

July 2026



REVIEW

Omaha Area Board of REALTORS®



JULY

TUE
14

GPRMLS ALL USERS TRAINING

10:00AM - 11:00AM

Join GPRMLS for an overview of upcoming MLS changes, including new syndication options for Coming Soon and Hold statuses, along with additional MLS enhancements scheduled to take effect on July 21.

THU
16

GPRMLS ALL SUBSCRIBERS TRAINING

1:00PM - 2:30PM

Join GPRMLS for an overview of upcoming MLS changes, including new syndication options for Coming Soon and Hold statuses, along with additional MLS enhancements scheduled to take effect on July 21.

THU
23

WCR BBQ COOK-OFF

11:00AM - 1:00PM

Join WCR for an afternoon of BBQ, networking, friendly competition, raffle prizes, and fun!



**SCAN TO VIEW
THE OABR
CALENDAR**

A MESSAGE FROM THE PRESIDENT

FROM THE PRESIDENT'S DESK

Hello OABR Members,

Last month, I wrote about how easy it is in this business to miss the moments that matter most. Ironically, many of us got into real estate for more freedom and control of our time — yet somewhere along the way, our phones became our boss.

As an instructor and through my involvement with OABR's new agent orientation, I often ask new agents why they want to become REALTORS®. The answers are usually the same: flexibility, independence, and more control over their schedule.

But despite the flexibility this career can provide, many of us still live tied to our phones. A notification goes off, and we immediately stop what we're doing because we think it could be a lead or a client. It doesn't matter if we're at dinner, on vacation, or spending time with family — we react like it's a fire alarm.

You may have left a traditional job to gain more freedom, but your family may quietly feel like you're less available than ever before.

That doesn't mean you shouldn't work hard. It simply means you should be intentional about protecting the moments that matter. Set boundaries. Use "Do Not Disturb." Create a separate business number. Give family members their own ringtone so you know when it's truly important.

There will always be more leads, more clients, and more commission checks. But this moment with your family — this memory — only happens once.

Warm regards

BRAD FRICKE,
2026 OABR President



REVIEW

OMAHA AREA BOARD OF REALTORS® 2026 BOARD OF DIRECTORS

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SECRETARY/TREASURER

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DIRECTORS

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Jordan Forbes

GRAPHIC DESIGN

Tyler Miller

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GREAT PLAINS REGIONAL MLS STAFF

