished long enough to allow a property transfer.

LB1139 would allow a payment history from the Department of Health and Human Services to serve as prima facie evidence that all child support or spousal support payments are current. If the record shows payments were made as ordered for the previous twelve months (or for the full duration of the order, if shorter), that evidence would operate to release the lien for the limited purpose of transferring a specific parcel of real property.

It is just one of many examples of the NRA fighting to protect property rights by influencing legislation that determines the future of real estate in Nebraska.

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WYLD STALLYNS ENCORE adventure

Written by **Melissa McElroy**

The “Wyld Stallyns” of lending rocked the OABR Education Center once again with an encore rendition of “Brent & Brad’s Excellent VA & FHA Adventure” on January 29th. Dynamic duo Brent Rasmussen and Brad Dombrosky opted for substance over theatrics: no blaring guitars or special effects. Instead, they shared their combined half-century of knowledge about VA and FHA loans while cosplaying Bill and Ted from the 1989 cult classic *Bill & Ted’s Excellent Adventure*.

BACK TO (FHA) BASICS

While the Federal Housing Administration (FHA) does not set interest rates or finance loans, they provide mortgage insurance on loans made by FHA-approved lenders, which acts as a safety net against financial losses should a loan default. It allows for more liberal credit qualification standards and lower down-payment options, providing better housing opportunities for lower- and moderate-income households.

FHA, an agency of the US Department of Housing and Urban Development (HUD), is the only government agency that operates entirely from self-generated income from the mortgage insurance program, spurring significant economic stimulation by supporting home building, community development, and economic expansion. The minimum down payment for an FHA loan is 3.5 percent.

While the lion’s share of mortgages will be conventional loans, being able to navigate FHA and VA loans is still important. There is still a qualification process that requires information such as income and length of employment to calculate the risk of buyers who will be making loan payments.

According to the mortgage experts, someone with a credit score under 700 would typically be better served by an FHA loan, while those with a 700-credit score would usually apply for a conventional loan. Every situation is different. It’s always best to consult a mortgage professional to help you decide the best option for each case.

Some issues can sideline the approval process, such as if the loan officer missed something on the paperwork or if the prospective borrower’s circumstances change, such as taking out a new car loan during the process or losing their job. Issues with the property could also present setbacks, specifically anything that affects the safety or soundness of a home. If an appraiser feels like something could cause harm or damage, they’ll require it to be fixed.



There are a slew of reasons why a mortgage lender goes through the painstaking process of qualifying a prospective mortgage borrower. It not only protects the buyer, but it also protects the mortgage officer from litigation.



COMMON MISCONCEPTIONS ABOUT VA LOANS

Veterans commonly think their eligibility has expired or has been exhausted or are even unaware of the benefits they have earned from the Department of Veterans Affairs (VA). Many think it is difficult to qualify for a VA Home Loan, or think it is only for active-duty military.

Many common misconceptions about VA loans: they cost more money or take longer to close. The VA does not limit the price a veteran can pay for a house, though the appraisal must support the loan amount. It's worth noting that VA loans boast one of the lowest default rates of any program in the country.

FHA and VA loans are just additional weapons in the savvy real estate professional's arsenal. Brent & Brad's Excellent VA & FHA Adventure was the most excellent class, providing a bodacious tutorial without even needing to time travel to consult Socrates (cue air guitar riff).

COMMON FHA/VA REPAIRS

- ▶ If a home was built before 1978, chipping or peeling paint must be scraped and painted. This includes interior, exterior, garages, sheds, fences, etc.
- ▶ Safety handrails should be installed in open stairwells or with three or more stairs.
- ▶ Structural or foundation problems must be repaired, including cracked driveways.
- ▶ Any exposed wiring must be repaired.
- ▶ Broken windows and doors should be replaced.
- ▶ Missing or inoperable smoke or carbon monoxide detectors need to be replaced.
- ▶ The cause of wet basements needs to be cured (improve drainage away from the house, fix gutters).
- ▶ Infestation of any kind should be exterminated (e.g., insects, mice, bats, etc.).
- ▶ Damaged or inoperable plumbing, electric, and heating systems should be repaired. The appraiser will check these areas.
- ▶ Health and safety hazards (i.e., electric garage door opener won't reverse with resistance, burglar bars). GFIC outlets are not required by the FHA.
- ▶ The roof should have two to three years of useful life remaining and no more than two layers of shingles. If the home is over 10 years old, you must remove snow from a large portion of the roof for the appraiser's inspection.
- ▶ Abandoned inoperable water wells must be capped and sealed by a licensed well-sealing contractor.
- ▶ Flammable storage tanks must be removed and the filler cap sealed from the inside (e.g., buried oil tank).
- ▶ If there is a crawl space or attic, it will be the homeowner's responsibility to make this area accessible so that it can be thoroughly inspected.

