

MOPOA NEWSLETTER

Make Your Rental Real Estate Business a Success

October 2016

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Congressional Candidate

Congressional candidate, Brad Ashford, will speak at the October 10th MOPOA meeting.

**Monday, October 10th, 2016
6:45 p.m.**

**Westside Conference Center
3534 S. 108th St. Omaha, NE**

MOPOA Happy Hour Thursday, October 13th, 2016
Fox and Hound (120th & Dodge). 5 p.m. to 7 p.m.

MOPOA Early Bird Breakfast Saturday, October 15th, 2016
Farmhouse Café, 84th & Grover. 7:00 a.m.





LETTER FROM THE PRESIDENT

By John C. Chatelain, President MOPOA

"Somehow, despite its challenges, managing real estate remains a good business, but you must work hard, do what needs to be done, when it needs to be done, have patience and never, ever give up."

Many of us running businesses are frustrated by a government that doesn't seem to listen. The problem persists at the federal, state and local levels. We have very little say in how laws are passed and enforced. Even our elected representatives in Washington appear to have been cut out of the action. Regulations are being adopted and enforced by "experts" with lifetime tenure, who have never been elected to anything. Safeguards to liberty, such as accountability to the voters and the "separation of powers" seem only to be quaint old fashioned ideas.

We thought the 2016 candidates for Congress, **Brad Ashford** and **Don Bacon** would be the best people to talk to about the situation. Their schedules did not permit a debate, so the candidates were scheduled on separate nights. The following topics were discussed by candidate Bacon on September 12th. Mr. Ashford will be asked the same questions October 10th. The questions along with a

few of Mr. Bacon's responses are as follows:

=====

1) Many of us paying income taxes struggle to do so, and tax compliance is an additional burden for small businesses such as landlords. We spend countless hours every year, which could be spent in more productive business pursuits, attempting to properly prepare our returns. Even after all the record keeping and professional fees we never know if our returns are correct. If elected what might you propose to reduce income tax rates, capital gains rates, and the burden of tax compliance for landlords?

Bacon: The United States has the highest corporate tax rate in the world. Tax rates need to come down and the tax code needs to be simplified. Paul Ryan's 3 rate plan was mentioned. The mortgage interest deduction should be retained along with charitable deductions.

2) A March 2015 Omaha World Herald Article entitled "Lincoln renovation company reaches settlement with EPA" reported a settlement of \$27,304 with an additional penalty of \$3,033. The case arose out of a 2012

Article continued on the next page . .



MOPOA Meeting with Don Bacon, next month will feature a photo with Brad Ashford

LETTER FROM THE PRESIDENT CONTINUED. . .

record-keeping inspection. According to the EPA, the violations included not giving a pamphlet to a property owner and failure to keep all necessary records for 3 years. Penalties like this could literally kill a small business. What role do you believe the EPA should have in regulating the landlord/tenant industry?

Bacon: The REINS Act a/k/a "Separation of Powers Act" might be the solution to run away administrative agencies.

3) Recently Julian Castro, Secretary of Housing and Urban Development (HUD) stated his agency would make landlords liable for conducting criminal background checks on tenant applicants. New regulations are based on the "disparate impact" theory of civil rights which requires no evidence of racism. Under the new policy landlords might not be able to effectively screen out violent criminals, drug dealers, thieves, rapists and child predators. Without background checks we risk legal liability should someone become injured by the criminal actions of a tenant. How should landlords balance the desire to provide a safe environment for tenants and neighbors with the duty to comply with the new HUD regulations? What, if anything do you plan to do in Congress about these types of situations?

Bacon: See response to # 2 above.

4) Even in the face of a national debt of \$19 trillion, and growing, Congress, with its constitutional power of the purse has exhibited little or no restraint. Higher taxes and even property confiscation might be on the horizon. Why is this enormous level of debt not a threat to the future of our country?

Bacon: Each taxpayer's share of the national debt is \$130,000.00. To pay off this debt there must be a decrease in domestic spending. If the debt isn't controlled entitlement programs like Social Security will be in big trouble by 2035.