MLS OPERATIONS MANAGER

Denise Mecseji

MLS COMPLIANCE ADMINISTRATOR

Beth Powers

MLS DATA & CUSTOMER SUPPORT ADMINISTRATOR

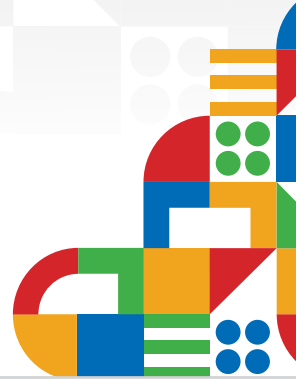
Renee Westphal

MLS CUSTOMER TRAINING & SUPPORT ADMINISTRATOR

Jaycee Miller

THUR
06
AUG

OABR ANNUAL MEETING & Free Breakfast



📍 THE RELEVANT CENTER

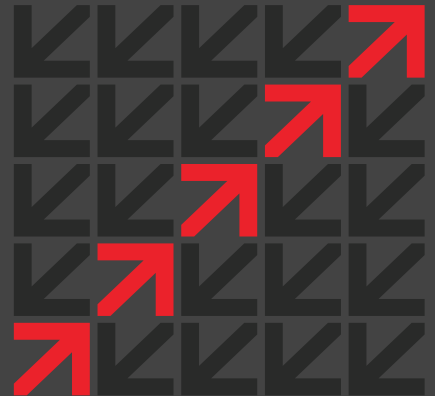
🕒 9:00 AM – 11:00 AM

Register at omaharealtors.com/growth_in_the_city

FRI
21
AUG

BEYOND UNDIVISIBLE

FAIR HOUSING IN ACTION



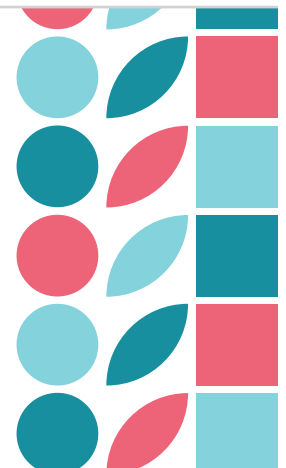
📍 THE RELEVANT CENTER

🕒 9:00 AM – 1:00 PM

Register at omaharealtors.com/beyond_divisible

FRI
18
SEP

e-PRO CERTIFICATION



📍 OABR EDUCATION CENTER

🕒 9:00 AM – 4:00 PM

Register at omaharealtors.com/e-pro-certification

FACE THE REALTORS®

Written by **Melissa McElroy**

Excitement permeated the air on the morning of May 20th. A packed OABR Education Center, brimming with REALTORS®, anticipated the arrival of guest speaker **Mayor John Ewing** for the latest edition of Face the REALTORS® an OABR series highlighting REALTOR® advocacy and the community we live in.

Omaha's mayor walked into the room with the energy of a preacher about to preach to his congregation.

"I am not a politician," he declared, "I'm a public servant."

"Mayor of Omaha" is the latest title in a public service career spanning decades. The Omaha native is a former Deputy Police Chief, Douglas County Treasurer, and Baptist Minister.

"I always do what I think is best," he said. "I am thankful for the opportunity to serve the city and the people I love."

After Ewing won the mayoral race last May, Tom Warren, a longtime friend and colleague who served as Chief of Staff to Ewing's predecessor, Jean Stothert, reached out to congratulate him. Ewing has known Warren for 60 years and served with him in the Omaha Police Department.

The newly elected mayor, who had already started organizing a transition team that included former Omaha Mayor Jim Suttle and former Douglas County Assessor-Register of Deeds Diane Battiatto, offered Warren the

position of Chief of Staff on his team during that phone call, which he accepted.

Coming into office after a three-term mayor, Ewing worried that there would be uncertainty. He could have brought in an entirely new staff, but he wanted to retain the staff that was in place. He felt it was the right thing to do for the city and would help create stability.

After working for the Omaha Police Department for 25 years and as the Douglas County Treasurer for over 18 years, he understood the importance of working with established teams. "It is my responsibility to lead," he said.

The job is not without its challenges. The day after he was sworn in, there were ICE enforcement actions in Omaha. In July, the City View Apartments were shut down by the city and evacuated due to health hazards. Omaha non-profits and the Omaha Housing Authority helped relocate tenants.

He inherited the Omaha Streetcar Project, which was experiencing delays and public pushback. The project has since



Mayor John Ewing

progressed and the city has worked with MUD to address additional infrastructure costs.

Ewing said the streetcar would attract billions in taxable property, anywhere from \$3 billion to \$5 billion in the next decade and \$7 billion over the next 20 years. He said the extra revenue would allow the city to hold the line on the tax levy and be an important affordability factor, benefiting the community.

Ewing formed seven task force groups to drive community action plans in Omaha.

HOMELESSNESS | Focuses on long-term solutions for unhoused individuals, including targeted outreach and housing assistance. “I don’t believe we should criminalize homelessness,” he said. He said it defeats the purpose of getting people into housing by creating a criminal record and creating barriers to rental opportunities. Additionally, unhoused individuals won’t get the services they need for alcohol and drug addiction or mental health issues.

He created a six-month pilot program with additional staffing to help address this particular issue.

DECENT AND AFFORDABLE HOUSING | Expediting the affordable housing action and increasing the city’s housing stock, collaborating with groups like Habitat for Humanity and the Omaha City Planning Department. As Tax Increment Financing (TIF) proceeds come in, he wants to reinvest those funds into affordable housing; \$40 million has been allocated for affordable housing.