NAR ECONOMIST VISITS NEBRASKA

Written by **Melissa McElroy**

NAR Chief Economist Dr. Lawrence Yun, a renowned expert in his field who has testified before Congress on financial matters and is regularly quoted by top media outlets, made a pilgrimage to a special economic update presentation at the Quarry Oaks Golf Club near Ashland on February 6.

Much like revelers awaiting Punxsutawney Phil's weather forecast on Groundhog Day, members attending the event waited with bated breath to see if it would be a favorable economic forecast or if Dr. Yun would be the harbinger of bad news.

He said that after a couple of years of stagnant home sales, December 2025 saw an uptick in sales as mortgage rates dropped to around 6 percent. While we will likely never see the three percent mortgage rates of the pandemic, which the economist called "a once-in-a-lifetime rate," there is a small chance we could see five percent.

The extended government shutdown last fall meant no GDP data was released during that time. The shutdown also delayed many real estate transactions.

There has been an uptick in consumers defaulting on loans such as car loans and student loans, but consumers defaulting on home loans remains low. He said defaults on auto loans were up to 5 percent, typically around 2 percent in a good economy.

Yun said that inflation and economic stress over the past few years might have contributed to Consumers expressing unhappiness with the current state of the economy. He expressed concern about attempts to place government constraints on the free market.

AI is the news of the day. Typically, the same 10 to 12 companies, such as Microsoft, Amazon, and Google, are making large investments in AI and computer chips. He compared the investment in new technology to the construction of the railroad across the U.S. New tech can bolster the economy, but there can also be an overvaluation of profits.

Yun anticipates two to three Fed rate cuts in the coming year, but cautioned attendees that mortgage rates do not move in lockstep with the Fed. Various other factors determine whether the Federal Reserve will cut rates, such as the size of the federal budget deficit, the unemployment rate, and the inflation rate.





2026 OABR President, **BRAD FRICKE** & NAR Chief Economist, **DR. LAWRENCE YUN**

Yun was happy to report that the local Omaha market was outperforming the country. The Midwest remains comparatively affordable, despite housing costs being 55 percent higher than they were five years ago. He believed that an increase in the capital gains exemption would keep up with rising home prices and help substantially increase the current inventory.

A bipartisan Congressional Real Estate Caucus was relaunched in January 2025 to address real estate issues and develop legislation to address housing supply and affordability. NAR remains vigilant in monitoring housing and real estate bills and continues to fight for the real estate industry's best interests.

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SEASONED PROS OFFER NEW REALTORS® EXPERT ADVICE

Written by **Melissa McElroy**

Every month, there is a New REALTOR® Orientation class in the OABR Education Center, and every month, the distinct aroma of freshly brewed coffee and nervous anticipation fills the room as brand-new REALTORS® embark upon a new career in real estate.

Many REALTORS® have said they felt an overriding sense of panic, uncertainty, and that feeling of not knowing where to begin when they were just getting started out in their careers.

2026 OABR President Brad Fricke and Professional Development Chair Nicole Riddle offered some words of wisdom for those navigating the real estate industry for the first time.

Riddle said when a new agent asked her what a typical day looked like, she chuckled a little, knowing there is no such thing as a typical day in the life of a REALTOR®. Each brokerage has different approaches to training, but the big consensus seems to be expect the unexpected. The other key takeaway is that knowledge is power.

She shared some additional insights. Busy is not the same as productive. Focus on one repeatable system for things like buyer onboarding, listing launch, contract-to-close, and the review process. She shared a quote from a recent meeting: “If it lives only in your head, it creates stress. If it lives on paper, it creates comfort. Systems turn hustle into harmony.”

Both Fricke and Riddle are long-time education advocates who encourage agents to continually expand their knowledge of real estate. Continue taking classes. Get involved in committees. In an

industry that is always changing, it is important to keep up on new developments so that you are confidently presenting yourself as the expert guiding clients through one of the most important purchases of their lives.

The OABR calendar is a great resource that provides information about many networking and educational events designed to help you succeed. Whether it is the Young Professional Network’s Empower Hours, which often hosts a panel of experts on a specific topic, or a CE class, or a “Face the REALTORS®” forum, which features an expert or elected official, continuing to add to your knowledge will set you apart. Your brokerage could offer different resources. Some brokerages might offer a mentorship program.