5) Recently a young lady was killed on an Omaha street by an illegal immigrant who was driving drunk at high speeds. The offender then bonded out and fled the system. Incidents like this put all our lives and property in danger. What changes to Federal immigration policy should be made, if any? And what would you do as a member of Congress to see that existing immigration laws are enforced?

Bacon: First we need to control the boarder. Immigration laws need to be enforced, not significantly changed. Massive deportation is probably not realistic.

Thanks to the great work of **Sherri Kunz**, MOPOA is collaborating with **John Benson** of Tenant Data to organize an October 8th workshop on the new HUD criminal background rules. The cost will be \$20.00 per person. What we need to obtain from this event is a clear concise policy for **handling an applicant's criminal history**. Your attendance at this important program is a must. (See page 5 of this newsletter for the registration form.)

Rick McDonald has organized another Lowes event for October 15th. You can watch a live demonstration on installing faucets, while drinking coffee and munching on donuts. Life just **doesn't get any better**. Thanks Rick.

Somehow, despite its challenges, managing real estate remains a good business, but you must work hard, do what needs to be done, when it needs to be done, have patience and never, ever give up. Watching the get-rich-quick schemes on television makes for good entertainment, but **don't forget, they are just entertainment**. In the real world money is generally made slowly, methodically and unglamorously.

Follow the teachings of MOPOA and your ship will come in someday. May God bless you all with the success you desire!

Timely Tips

By Maxine Kading Past MOPOA President and Past Board Member

Please read any invoices you receive. In paying my last quarterly invoice from the Omaha World Herald, I found if I received the Thanksgiving Sale Ad Package they would be charging me for it. Also another charge if I received another mailing of their choice would also be another charge. If I had paid for these items and didn't want them they would charge another \$5 to remit it. Another BIG bonus they had was for 50% discount for an engagement for anniversary. ANNOUNCEMENT. THIS HAD TO BE APPLIED FOR BY July 1st. The invoice came out July 15th. They also warned that the payment had to be paid by the due date, but they forgot to state the due date. They also forgot to state the period of time the subscription was for. Again, I state, read your bills! (I felt sorry for the OWH employee I spoke with. He certainly hadn't been responsible for making up the invoice.)

Today I received a bank statement. In the very fine print it stated they would not longer have electronic deposit/payment accounts. The account I called about is one of that type. What the bank failed to say was that if you already had an account, it could continue as such. They will not longer offer the account to new customers. My account is grandfathered in.

As a footnote, we need to know there is no longer CUSTOMER Service wherever you go. We are in for NO service or higher out-of-pocket expenses. READ YOUR INVOICE AND STATEMENT FOR THOSE EXTRA CHARGES. The few bucks extra charged to you mean so much to the companies, they also should mean something to you and me. BE ALERT!



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A PRESENTATION ON DISPARATE IMPACT AND THE HUD GUIDANCE LETTER

This program is designed to assist property managers and landlords in our community to better understand the new rules that serve and affect the rental housing market.



SATURDAY, OCTOBER 8, 2016

8:30 AM – 12:30 PM

WESTSIDE COMMUNITY CONFERENCE CENTER
3534 S 108TH STREET – OMAHA, NEBRASKA

Refreshments will be served!

**SPACE IS LIMITED!
REGISTER NOW!**

SPEAKERS

- **ROBERT SZYBA**, ATTORNEY WITH SEYFARTH SHAW LLP - SPEAKING ON THE CONCEPT OF DISPARATE IMPACT
- **KEVIN HOPP**, AN OMAHA ATTORNEY - SPEAKING ON TENANT SELECTION PLANS AND RENTAL CRITERIA
- **JOHN BENSON** FROM TENANT DATA - SPEAKING ON LIMITATIONS OF USABLE CRIMINAL RECORDS

FOR MORE DETAILS AND TO REGISTER ONLINE, GO TO:

WWW.TENANTDATA.COM

Questions? Contact
Sherri Kunz at 402-850-3313

OR MAIL WITH A CHECK WITH INFORMATION BELOW TO:
TENANT DATA SERVICES PO BOX 5404, LINCOLN NE 68505

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LIST EACH PERSON ATTENDING: _____

CITY, STATE: _____

EMAIL: _____

\$20 PAYMENT PER PERSON ENCLOSED

MOPOA STRATEGY 2020

By Michael W. George, Board Member



Members, we are happy to announce that after a year of effort, including very valuable input from you, we have completed our Strategy.