ECONOMIC DEVELOPMENT | Laser-focused on promoting economic growth throughout the city, specifically working with leaders in North and South Omaha to coordinate

development. The city strongly supported LB 1165, a bill to help retain companies like Union Pacific and bring in 2,000 additional high-paying jobs.

INFRASTRUCTURE AND STREETS | Addresses the quality and repair of city streets, including developing cost-sharing policies for street replacements. One example of cost-effective street upkeep is “hot patching,” or repairing potholes cheaply and efficiently. Ewing has actively supported federal legislation to create a National Infrastructure Bank to help finance future roads, bridges, and municipal infrastructure.

PARKS | Focuses on maintaining and improving city parks, recreation, and green spaces to build community pride. He said parks are a quality-of-life issue, but they have been underfunded, which is why he approved \$5 million to be invested in local parks. The philanthropic community matched this investment. He would like to reduce the mowing cycle from 17 days to 7 days and create more all-accessible parks like Zorinsky.

POVERTY ELIMINATION | Aimed at reducing poverty gaps and empowering underserved communities through living-wage jobs and targeted resources.

RISK AND RESILIENCE | He believes in being a good steward of the environment.

Mayor Ewing said, “I don’t want to be the mayor doing things to you. I want to be the mayor who does things with you.” He welcomes feedback and ideas from residents and continues to collaborate with the community today while working to build an even better city for tomorrow.

2026 RECHARGE

REIMAGINED: PART THREE

Written by **Melissa McElroy**

Keynote speaker Terry Watson burst onto the stage of the Relevant Center in Elkhorn like a supernova, captivating the audience with his trademark high-octane charisma during the third and final installment of REcharge 2026.

Watson, known as the “A-HA Guy,” had words of wisdom to share after years of working in the industry. He told the audience to stop providing customer service, and start providing an amazing experience.

He had a novel approach to creating a memorable experience – BLA – be less annoying!. One way people are annoying? Not telling someone what is about to happen. You want to outline accurately and succinctly what someone should expect to experience. Another way to be annoying? Not giving them something they can use.

The master communicator said that you wanted to be like a dragonfly. They are versatile. They don’t chase. They intercept, with a 99 percent success rate.

One communication hack he provided: If you have anything important to say, say it with fewer words if you want people to remember it. Twenty words max. If you really want to live rent-free in someone’s head, say it in five. “A confused person will not act,” he said. Simplicity is key.



Watson said you would need three sheets of paper:

- 1 “Things You Absolutely Should Not Do!” Detail what the client should avoid.
- 2 “Frequently Asked Questions,” which addresses common client questions.
- 3 “This Might Happen.” It details what you are responsible for, what you’re not responsible for, and what the client can expect in different scenarios.

He said when we write something, we are attempting to do one of three things: we write to inform; we write to inspire someone to take action; or we write in someone's voice. Never underestimate the power of your words. You set the experience.

When presenting yourself to the world, you want to distinguish yourself by demonstrating what makes you different and show what you stand for. During every step of the real estate transaction, look at where people struggle. Remember that it annoys people when there are unnecessary steps. Anything sent to a client, especially anything drafted using AI, needs to be double-checked.



Brad Fricke & Terry Watson

He said that the public wants a Sherpa, or an expert who guides people on a quest.

Embracing technology is essential if you want to keep up with an ever-changing industry. According to Watson, you evolve, or you evaporate. Knowing the benefits of the latest tech will help you stay ahead of the curve. He praised the AI program, Claude, and suggested using it to improve your website. There are so many AI programs to help streamline work: Google Gemini, Cloudflare, Wispr Flow. He also recommended following Reddit to stay informed about the community's real estate concerns.

Watson said that everyone has a process. It is important to have an effective process that showcases your value. You become more valuable when you can talk to someone and tell them at least three things they didn't know. He is always looking to add more value to any interaction. He said that humor was a superpower.

“Many times, when you’re talking to someone, they don’t believe you,” he said matter-of-factly, which is why he will provide sources: pictures, articles, and videos.

Create community. Learn more about people and their needs. Even in the social media sphere, you are creating connections and adding value. Master the art of reframing. You have the power to make people look at something from a different perspective. You have the power to craft narratives.