Another excellent educational opportunity is the REcharge series. Previously, REcharge was a one-day, local real estate conference. It has been revamped and streamlined to feature multiple keynote speakers over the coming months, with a morning and afternoon session.

OABR Director Angel Starks said, “Never be afraid to ask for help.” There is a plethora of resources available at your brokerage and colleagues who have been in the industry, who are happy to help.

OABR President-Elect Jill Anderson said, “I tell every new agent they need a plan. Once that is in place, they’ll need accountability and structure. Daily actions for calls, networking, follow-up, and prospecting needs to be on a calendar or some tracking app so they don’t forget to do it. They should also never be afraid to ask questions or for help. If they are feeling overwhelmed, it doesn’t mean they aren’t cut out for this business; it means they are stretching into something new.”

Deda Myhre, 2014 OABR President and former OABR Safety Subcommittee Chair, said that protecting yourself should be an important part of your goals, and continually discussed, which goes



JUSTIN EVERS, REALTOR®, GUIDING NEW MEMBERS DURING OABR ORIENTATION

beyond just your physical protection. It is cyber-security, data safety, weather-related preparedness, office safety, and more.

Herb Freeman, who worked in real estate for over half a century and racked up an impressive list of professional achievements, once said that the best way to really excel at career in real estate is to get involved in local committees, go to REALTOR®

functions, and be active with peers. He said, "When you're professional and knowledgeable, other agents will want to work with you."

As new agents make their way in the business, the seasoned pros encourage you to ask questions, continue learning, and remember that even industry leaders were new to this industry at one point, too.



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MARCH TO THE BEAT OF YOUR OWN DRUM

The first signs of spring start to slowly emerge this time of year. As the dark days of winter fade, the warmth of the sun shines down a little longer with each passing day, and we inch closer to a new season and a time of renewal.

March ushers in Women's History Month. It serves as a powerful reminder of all the great accomplishments achieved by women throughout history. Being part of an organization that promotes women leaders in the real estate industry, this seems especially impactful.

WCR not only supports women in leadership but also supports an important organization that supports our organization: RPAC. RPAC is a powerful advocate that protects our industry and property rights. It was great to see all the leaders in our industry show up for our RPAC Has Your Back Breakfast in February. Supporting RPAC is just a smart investment in your business.

The event you've been waiting for all year is almost here! Get your costumes ready for the next WCR Music Trivia Extravaganza. Check out the WCR social media pages for details. It's always a blast!

We love to embrace our popular events like Music Trivia and the RPAC Breakfast, while being open to new and exciting adventures. This fresh outlook inspired us to refresh our website. There will also be a new directory for all strategic partners.

We want to recognize our sponsors, especially our Double Diamond sponsors, which is why we include Facebook shoutouts and a monthly spotlight. It

provides all kinds of amazing perks. I'm excited that we have several new Double Diamond sponsors- putting us at the highest number ever!

Stay tuned for our April event. We are putting the final touches on another outstanding lunch meeting with a highly-sought-after speaker. Promoting amazing educational opportunities is what drives WCR.

With all the exciting events and speakers coming up, we are always on the lookout for people who want to join committees and contribute fresh ideas to an ever-growing organization. Getting involved with WCR helps members realize their leadership skills and grow professionally with like-minded professionals.

As we step into March, let's embrace the madcap, chaotic energy. Whether it's March Madness or the madness of real estate, this month will be anything but boring. Or to borrow a quote from the Mad Hatter in Lewis Carroll's Alice in Wonderland:

Mad Hatter: Would you like a little more tea?

Alice: Well, I haven't had any yet, so I can't very well take more.

March Hare: Ah, you mean you can't very well take less.

Mad Hatter: Yes. You can always take more than nothing.

Embrace the madness of the Mad Hatter. Refuse to take less. Now is the time to be brave and take on more!

ANGIE THIEL
2026 President
Women's Council of REALTORS®



NREC DIRECTOR PROVIDES SAGE ADVICE

Written by **Melissa McElroy**

In 1943, during the height of World War II, the Nebraska Real Estate Commission was created to protect Nebraskans from unethical real estate practices.

In January of 2025, Joe Gehrki stepped into the role of Nebraska Real Estate Commission Executive Director after working in real estate for nearly four decades. He takes a common-sense approach to his role, leading him to make a small change to how the Commission accepts licensee complaints.