Please take a few moments to review MOPOA's roadmap to grow and improve our organization over the next 4 years. Over the next few months, we'll also publish an Implementation Plan with more specific details. At that time, we'll begin to make requests of you, our Membership to help with the Committee work we'll need to achieve our goals. Stay tuned!

See the next page for the Strategic Plan 2020!

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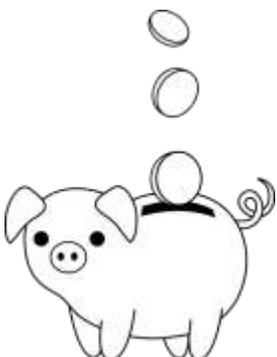
Bits and Pieces

1. Keep bay leaves in your cabinets. A leaf or two scattered on the shelves throughout will keep the bugs that you sometimes get in flour, pasta, etc., away
2. A 50% solution of water and vinegar in a spray bottle comes in handy when you see ants

coming into your house. I also use vinegar on weeds that come up on the sideway or driveway.

3. A recent tip I read was one way to get rich. Don't spend like you are. Remain frugal. Learn from your mistakes. Keep a cash flow. Understand tax implications.

By Maxine Kading, Past MOPOA President and Board Member



MOPOA Strategic Plan 2020

Overall Strategic Objective: Increase/enhance landlord profitability/enjoyment of rental real estate.

1. **Objective I:** Protect/advocate for the property rights of landlords.

Ways:

- A. Develop a proactive, long-term relationship with Metro Omaha City Council/Planning Departments, the Douglas and Sarpy County Boards/Planning Departments, and selected government officials.
- B. Create a dedicated legislative watch program, charged with weekly oversight of city and county governments in Douglas and Sarpy Counties, as well as emerging governmental bodies such as the Land Bank.
- C. Launch a dedicated Campaign to expand Membership.

2. **Objective II:** Increase the professionalism of landlords and the rental real estate business.

Ways:

- A. Teach Landlords to run their real estate operations as profitable businesses.
- B. Serve as the primary source in the Omaha Metropolitan Area for Landlord Continuing Education both by conducting internal training/sponsoring external training.
- C. Create a robust website/blog/technology plan to serve as the hub of a network for the property owner community of interest.
- D. Continue to build a long term relationship with the Community Buying Group (CBG), as well as other cost-savings and discount programs for the Membership, and with Omaha businesses that provide value to MOPOA Members (Lowes, etc.).
- E. Develop long term relationships with sister organizations, as well as the National Association of Rental Property Managers (NARPM), the University of Nebraska at Omaha Real Estate Program, and the Randall School of Real Estate.

3. **Objective III:** Improve the condition of the Greater Metropolitan Omaha community/improve community perception of property owners.

Ways:

- A. Select community organizations to support in a dedicated way over the long term.
- B. Create a Marketing Plan to communicate with the public via newspaper, radio, our website, and scheduled meetings with the local media to improve the image of MOPOA and property owners writ large.
- C. Brand the "MOPOA" name as a symbol of excellence in the Omaha real estate industry.

Events of Interest

Monday Night Meeting: October 10th, 2016

6:45 p.m. Meeting held at Westside Conference Center 3534 S. 108th St.

2nd Monday of Month (Sept-May)

Early Bird Breakfast:

Saturday, October 15th, 2016

7:00 a.m. Farm House, 84th & Grover

(Saturday after the MOPOA Monday Night meeting)

MOPOA Happy Hour:

Thursday, October 13th, 2016

5-7 p.m. Fox and Hound, 120th and Dodge St.

(Thursdays after the Monthly Monday Night meeting)

NE Taxpayers for Freedom:

Wednesday, October 19th, 2016

Millard Library 132nd St. and 1/2 mile So. of West Center Rd.