He provided a formula for people to consider. $E+R=O$ or Event + Response= Outcome. Your response to an event determines the outcome. Use all the tools in your toolbox. He said NAR has an amazing service where you can make a research request. NAR has the largest real estate library in the world.

According to him, there are two ways to run a business. The first is by having the lowest price, which he called a race to the bottom. The second is by providing value. “I don’t care how good you are, you can always be better,” he said. “You should strive to get one percent better every day.” Continue to refine your process.

“Never stop having fun,” he told the audience with a Cheshire Cat smile.



COMPLIMENTARY BENEFIT OF YOUR OABR MEMBERSHIP

BEYOND DIVISIBLE

ULTIMATE FAIR HOUSING IN ACTION

21

AUGUST, 2026
Thursday

TIMELINE

8:30 AM | Registration
9:00 AM | Divisible Screening
10:45 AM | Panel Discussion

PANEL

Schmeeka Simpson
Community Organizer & Activists

Angel Starks
REALTOR®

Terri Crawford
J.D., Activists, Historian, Educator

EDUCATION REQUIREMENTS

- ▶ NAR Fair Housing Requirement
- ▶ NREC Credit Pending

DESCRIPTION

THE RELEVANT CENTER | 20220 ELKHORN DR.

"Divisible" is a powerful documentary that examines the history and lasting effects of redlining in the United States, using Omaha, Nebraska as a compelling case study to show how discriminatory housing policies continue to shape communities nationwide. Following the screening, we will host an interactive panel discussion featuring reflections on the film, real-life experiences, and audience participation to encourage meaningful conversation and deeper understanding.

SAVE YOUR SEAT

omaharealtors.com/beyond_divisible

Registration required,
no-shows will be billed



Written by **Melissa McElroy**

It was a critically important, time-sensitive mission that required immediate action.

Children from low-income families are increasingly facing food insecurity, especially during summer months when they are no longer receiving school meals. The mission was clear. Help restock the local food pantry so children don't go hungry.

REALTORS® and Affiliates rolled up their sleeves and got to work collecting massive heaps of cereal for OABR's second annual "Bowls of Hope" food drive for the Heartland Hope Mission, a non-profit organization that helps families in need. Like Special Agents in a spy thriller, the Special Agents of Special K showed up in full force. It may have even inspired friendly competition between some OABR committees. Who could collect the most boxes of cereal?

OABR hosted a parking lot breakfast party on June 10th to cap off the cereal drive. The Heartland Hope Food Truck served free breakfast burritos

that morning to members courtesy of OABR.

Social Events Chair Mandi Lackas said, "Another year, another huge success! Once again, OABR members came together to fill the pantry shelves for The Heartland Hope Mission. With thousands of cereal boxes donated, families will have the opportunity to start the day off right, with a good breakfast all summer long! Thank you to all who donated, participated, helped, and those who came to enjoy a free breakfast burrito in celebration of the drive's success! Looking forward to next year!"

Professional Development Chair Nicole Riddle said, "Cereal is something many of us associate with childhood memories and comfort, which is what made this drive so much fun. Of course, somewhere along the way, a simple food drive turned into a championship-level showdown. Was there a competition? Yes. Was there a trophy on the line? Also, yes. Did the Professional Development Committee come to win? Duh."

She explained, "We brought the same determination, creativity, and perhaps slightly



unhealthy level of competitiveness that REALTORS® bring to everything we do. There was cereal-related smack talk, a very questionable Cereal Brawl video, and, in my case, the purchase of 300 boxes of cereal and the recruitment of a few meeting spies. I regret nothing.”

Riddle said, “But that’s the beauty of this challenge. We got to channel our inner 8-year-olds, have a ridiculous amount of fun, and rally the REALTOR® community around a great cause. The trophy will eventually collect dust, and the bragging rights will fade, but the thousands of breakfasts collected for local families will make a lasting impact. That’s a win everyone can feel good about.”