One of his first actions was adding a simple step to the complaint process. Any individual filing a complaint against an agent is now asked: Have you tried talking to the agent or the agent's broker? Before embarking on a drawn-out administrative and legal process, could the issue be resolved through open communication?

For a member of the public to file a complaint, they must identify the agent and the specific statute of the Nebraska Real Estate License Law that was violated. Misrepresentation is one type of violation. Negligence is another. If an agent mismanaged money, that is yet another violation. After a consumer files a complaint, the agent is notified and asked to provide their side of the story to the Commission.

Gehrki urged agents to remember their fiduciary duties by always placing their clients' needs above their own and to communicate promptly. "Bad news doesn't get better with time," he said.

An agent can file a formal complaint against another agent. Before proceeding with any complaint, it's important to consider the best course of action. Have there been reasonable efforts to communicate and resolve the grievance?

As Director, Gehrki is busy addressing problematic wholesaling practices. Wholesaling is where a wholesaler secures a property from a seller, often at below-market value, and assigns that contract to a buyer, typically an investor, for a higher price, pocketing the difference.

The Commission drafted a bill (LB 810) to strengthen enforcement against illegal, unlicensed real estate activities, including restrictions on non-licensed individuals from selling real estate, which includes restrictions on wholesaling. The proposed law aims to remove cumbersome

requirements for advance notice and hearings before the Commission issues cease-and-desist orders, enabling faster intervention against violators.

Protecting the real estate community and the public from unethical practices is all in a day's



NREC Director
JOE GEHRKI

work for the Director of the Nebraska Real Estate Commission. He reiterated that agents should always remember their fiduciary duty to their clients, and transactions will usually end well.

RPAC

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FinCEN RULE AND LOCAL CLOSINGS

Written by **Melissa McElroy**

Starting this month, a new FinCEN Anti-Money Laundering (AML) rule takes effect that will introduce new reporting requirements for non-financed residential property transfers to legal entities or trusts. The report is filed with the U.S. Treasury for specific residential real estate transfers. It is not a public record.

Brent Rasmussen of Mortgage Specialists, LLC, said, “In a nutshell, with any corporation, business, or trust, we need to know who is personally behind it.” He said that the new rule not only protects against money laundering, but also against tax evasion.

Jesse Diamond and Kristina Boehmer of Nebraska Title Company provided helpful information on the topic. A good trigger test to determine when the report is required is when all of the following are true: it concerns a residential property, the buyer is an entity (LLC, corporation, partnership) or a trust, and there is no traditional bank mortgage (cash, private, hard money, seller financing).

The closing agent typically emails a secure link to a short online form. Promptly completing the form helps expedite the closing process and alleviates friction. Federal requirements dictate that the closing agent needs this information before closing. It's worth noting that simple structures often take five minutes, while more complex entities and trusts can take longer.

Nebraska Title Company outlined what each client must provide to the closing agent:

For an entity buyer, the entity's legal name, address, jurisdiction, and EIN are required, as well as individuals with 25 percent or more ownership, individuals with substantial control or major decision authority, and if another company owns any part, the real people behind it must be identified.

Trust Buyers must provide the name of the trust, the date executed, whether it is revocable or not, all

trustees, grantors who can revoke or withdraw assets, beneficiaries who can demand money or withdraw substantially all assets, if a trustee is a company, identify the real people behind it.



Brent Rasmussen

For each listed individual: legal name, date of birth, home address, taxpayer ID (Social Security Number or ITIN), and Government ID. Buyers must include how the funds were paid (wire or check), and source account information for funds used with the bank's name and account number. Sellers may be asked for basic identifying information, including their taxpayer IDs.



Jesse Diamond

Being informed about the latest AML rule updates will help you stay compliant by implementing all reporting requirements by deadlines.



Kristina Boehmer

PAST PRESIDENT'S CORNER

SUSAN CLARK 2020 PRESIDENT



How did you get into real estate?

I actually started on the mortgage side of things, which gave me a great foundation. I've always been someone who wants to get out exactly what I put in. I was looking for a

career with no ceiling—somewhere where my hustle dictated my growth.

What were some standout experiences when you were the OABR President?

I had only been in the President's seat for a few months when the world shifted overnight due to COVID-19. It wasn't exactly the 'standard' presidency I had envisioned. My term became a masterclass in pivot-and-adapt. It was a unique, challenging, and ultimately rewarding experience to lead our community through a chapter that wasn't in any of the handbooks.

What was the market like during that time?