(3rd Wednesday of the month)

October 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8 Tenant Data Conference
9	10 MOPOA Monday Night Meeting 6:45 p.m.	11	12	13 MOPOA Happy Hour 5-7 p.m.	14	15 Early Bird Breakfast 7 a.m. & Lowe's Faucet Repair Event
16	17	18	19 NE Taxpayers for Freedom 6:30 p.m.	20	21	22
23	24	25	26	27	28	29
30	31					



Welcome New MOPOA Members!

*Jon Schnepel & Andrew Chambers

*Todd Hurley

Saturday, October 15th, 2016 at 9:00 a.m.



**Improving Home Improvement™
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Demo Event:

Plumbing Installation and Repair of Kitchen and Bathroom Faucets

- **Saturday, October 15th, 2016 at 9:00 a.m. sharp at the 74th & Dodge Location**
- **Plumbing Installation and Repair of Kitchen and Bathroom Faucets**
- **Donuts and beverages provided**
- **Contact Rick McDonald for more info 402-651-0586**

Important Note: there is no discount for shopping, but this event is free to attend

RECOVERING UTILITY COSTS: REASONS AND BENEFITS (PART FIVE)

By Kat Brousseau, Invoice America Utility Billing Company
MOPOA Member

HOW DOES THIS BENEFIT ME?

The benefits of conservation alone are enough reason for any owner to consider utility billing, but RUBS can increase profitability and increase property value. Also owners benefit because RUBS doesn't typically require capital outlay.

5 Benefits to RUBS billing

1. Utility Conservation
2. Increased Profitability
3. Increase in Property Value
4. Reduces Fluctuating Utility Expenses
5. Eliminate workload for property managers

INCREASED PROFITABILITY AND INCREASED PROPERTY VALUE

An owner is most likely to include utilities in the rent when the apartment complex is master-metered for water. These types of properties benefit most from utilizing RUBS. Tenants are able to recognize that by conserving, reporting maintenance issues quickly, and minimizing waste, they can decrease their utility expenses. In addition RUBS makes it so owners are not financially responsible for the wasteful behaviors of their tenants. Owners benefit because RUBS doesn't typically require capital outlay.

Separating out the utilities from the rent helps owners by increasing net operating income (NOI) and property values. This helps insulate the owners from paying for excessive resident usage, or losing money when utility prices spike. Additional analysis of the utility bills also

helps detect maintenance issues, leaks, and other problems saving both the owner and the tenants money. Not to mention, lower rent is clearly more attractive to renters. By separating utility charges, the property is able to maintain their margin and still stay competitive in the rent market.

If the benefits of conservation and increased profitability and property value have not given enough reason for any owner to consider utility billing, stay tuned for next month's article where we will discuss the final benefits of utilizing RUBS at your property.

Kat Brousseau, Sales Manager, Invoice America

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RECOMMENDED FREE LISTING SITES

Craigslist.com-(despite how ugly the site might be) dominates as a resource for both landlords and tenants. The vast majority of tenants look for rental property using Craigslist. You must list your property here.

Cozy.com integrates the online rental application, listings, background check, credit check, the lease, rent collection into one simple property management tool. When you share your Cozy URL on social media, it looks professional, and they make it easy to get the word out. Further, Cozy let's you upload your logo, so the listings match your brand. Listings are syndicated with



Realtor.com, Doorsteps.com, and Oodle.com.

Zillow Rental Manager- Formerly Postlets, Zillow

Rental Manager used to be Postlets. By listing here, your listing will be distributed to about 26 partner sites, including Trulia, Zillow, HotPads, and MSN Real Estate.

Realtor.com-The information on this site is good, but the best part is the mobile app, which many tenants and landlords prefer to use.

Zumper.com- With access to millions of renters, Zumper is one of leading listing sites on the planet.

Oodle.com- Many potential tenants use this site. It offers social media integration, but I found that the site wasn't easy to use.

Apartment Finder- List here if you own apartments.