OMAHA AREA BOARD OF REALTORS® FOUNDATION

With the passage of the Big Beautiful Bill, non-itemizing households can now claim an "above-the-line" deduction for cash charitable contributions up to \$1,000 (\$2,000 for married filing jointly). This permanent provision applies starting with 2026 tax returns filed in 2027, and would apply for contributions made to 501(c)(3) charitable organizations, like the Omaha Area Board of REALTORS® Foundation

The Omaha Area Board of REALTORS® Foundation is a 501(c)(3) charitable organization with nine local REALTORS® serving as directors. OABR absorbs all administrative and overhead expenses, which allows 100 percent of donations to go directly toward:

- 1 Critical needs for shelter, including local disasters and emergencies, the REALTOR® Relief Foundation, and the Nebraska Home Buyer's Assistance Foundation.
- 2 Educational scholarships for UNO students and other post-secondary students working toward a career in real estate.
- 3 Newer members who are pursuing a REALTOR® Designation or Certification.
- 4 The Metro Community College's Construction and Building Science program and the Nebraska Builders of the Future High School program for individuals drawn toward the construction trades.
- 5 Financial support for special needs and local charitable organizations in the greater Omaha community.



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(please note: "foundation")



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Co-Owner & Broker

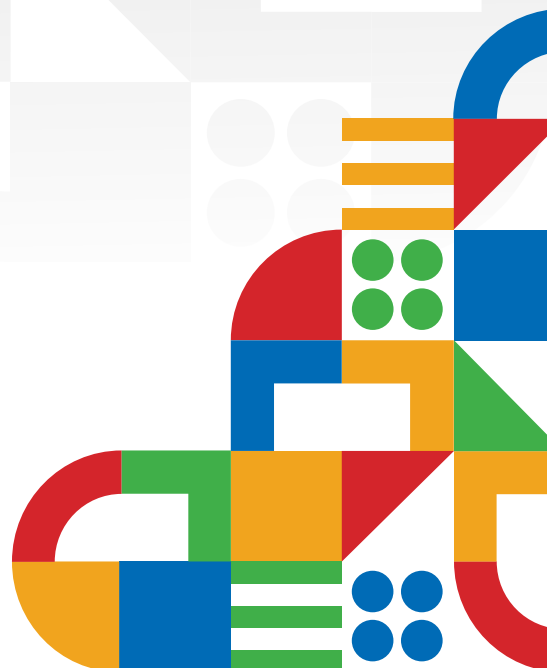


Omaha, Nebraska
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AUG
06
THU

OABR ANNUAL MEETING & Free Breakfast



Growth in the City of Omaha

WITH JEFF BEALS, GROW OMAHA

Learn about "Growth in the City". An energetic, insightful look at what's happening across Omaha and the surrounding areas. The goal is to equip you as agents with the kind of knowledge that elevates you as "True" experts - what's being developed, where the momentum is, and how we position our communities to attract more families, business, and opportunities. **(1 HR CAT #9999T)**

Cancellations must be done 24 hours in advance of training.

Free Event

No-Shows will be billed \$25

9:00 AM

Registration, Breakfast & Program

The Relevant Center

20220 Elkhorn Dr

Registration Required

omaharealtors.com/pathway_to_homeownership





MEMBERSHIP ANNUAL DUES

DUE NOW

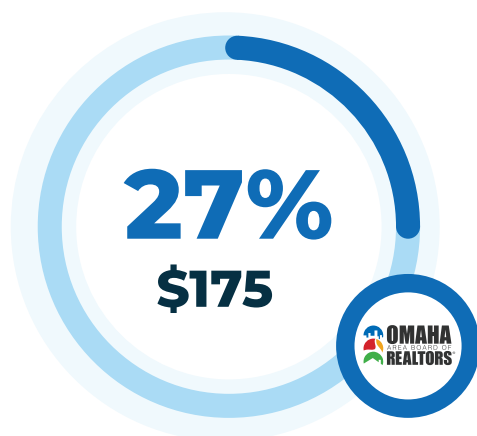
Dues statements for the 2027 fiscal year are now being mailed. Member dues must be paid by August 15, 2026 or a 10% late payment fee will be assessed. Payments can be made online at OmahaREALTORS.com/login by using your MLS login ID and password. Specific instructions are located on the back side of the dues statement. REALTOR® dues are collected for all three levels of the REALTOR® organization.

