

MOPOA NEWSLETTER

Make Your Rental Real Estate Business a Success

October 2018

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DEBATE BATTIATO VS. PEFFER

Come listen to Diane Battiato and Walt Peffer debate why each of them deserves your vote for Douglas County Assessor/Register of Deeds.

Monday, October 8th, 2018

6:45 p.m.

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

MOPOA Happy Hour Thursday, October 11th, 2018
Report In Pub 12100 West Center Road, Bel Air Plaza, North Side, #204 5 p.m. to 7 p.m.

MOPOA Early Bird Breakfast Saturday, October 13th, 2018
Farmhouse Café, 84th & Grover. 7:00 a.m.





LETTER FROM THE PRESIDENT

By John C. Chatelain, President MOPOA

"MOPOA has never attempted to defend the notion of tenants living in squalid conditions and will not start now. But the line between the landlord's duties and the tenant's house cleaning responsibilities is often unclear."

The struggling Omaha World Herald has pulled out all the stops in an effort to get people to read its articles and pitting groups against one another is good for readership. Its attack on landlords certainly intensified in the paper's Sunday (September 23) edition.

The article quoted Councilman **Ben Gray** stating, "I'm through being nice". Supposedly he remarked he didn't care about the concerns of MOPOA. And to get on the bandwagon, Mayor **Jean Stothert** signaled her approval of a law requiring landlord registration and inspections, provided it's done in a way that is right for Omaha, whatever that means.

Apparently a man named **Kay Anderson** has operated the Yale Park Apartments for a number of years as a sort of half-way house for the Karen people. These people come from the Southeast Asian country of Myanmar, formerly known as Burma. Reportedly Mr. Anderson believes it to be his ministry. The people have resided there because it's inexpensive. As they have become financially able, many of them have purchased homes of their own.

The crackdown on the Yale Park occurred last Thursday. Apparently while around 500 people were residing peacefully at the complex at least 100 government agents descended on them in what has been called, "a humanitarian effort". About 120 people were placed in

temporary housing at Adams Park and Columbus Park Community Centers. Others moved in with friends and relatives. "We don't want them to think that this is what living in America is like and they're just going to have to put up with rats and the roaches and the bed-bugs, because it's not", stated Stothert.

According to **Joanie Poore**, vice president of Heartland Family Service, the residents can sleep, shower and eat at city community centers and will get help finding long-term housing. She anticipated they will stay in the centers for a week or less, then move to other rental housing with help from the philanthropic community. Stothert estimated 175 kids enrolled in Omaha Public Schools lived at the complex. The plan is to bus them back to the apartment complex so they can take their normal OPS bus route to school.

Saw "Rocky" Khu, a community leader and pastor of Karen Christian Revival Church, stated the conditions at the complex have been bad for a long time.

MOPOA has never attempted to defend the notion of tenants living in squalid conditions and will not start now. But the line between the landlord's duties and the tenant's house cleaning responsibilities is often unclear. Determining fault when the tenant is living in a mess would best be done on a case by case basis, not rushing to judgment in the middle of a media circus.

It appears the decision to move the people out may have been made

before the inspections had even occurred. It is therefore unknown whether code violations could have been remedied without causing the Karen people to suffer such trauma and upheaval. Our association has fought hard to secure the right of adequate notice and a meaningful appeal in Omaha's code enforcement process. In their haste to shut down the Yale Park it appears our city officials ignored some pretty important due process protections.

We have known for some time about folks in our community lobbying for a landlord registration and inspection program. Was the Yale Park situation simply too good a crises to waste? Or even a more sinister thought, was the timing of the assault on the people living at Yale Park orchestrated to push the new program?

MOPOA will oppose the proposed rental registration and inspection program. It could lead to landlord licensing. The inspections would not be fair to our members. And who could blame the tenants for resisting the thought of government agents intruding into their homes? Frankly, the hatred and hostility being fomented toward the landlord community for some political advantage is disgraceful.

Now for the sake of my sanity, I simply must change the subject. Don't forget our October 8th meeting. Come listen to **Diane Battiato** and **Walt Peffer** debate why each of them deserves your vote for Douglas County Assessor/Register of Deeds.

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Events of Interest

Monday Night Meeting:
October 8h, 2018

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 13th, 2018

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

(Saturday after the MOPOA Monday Night meeting)

MOPOA Happy Hour:
Thursday, October 11h, 2018

5-7 p.m.