Apartment Guide- If you own apartments, list here. And the site is easy to navigate.

Apartments.com –this is a great site if you own ... you guessed it — an apartment complex. It's great for houses as well, but most of the traffic is potential tenants looking for apartments. What's great about this site is the national search feature.

Rent.com- Although this site focuses on apartments, you can post your single-family houses on it as well.

RentalHouses.com-This site offers a nationwide search.

Rentlinx-When you submit your listing, it syndicates to many listing sites.

Info from: <https://www.landlordology.com/top-listing-sites-for-rentals/>

ADVERTISE IN THE MOPOA NEWSLETTER

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 - ¼ page Ad \$25 Monthly
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 - Full Page Ad \$95 monthly

EXTERIOR UPDATES TO BOOST RESALE VALUE

From Loretta McNally, Sept 2016 Real Estate Advisor

One of the best tools in a seller's arsenal is curb appeal. The outside of a home or property is one of the first things a buyer sees, and while many times it's not on the outside that counts, when it comes to real estate, the outside of a home plays a huge part in whether a buyer is going to want to take a look inside.

If a property can catch a buyer's eye from the get go, the probability that the buyer will want to look inside exponentially grows. If you've put your property on the market and are not attracting the number of potential buyers you'd like, or you're considering putting your property on the market and would like to give it a step above the other options on the market, consider these exterior home updates to help attract more buyers and help the resale value of your home or property.

Landscape—Unless your home or property is in an urban environment, say the middle of the city, it's highly likely you have some kind of yard or landscape. While not all homeowners enjoy working in the yard, a front yard or outdoor area makes a huge first impression on house hunters. Not to mention that 92 percent of home buyers now begin their search online, looking at pictures of homes, so showcasing the front of your home by landscaping or adding natural elements will undoubtedly help attract buyers and overall add to the total value of the home.

Update Paint—Paint colors can make or break a house sale. If your property is on the market, or you're thinking of selling, consider adding a new coat of paint to help add value to your

property. Depending on the size of your home, painting the exterior of a home can go for one thousand dollars and up, but the average return on the investment is about ninety percent. If your budget is tight and can't accommodate new paint, consider renting or buying a pressure washer and washing down the sides of your



home. Pressure washing is not only more affordable, but it can also bring new life to a tired exterior paint job.

Replace Front Door—

The front door of a home says a lot about a property and even about the seller. A high quality front door will not only stand out in pictures but also appeal to any buyers who might drive by the property. If your front door could use a facelift, consider investing in a wood or fiberglass door. Both types have a high-end look and feel and can help to boost the resale value; but if your budget doesn't have the room for a brand new door, replacing the door hardware and adding a new coat of paint can help invigorate a tired door and still catch the attention of potential buyers.

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Install New Windows—Windows can tell a buyer a lot about a property. If your home's windows are older (single-pane), leaking or seals are broken (there is noticeable moisture between the panes), broken or otherwise not in the best condition, and it's in your budget, consider installing new windows before you put your home on the market. Many windows are now created to be energy efficient, saving homeowners money every year through energy savings, and the average return on investment is ninety percent. Not only do buyers like the idea of having new windows in a home, but replacing any windows will no doubt boost the resale value of a property.

Update Siding—Not every home or property suffers from old or bad siding, but siding is another item that immediately pops out to buyers. Many older homes have vertical siding, and while there is nothing wrong with vertical siding, some buyers will be turned off by it. A great way of increasing a home's resale value is to consider replacing siding - the national average for return on investment for updating to fiber-cement siding is almost eighty-five percent. If your budget can't take new siding for the entire home, but you want to change your vertical siding, consider adding new siding to the front of the home. While it's not a total redo, the majority of buyers will be attracted to the new siding, and it will add to the overall resale value of the home.

Loretta McNally

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WELCOME TO THE EARLY BIRD BREAKFAST

By Ryan Basye, MOPOA Board

MOPOA Early Bird Breakfast
Saturday, October 15, 2016 Farmhouse Café, 84th & Grover. 7:00 a.m. Order off the menu. 7:30 a.m. meeting

Attend the Breakfast Meeting! It's a casual open forum to get solutions and meet other members!