OMAHAREALTORS.COM



WHERE DO YOUR DUES GO?

AND WHAT DOES IT INCLUDE?



OMAHA AREA BOARD OF REALTORS®

- Great Plains Regional MLS
- Education
- Networking Opportunities
- Awards
- Focus Printing & Mailing
- & More



NEBRASKA REALTORS® ASSOCIATION

- Legal Hotline
- Association Services
- Marketing Benefits
- Discount Programs
- Free Services (Forewarn App, E-News & More)
- & More



NATIONAL ASSOCIATION OF REALTORS®

- Health & Dental Insurance
- Federal Credit Union
- Discounts on Services
- Discounts on Tech Products
- & More



Omaha Area Board of REALTORS®

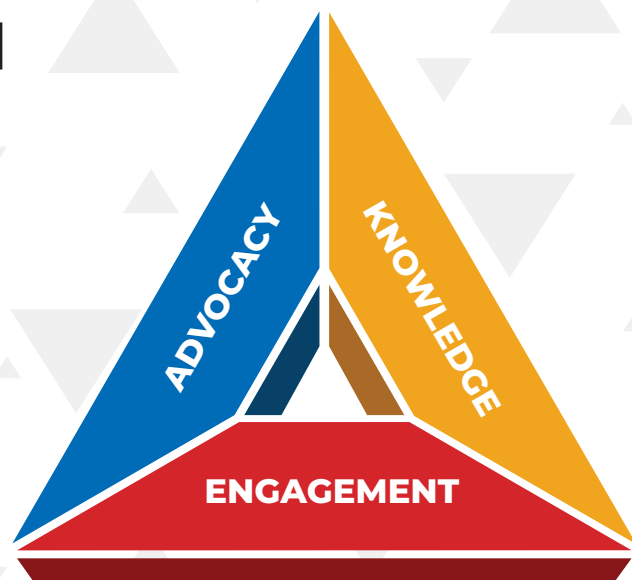
STRATEGIC PLAN

VISION

We are essential for the success of REALTORS® in the Greater Omaha area.

MISSION

We defend private property rights, organize the local real estate market, and promote homeownership for all.



ADVOCACY

Support real estate ownership, economic growth, and a favorable political environment for real estate.

GOVERNMENTAL AFFAIRS COMMITTEE • RPAC FUNDRAISING TASK FORCE

- Motivate members to vote, act, and invest!
- Evaluate candidates and support individuals who commit to our efforts.
- Create positive relationships with elected officials and like-minded community groups.

KNOWLEDGE

Promote education and training for real estate professionals, including license law, ethics, safety, fair housing, and related areas of expertise.

PROFESSIONAL DEVELOPMENT COMMITTEE • DIVERSITY SCHOLARSHIP COMMITTEE

- Support mandatory education requirements for real estate professionals.
- Encourage skill and proficiency, including the pursuit of professional designations.
- Support diversity in the real estate profession.

ENGAGEMENT

Foster an atmosphere of cooperation and collaboration within the REALTOR® community, building goodwill among members.

SOCIAL EVENTS COMMITTEE • YPN ADVISORY COMMITTEE

- Create a positive energy of volunteer involvement by supporting all networking opportunities for members.
- Encourage directors and committee members to attend all events.
- Work in partnership with the OABR Foundation to support community initiatives.



HALFWAY THROUGH THE YEAR!

As we reach the halfway point of the year, I can hardly believe how quickly time has flown. What a whirlwind 2026 has already been!

In June, we began accepting applications for our 2027 Board of Directors, led by our current President-Elect, Jen Pagel. Throughout July, eligible candidates will begin campaigning, making this an exciting season for our chapter. It is always inspiring to see fresh ideas, new perspectives, and innovative concepts emerge from members who are eager to serve.