(Thursdays after the Monthly Monday Night meeting)

NE Taxpayers for Freedom:

October 17th, 2018

6:30 p.m.

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

(3rd Wednesday of the month)

October 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
	1	2	3	4	5	6
7	8 <i>Monday Night Meeting 6:45 p.m.</i>	9	10	11 <i>Happy Hour 5-7 p.m.</i>	12	13 <i>Early Bird Breakfast 7 a.m.</i>
14	15	16	17 <i>NE Taxpayers for Freedom 6:30 p.m.</i>	18	19	20
21/28	22/29	23/30	24/31	25	26	27

Welcome New MOPOA Member!

*Jim Welsh

*Bruce Wilkie

*John & Gretta Hubert

*Lance & Jennifer Dixon

*Randall & Ruth Riley-Lutes

*Donna & Gary Curtis

*Kumar Gurung

*Trevor Storm



SEPTEMBER MEETING A SUCCESS

We had a good turn out for the September monthly meeting were members were encouraged to bring a friend that might be interested in joining our group. I'd say about half of the group in attendance were friends/family brought by members. That is how we grow. Tell your landlord friends about MOPOA.

Sandwiches and cookies started off the night, and then we heard Rick McDonald share his enthusiasm about how great and profitable the rental business is. Michael George went over member benefits, and John Chatelain talked about common forms and passed packets of them out.

If you aren't in the habit of coming to any of the meetings, you might consider starting. We have the Monday night monthly meeting which is on the second Monday of the month, Sept-May with an informative speaker.

There is the Saturday morning breakfast meeting once a month year around for the early birds to network and get and give advice, and the Happy Hour monthly meeting year around if you want a more laid back event to meet others in the business.

We share our knowledge with each other and promote professional property management and ownership through education. If you'd like to consider writing an article for the newsletter, we welcome that too! Contact Molly Zavitz at 402-598-5790 info@mopoa.com if you might have something to share for the good of the group.

Thank you to Jean Chatelain for taking photos!

WELCOME TO THE EARLY BIRD BREAKFAST

By Rick, McDonald, MOPOA Board Vice-President

MOPOA Early Bird Breakfast

Saturday,
October 13th
2018

Farmhouse
Café, 84th &
Grover.

7:00 a.m.
Order off the
menu.

7:30 a.m.
meeting
starts

At last months Early Bird Breakfast we had a slightly small crowd due to the fact the Huskers had an early home game.

We did however discuss a number of issues.

John Chatalain explained some of the details on a new marketing campaign the Board is starting to grow our membership.

Some of the marketing plans entail getting some promotional items with the MOPOA logo on them, Sending out mailers to property investors who may not be current members, inviting some potential members to a special meeting to inform them on what MOPOA can do for them.

One of our members had an issue with a tenant that was sent to prison and left a fairly nice car sitting on blocks in the driveway, what is the landlord to do? Push it into the street and leave it, have it towed away, sell it at auction. Lots of options none of them being very good.

Another landlord asked when is it time to hire outside help to get a property ready to rent and when do you do the work your self? Seems he has several empty units and doesn't want them to sit to long vacant. Just remember if the city sees the vacant and abandon they may try to fine you \$500.00 every three months. OUCH

We did discuss if it is a good idea to give your contact info

to the neighbors of you properties. They can call you if they see something that is out of order and think you need to know about and on the other side they may be calling you constantly about every little thing. Who knows what to do?

Question, With the cost of everything going up should we increase our rents more often? I have noticed rents in general are still going up. That's a good thing since the rents were flat for several years.

Mold came up again, is mold a serious problem or a minor problem. I think it goes both ways depending on how big a deal the tenant makes of it. There is mold in some form or another in every house. I had a mold inspection done on a property once and after the mold remediation was done it still tested high for mold. I was told by the remediation company in Nebraska you will never get it down to the limit some want. It's a losing battle.

See you all next month.