Real estate update: Values of existing homes sales is UP year over year (Sept 2015 to Sept 2016) 10% in Omaha metro! We are really starting to see that appreciation that helps bring wealth to our portfolio. RENTS are UP, too. Average rent is up 7.5% year over year in Omaha.

We are keeping an eye on the Omaha Land Bank. You can go to their website and check out them as well. They will have a website at www.omlb.org

As art of the new MOPOA strategic planning, we will be looking for volunteers! We need your help for marketing, social media, membership and several other areas. Contact a Board member for more details or to volunteer.



We did discuss applications, vetting, leases and damage deposits. As one of our more seasoned landlords puts it, "Good tenants shouldn't worry, bad tenants should sign." A good tenant is never going to worry about spending \$15 on an application. A good tenant is not going to worry about responsibilities on a lease. A good tenant is not going to worry about the damage deposit regulations. It's another way to vet the "good tenants."

For those looking to purchase properties ALWAYS use a title company. This way you are insured to get clean and clear title to a property. There are scams out there right now where a scammer will get a quick deed on a distressed/abandoned house and try to sell it on their own. Once you give them the money, you may find out they didn't own the place and now neither do you! Our local title companies are all licensed by the State and operate with a title attorney. It is worth the extra money to protect your money and investment.

Be careful if you need to go to court and are representing your LLC or S-Corp. If it is any more than Small Claims court you could be "practicing law without a license" and subject to big fines. Even in small claims you may have to prove you are able to represent your LLC or S-Corp. **** I'm NOT an attorney -- Consult an attorney any time you need to protect yourself in court.**

Have a question for the Group? Our breakfast meeting is the best way to get answers from the landlords of Omaha who have been through similar situations. If you are unable to attend, you can send me the question and I will print the answer in the next newsletter. We want you to succeed!

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WHAT IS YOUR OTHER BUSINESS? By Molly Zavitz MOPOA Operations and Finance Committee

Many of us have other businesses or professional vocations in addition to our rental real estate business.

I recently had my insurance agent, Kevin McTaggart of Farm Bureau, who is a MOPOA member and awesome, refer me to get some work done on my car by another MOPOA member, Jeff Tillisch of Scratch Away and who did an amazing job. I was talking with John Chatelain about this and we realized that many of us might like to support each other when we need services or professionals that are outside of the realm of our rental business dealings.

Doctors, mechanics, restaurant owners, and all the other businesses in between:

1. We are opening advertising to non-rental related businesses, professions and services. \$125 per year for a business card size ad.*
2. I want to have a newsletter article highlight this

topic and list all the MOPOA members and your other services/professions/businesses, but it will only work if you get me your other business info—it's like free advertising! (Current advertisers, don't worry I'll highlight you too!)

Beside being landlords of 6 rental properties, my husband and I also own and operate two video companies, thinkMOTION and The Silver Screen, and Aaron Zavitz Photography and, as you know, I'm am also a free lance writer. John Chatelain is also an attorney, aren't we all fortunate for that as he leads the charge for MOPOA!

What is your other business? It may be a service/business we all need. The newsletter goes out to around 450 addresses, representing close to 1,000 members. Send me your other business info, business name, address, email, phone, what you do, etc. for my article info@mopoa.com or 402-598-5790.

(*We reserve the right to refuse a business for any reason.)

5 TIPS FOR ATTRACTING GREAT (BETTER) RESIDENTS

from Mr. Landlord.com



Good residents come to you not by accident, but by design. There are good residents in every price range and in every neighborhood. A professional landlord will attract quality residents. An unprofessional landlord will attract troublesome residents. Your rental property is only as secure as the residents who live in it.

Tip #1: Appearance Matters. Do you use checklists and professional forms for the leasing process? The resident assumes that if the landlord is a professional who takes care of every detail, then every detail in the apartment will be covered as well. Good residents feel comfortable around a landlord who is organized.

Tip #2: Don't Show An Unfinished Property. Most people cannot envision what an apartment will look like once you're done with the painting, cleaning, and fixing.