While consistency is important to any successful organization, growth also requires change. New board members bring energy, creativity, and different viewpoints that challenge us to think differently and continue evolving. This balance between tradition and innovation is one of the many strengths of Women's Council. July is also a natural time to pause and reflect on the goals we set at the beginning of the year. Have you stepped outside your comfort zone? I encourage each of you to consider how you can become more involved. Whether that means serving on a committee, pursuing leadership, mentoring a fellow member, or simply attending

more events, every contribution strengthens our network and our mission. I also believe you'll find that it grows your business.

On a personal note, I have received the incredible honor of being appointed as the 2027 Women's Council of REALTORS® Nebraska State Liaison. In this role, I will have the privilege of supporting both the Omaha and Platte River Chapters. The opportunity to share what I have learned and serve as an additional resource is truly humbling. Women's Council has given me so much, and I am grateful for the chance to give back in a broader capacity.

Enjoy the remainder of your summer, take time to recharge when you can, and remember that the relationships we build today strengthen our network for years to come. I look forward to seeing all that we accomplish together in the second half of 2026.

Hope you have a great summer!

ANGIE THIEL
2026 President
Women's Council of REALTORS®





YOU'RE INVITED TO OUR



BBQ

COOK OFF



GOOD FOOD • GREAT PRIZES • FUN MOMENTS

Join us for an afternoon of great food, friendly competition, networking, and summer fun. Featuring: BBQ Competition, Celebrity Judge Panel, People's Choice Voting, Marketing Tables and Raffle Prizes

ADMISSION

FREE FOR WCR MEMBERS
\$5 FOR GUESTS

MARKETING TABLES

\$50 WCR MEMBERS
\$75 NON-MEMBER

THURSDAY, 23 JULY, 2026

D.R. HORTON - 1804 N 168TH ST, OMAHA, NE 68118

11:00 AM - 1:00 PM





YPN EXPLORES NEW OMAHA LIBRARY

Written by **Melissa McElroy**

The new, sleek building towers over the southwest corner of 72nd and Dodge. The newly designed Omaha Central Library serves as a bastion of innovation and education, complete with iMacs, free wi-fi, meeting rooms, a Do Space technology hub with 3D printers, a local history and genealogy wing, and a café. Its mirrored exterior serves as a powerful metaphor, reflecting light into the community.

On June 11th, the Omaha Area Board of REALTORS® Young Professional Network group explored the new library in the latest installment of YPN's Empower Hours.

REALTOR® Brooke Ayoub said, "As Chair of YPN and still considering myself young in my business, one of my goals is to be involved in conversations and events that not only deepen my industry knowledge, but also my community involvement. We try to provide programming that supports that!"

She explained how Empower Hours evolved. "Empower Hours was developed to have those conversations with peers and industry leaders. To provide rooms where, no matter how many years in your business you have, you feel comfortable raising your hand to ask questions and offer support. Whether we have a panel discussion, or like this event, provide a community tour, we hope that YPN feels like the group where you belong!"



Dylan Dravland, Vice Chair of YPN, said, “I think Empower Hours came from a pretty simple idea. We wanted to create opportunities for people to connect, ask questions, and get involved in a way that feels approachable. Sometimes networking events can feel a little surface-level, so we wanted these to feel more like real conversations with people who are either leading in the industry or making an impact in our community.”

He said, “My hope for the future of YPN is that it continues to be a place where people feel like they fit in, whether they are brand new in the business or have been around for a while. If we can keep creating events that help people build business relationships, grow professionally, and get more connected to the Omaha community, then I think we’re doing what YPN is supposed to do.”