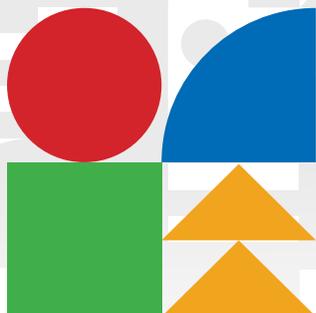
It was a whirlwind of 'How do we do this?' We were constantly asking ourselves how to keep the wheels of the industry turning while keeping everyone safe. There was so much uncertainty about the logistics of moving people from point A to point B. We put our heads together, embraced the 'new normal,' and figured it out. It proved that even in a global standstill, the dream of homeownership doesn't stop.

What is your personal mantra or approach to your career in real estate?

Moving is stressful enough! My goal is to be the 'calm' in the center of the real estate storm. I work to ensure that whether someone is buying their first home or selling their forever home, the experience is actually enjoyable. If I've done my job right, my clients feel supported, not stressed.

What words of advice would you give to someone just entering this industry?

Two things: Know your value and get loud about it! You have to believe in the expertise you bring to the table and then share that value with as many people as possible. It's simple math: if you put in the hard work and stay visible, the payoff is inevitable. Don't just wait for opportunity—go introduce yourself to it!"



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MEMBERSHIP REPORT

January Activity	MO	YTD
New REALTOR® Members	52	52
Resignations	62	62

Membership (As of February 1)	2026	2025
Designated REALTORS®	189	190
REALTOR®	2986	2926
REALTOR® Emeritus	98	93
TOTAL REALTORS®	3273	3209

Institute Affiliate	86	79
Affiliate Members	146	131
Key-Only Affiliates	138	118

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Accredited Buyer's Representative (ABR®)

- Laurie Harden, Nebraska Realty

Seniors Real Estate Specialist® (SRES®)

- Trista Beaudette, NP Dodge RE Sales

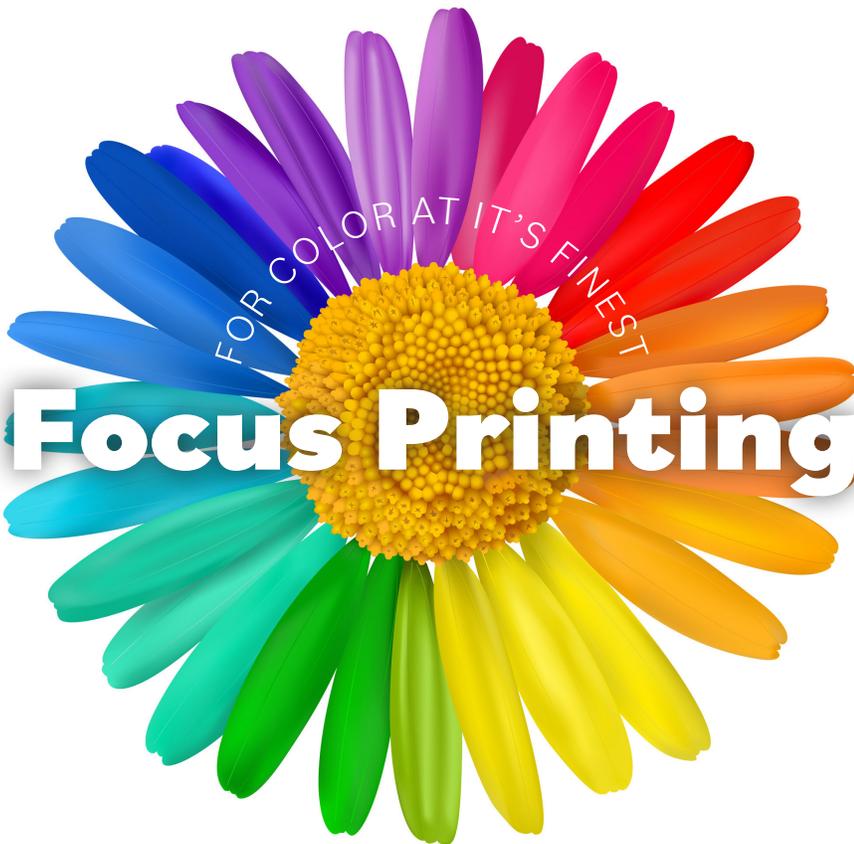
PERSONALS

Congratulations

- To Brooke Wrazidlo, NP Dodge RE Sales, and her husband on the birth of their son, Nash.