Tip #3: Check Out The Competition. Most landlords do not check out what other area landlords are offering. You do not want to grossly underestimate or overestimate the amount of rent you could charge for your rental. The best property managers con-

stantly monitor the trends in the local rental market.

Tip #4: Return All Phone Calls Within Three Hours.

Tip #5: Offer Other Payment Options, such as credit cards and direct deposit. Good residents often like to use their debit or credit cards to pay rent, or they may want to use an automated clearinghouse (ACH) transaction via their bank. They may receive frequent flyer miles or cash back from their credit card issuer. -- *By Melanie Van De Grift, Ritan Property Group.*

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The tips are shared by regular contributors to the popular MrLandlord.com Q&A forum, by real estate authors and by Jeffrey Taylor, Founder@Mrlandlord.com. To receive a free sample of Mr. Landlord newsletter, call 1-800-950-2250 or visit their informative Q&A Forum at LandlordingAdvice.com, where you can ask landlording questions and seek the advice of other rental owners 24 hours a day.

From National Tenant Network:

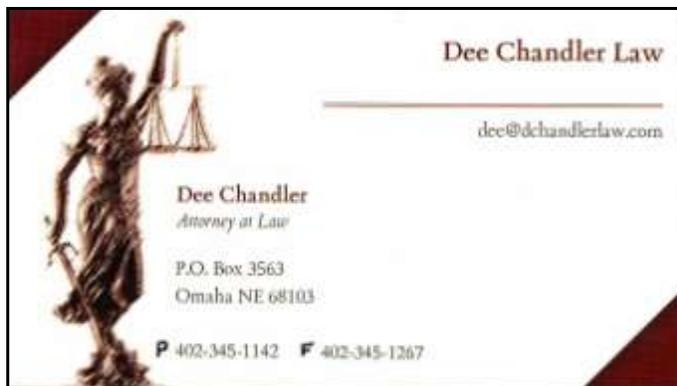
“Landlord Mistake 2: Signing a Generic Rental Agreement The cheap and easy thing to do is to scrounge up a free generic rental agreement online, or buy a boilerplate lease for a few bucks at the office supply store. But guess what? The second your tenant decides they don't feel like paying you anymore — and starts looking for ways around it — they can simply sue you for failing to include necessary addendums or disclosures (such as national, and state, mandated lead paint disclosures).

They could also target your failure to use a state-specific rental agreement with state-required clauses, or maybe for writing in unlawful fees, security deposits, and so on for your state. There are two ways to get a lawful rental agreement for your state. Your should either hire a local real estate attorney who is well versed in landlord-tenant law, or use a quality online service that helps you through the process of creating a rental agreement for your specific state.”

(need a lease? We have one for our MOPOA members, contact me at info@mopoa.com for one.)



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info@mopoa.com
- **MOPOA Helpline** 402-932-1022 Maxine Kading



PROPERTIES FOR SALE and Stuff for Sale? A free listing in the Newsletter for a property you have for sale, one you want to find to buy or your willingness to participate in tax free exchanges. **One listing per membership, including MOPOA members who are real estate agents and want to list 1 property as space allows. Due by 20th of the month.** Email to: info@mopoa.com Stuff for sale that might of use for rental property owners? Free listing, 1 per member per month.



Real estate agents may list one property for sale a month as space permits.