Joe Dobrovolny
V.P. Mortgage Lender
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Equitable Bank
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Omaha, NE 68130
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MEMBERSHIP REPORT

May Activity	MO	YTD
New REALTOR® Members	20	150
Resignations	15	114
Membership (As of June 1)	2026	2025
Designated REALTORS®	188	191
REALTOR®	3067	3014
REALTOR® Emeritus	116	104
TOTAL REALTORS®	3371	3309
Institute Affiliate	86	82
Affiliate Members	158	144
Key-Only Affiliates	150	122

Full membership report at OmahaREALTORS.com/membership-report

DESIGNATIONS

Seniors Real Estate Specialist® (SRES®)

- Karla Hagggar, Better Homes and Gardens R.E

PERSONALS

Our Condolences

- To the family and friends of Ellie Bane, BHHS Ambassador RE and former OABR president, on her recent passing.
- To Liz Dennis, Peterson Bros Realty, on the passing of her uncle.
- To Perre Neilan, OABR Governmental Affairs Director, on the loss of his sister.
- To Jim Holmes, Focus Printing, on the loss of his uncle

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Whole Home Water Filtration
Heating • Cooling • Air Quality



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Bluffs Metro & Beyond!

SEWER DESCALING	MENTION AD TO WAIVE SERVICE FEE	HEATING or COOLING SYSTEM	FULL HEATING & COOLING SYSTEM
\$100 ONLY Any Sewer Descale	\$45 OFF Any Repair or Service	\$500 OFF New Furnace or Air Conditioner	\$1,000 OFF Full HVAC System
Cannot be combined with other offers or specials. Parts and repairs extra.	Cannot be combined with other offers or specials. Parts and repairs extra.	Cannot be combined with other offers or specials. Parts and repairs extra.	Cannot be combined with other offers or specials. Parts and repairs extra.
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REALTORS® Make the Market

Omaha Area Residential Snapshot

MAY 31	2025	2026	%
NUMBER ON MARKET	2,407	2,216	-7.9% ▼
NUMBER UNDER CONTRACT (MONTH)	1,271	1,220	-4.0% ▼
NUMBER OF SALES CLOSED (APRIL)	4,666	4,829	+3.5% ▲
EXISTING SALE PRICE (MEDIAN APRIL)	\$295,000	\$302,000	+2.4% ▲
NEW SALES PRICE (MEDIAN APRIL)	\$419,990	\$425,000	+1.2% ▲

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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THE TRENCHES

Written by **Melissa McElroy**

In some ways, real estate is kinda like a board game. Sometimes it feels like a game of Guess Who? You try to guess who is on the other end of the phone. Sometimes it feels like a game of Twister. You twist and turn to win the game. Other times, it feels like Monopoly. You try to acquire real estate and stay out of (real estate) jail. One thing is for certain. It keeps you on your toes.

TRASH AND CRITTER HOUSE

One transaction in particular stands out in REALTOR® David Matney's mind. His client owned a rental house. The renter had been served an eviction notice because he was many months past due on rent. His client just wanted to sell the property and be done with it.

It took six months to get the renegade renter out of the house.

What was left behind in his wake could only be described as a complete disaster.

The yard was an overgrown jungle that resembled something out of Jumanji. On top of that, it was littered with old beater cars and a camper in the front yard.

Once he stepped into the house, it was something out of the show Hoarders. Clothes and random stuff were strewn throughout the small home. It took eight large dumpsters and \$6,000 to clear the place.

On top of the tenant problems, the roof was so bad that you could see daylight through it.

There was standing water in the basement, and the pungent, distinct smell of mold overpowered the nasal passages. There was mold on the walls, and the back deck was rotted and was a safety hazard.

His client decided to clean it up the best he could, replace the roof, and sell it "as is."

They replaced the roof and thought they could see the light at the end of the tunnel. However, that light at the end of the tunnel was a metaphorical oncoming train.

Shortly after the roof was replaced, a family of raccoons was discovered living in the home. They had full run of the place. It looked like they had a raccoon rave in the rafters. Critter Control had to be called in to handle the furry insurgents.

His client eventually sold the property after many months, many more dollars, and maybe a few swear words. Thankfully, they managed to survive the ordeal without having the house cave in on them, contracting rabies from feral freeloaders, or getting sucked into a real-life game of Jumanji.

It's never a dull moment working in real estate. With some ingenuity and grit, you can not only survive but thrive working in the trenches.

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	NORTHWEST	Lincoln, NE
Oct. 12	at	Minneapolis, MN
Oct. 26	IANA	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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