Our Condolences

- To the family of Bob Dempsey, BHHS Ambassador Real Estate, who recently passed away
- To Brad Fricke, RE/MAX Results, on the passing of his mother-in-law
- Angela Turner, BHHS Ambassador Real Estate, on the loss of her mother.



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REALTORS® Make the Market

Omaha Area Residential Snapshot

JANUARY 31	2025	2026	%
NUMBER ON MARKET	2,133	2,199	+3.1% ▲
NUMBER UNDER CONTRACT (MONTH)	895	945	+5.6% ▲
NUMBER OF SALES CLOSED (JANUARY)	705	672	-4.7% ▼
EXISTING SALE PRICE (MEDIAN JANUARY)	\$285,000	\$298,000	+4.6% ▲
NEW SALES PRICE (MEDIAN JANUARY)	\$424,379	\$426,367	+0.5% ▲

AFFILIATES Add Value!



Home Standards Expands to offer New Termite Inspection Service

Termite expert Michael Ludvigsen joins Home Standards to lead expansion.

Pictured: Jon Vacha (Vice President), Ludvigsen, Steve Vacha (President)

Termites are real, they cause real damage, and they're one of the hardest issues to spot during the home-buying process. In many cases, termite activity and the damage it leaves behind can stay hidden inside walls, crawl spaces, and framing for years. By the time signs are visible, repairs can be expensive, and the conversation gets a lot harder for everyone involved.

That's why having an experienced termite inspector matters. Michael has lived in Omaha for years and brings

over 10 years of termite inspection experience to Home Standards, along with a strong background in client service and clear communication. His job is simple: help buyers, sellers, and agents understand what's happening, what it means, and what the next step should be.

Termite inspections add another layer of confidence during due diligence, protect a buyer's investment, and help avoid surprises after closing.

Convenience!

Our job is to make the inspection process as

convenient as possible - and with us now offering it, the agent doesn't need to call two different companies!

Home Standards is already known for thorough, reliable inspections and a smooth process that agents trust. Adding termite inspections is one more way we're expanding that same high standard of service, giving you a stronger toolkit for protecting your clients and supporting a clean, informed transaction.

To schedule a termite inspection call 402-392-2020 or visit HomeStandards.com



Sewer Scoping

We also now offer the service of scheduling a sewer scope inspection. One call to us and we will do the rest and get a plumber scheduled to make sure your client can avoid an expensive surprise post close.



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IN THE TRENCHES

Written by **Melissa McElroy**

Real estate is like a triathlon. It requires endurance, grit, consistency, and determination – and even then, you can't always finish the challenge.

WHACKED WALKTHROUGH

REALTOR® Angie Thiel agreed to do the third walkthrough for Kara Moreno's buyer-client before closing. Kara had to be out of town that day, and Angie, always a team player, stepped in to help. Kara told Angie that the closing had been delayed multiple times due to repairs that needed to be completed before closing.

Kara alerted Angie to a couple of items from the first two buyer walkthrough inspections: an exposed pipe that had been repaired and a toilet in the basement that needed to be resealed.

When Angie arrived on the scene, she discovered much more. Not only was the exposed pipe not repaired, but another pipe was now exposed in the bedroom – something the buyer said did not exist before making the offer. However, the real shocker came when they went to the basement to check on the toilet. Not only was the toilet not fixed, but the basement bathroom was stripped down to the studs. Angie was flabbergasted when she discovered a large section of the concrete floor had also been torn up, exposing more plumbing issues.

Angie had to deliver the bad news about the third walkthrough. She sent a series of pictures to Kara to explain what her buyer was looking at. Obviously, the closing would be delayed again.

Kara said the entire ordeal began with a home inspection that revealed numerous issues. In addition to the plumbing items, there were foundation issues, shoddy electrical work, and structural concerns with the roof.

However, the buyer still wanted the house and was determined to buy it. He was not going to let a few delays deter him and was relying on an agreement that required everything to be repaired by a qualified contractor, with city permits issued to ensure compliance.

Kara was assured the work was complete, but the buyer's first walkthrough revealed subpar work that needed additional attention. The second walkthrough wasn't much better, but Kara was hopeful the third time would be the charm. Angie's photos said otherwise.

By now, the closing was over a month behind schedule, and a fourth walkthrough with a home inspector again revealed repairs that had not been completed correctly. The buyer felt he had no choice but to cancel the contract.

There's never a shortage of surprises – sometimes disappointing ones – when you work in the trenches of real estate.

REVIEW

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