- Excellent cash flow in a great neighborhood by Field Club (36th & Center). Single family home converted to four units. 2 car detached garage with plenty of off-street parking. Studio w/ 1 bath; 2 bedroom w/ 1 bath; 2 bedroom w/ 1 bath; 1 bedroom w/ 1 bath. \$1,820 per month rent with tenants paying OPPD and owner paying MUD. Fully rented with potential for higher rents at renewal next summer. New water heater Jan 2016, New furnace Dec 2015, stucco siding 2012, 2 bedroom units received new paint, carpets, drywall, and bathroom work in 2012. New appliances in upper studio 2015. \$160,000. Contact Chris at (303) 880-1906.
- Run the numbers. Outstanding cashflow! All units are leased--and rents can be increased. Affordable price ranges. Purchase one, more or all. Call JNJ Property Management, LLC, Broker/Owner at 402.573.7994. **For sale less than \$90K:** 5113 N. 53rd Street; **For sale less than \$80K:** 3347, 3347 1/2 and 3343 Ames (package)**Rent \$1,300;** 1628 Wirt St. **Rent \$1,000;** **For sale less than \$70K:** 6202 N. 39th St **Rent \$875;** 5518 N. 33rd Ave **Rent \$1,000;** **For sale less than \$60K:** 3702 N. 44th Ave **Rent \$795;** 6224 Fontenelle Blvd **Rent \$670;** 3055 Read St. **Rent \$670.** **For sale less than \$50K:** 5904 N. 39th St. **Rent \$650;** 3949 Kansas Ave **Rent \$600.**
- **MOTIVATED SELLER:** 4105 N 17 St, sq ft 1780, bath 1, bd 3. 2862 Mary St, sq ft 1216, bath 1, bd 3. 2928 N 24 St, sq ft 1665, bath 1, bd 4. 5640 Ruggles St, sq ft 1673, bath 1.5, bd 3. Please contact Pearline Mosley directly 402.517.0406.

For Sale

- 2 and 4 drawer black file cabinets for sale letter and legal also black hon desk and chair, water skis to, Don Wilkie 402-491-3138
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Phone 932-1022 / Fax 502-1022 info@mopoa.com

Name _____ Company Name _____

Phone # _____ Cell# _____ Fax # _____ Email _____

Address _____ City _____ State _____ ZIP _____

Please Check one:

1. () I am a New Member How did you hear about us?
 _____ () I am a Renewal Member

New member pack of forms included with membership: Check one only

_____ Electronic version (Microsoft Word and PDF) email address: _____

_____ printed out paper version of forms

Business Card Advertising is \$125 annually. This space is limited and is only available to members of MOPOA—we retain the right to refuse to advertise for any reason) Attach business card to be used or email it to info@mopoa.com)

Business Card Ad: Type of Business _____ \$ _____

Membership Fee* \$120

Total Enclosed \$ _____

***Note: Membership Dues \$120. Membership is from May 1st to April 30th Annually.** (*New members who join after May 1st, will pay \$120 for initial annual membership and pro-rated first renewal dues on May 1st of the following year.)

BENEFITS OF A PAID MEMBERSHIP OF METROPOLITAN OMAHA PROPERTY OWNERS ASSOCIATION:

- Discounted Services: To Tenant Data—discounted cost to MOPOA members is only \$49 payable to Tenant Data at P.O. Box 5404 Lincoln, NE 68505. www.tenantdata.com 402-934-0088.
- Free membership to Community Buying Group for discounts and services. www.communitybuyinggroup.com
- Our educational organization has 450 plus memberships, representing around 1,000 persons and businesses active in the rental real estate field. We are dedicated to increasing the professionalism of the rental business through education.
- New Member Forms Packet, which includes a Lease Agreement and a Three Day Notice. The Tenant Data tenant application and EPA Lead Disclosure and pamphlet and the 3rd party notices from OPPD and MUD, Fair Housing Rules, and NE Landlord/Tenant Act Brochure and more, so you have all the important forms in one packet.
- A Monthly Meeting (Sept-May) is held which is both informative and educational. We will strive to keep our members up to date on matters that affect us in the rental property business. Second Monday of the month Sept-May. Westside Community Center at 3534 S. 108th St. at 6:45 p.m.
- A Monthly Early Bird Breakfast Meeting is held year round on the Saturday following the Monday night meeting. 7:00 a.m. Monthly Happy Hour on the Thursday after the Monday Night Meeting. These are great times to learn from and network with other landlords.
- Monthly Newsletter, which is chock full of valuable information.
- Advertising opportunities for your rental related business in our Monthly Newsletter and Website. As well as discounts from some of our advertisers, ask them directly if they have any offers.
- Access to the Member's Only section of our Website at www.MOPOA.com