Rick McDonald



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LANDLORD STATISTICS: 2018

By Ryan Basye, Nebraska Realty and MOPOA Member

Average price of an existing home in Metro Omaha (per Omaha Area Board of Realtors);

\$ 207,750 * 80% (to calculate Tax Value and/or condition value)

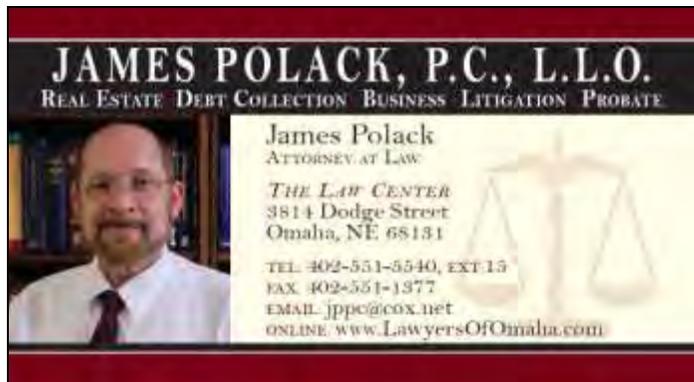
\$166,200

Property Tax Rate (average): 2.44 %	\$ 4,055
Maintenance (bank calculation) 7%	\$ 11,634
Lawn, snow, carpets, cleaning, updates, appliances etc.	
Utilities (average) \$266/m	\$ 3,195
Includes: electric, water, sewer, cable & internet	
Insurance (average Landlord & Renter)	\$ 2,231
Mortgage Interest (6%/year)	\$ 9,972
Management Fee (6.0%/ year)/2	\$ 4,986
Estimate of half rental use management	
Nebraska State Tax on Income (6.84%)	\$ 738

Average \$ per rental back into community \$ 36,811 PER YEAR

Estimated 23,400 rental homes in metro Omaha = \$861,377,400

*** YES! \$861 MILLION back into community because of landlords!



"The best way to appreciate your job is to imagine yourself without one."
—Oscar Wilde

RE: PROPOSED CITY OF OMAHA INSPECTION

The MOPOA Board had a special meeting regarding what action to take regarding the City's proposal to require the registration/licensing and inspection of all rental properties.

We know that we all are very concerned and announcements will be coming soon about what action we will be taking. We will need everyone's help when the time comes to attend the city council public hearing.

We will send notice out via email blast. If you don't currently get email blasts regarding meeting notices and calls to action, then we don't have your email. Send it to us today. info@mopoa.com

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Chris Young
Property Manager

Notice to Spray Form

In many multi-unit buildings it can become necessary to spray to keep bugs out of the units and common areas. As a landlord you need to balance the duties you have with the duties the tenant has.

If you spray monthly or periodically as part of your maintenance then you need to make that clear from day one in the lease. Many might welcome the landlord paying to keep the building bug free, others with pets, small children and being more naturally minded about pesticides might not welcome this. You both need to know this at the get go of the lease signing. If you spray monthly, state that in the lease. If you don't spray and it's the tenant's responsibility to pay for pest control, then you need to state that in the lease as well. In many leases, it's the tenant's responsibility, and for most single family homes this works well. Shared spaces really are harder to manage pests at times.

Use the bedbug addendum (find it on the website at www.mopoa.com) and inform residents of how not to bring bedbugs in and their responsibilities.

If you know that pests tend to be a problem at your property then you need to take care of that by exterior and interior spraying, working a professional pest control company.

Many times one unit's problem with cleanliness can cause the spread of bugs to surrounding units. Do you inspect? Is garbage laying around? Old food, dirty dishes, pizza and food containers left around? Give residents that aren't keeping their own units sanitary a 14/30 Notice to clean up. Residents are required to maintain a clean unit as part of the lease requirements.

If you do spray periodically, you can use a form like the one on the opposite page. Or you can have a standing date, like the third Thursday of the month, so residents know when and what to expect.

Hoarding situations can also cause room for bug infestations. Consider once a year, hiring a dump truck at your expense. Tell the tenant's to leave their unwanted stuff out on a certain day and have it hauled away. Many tenants appreciate being able to get rid of unwanted larger items, and it can help with pest control as well, not to mention keeping the back yard free of tossed out mattresses.

Depending on your units, sometimes it can be necessary to provide exterior trashcans with attached lids, to help control pest problems. Or enforce proper trash can use with lease provisions and 14/30 day notices. Both the landlord and tenant have responsibilities in terms of pest control. Clearly define what the responsibilities are and stay on top of it.

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_____. If you are not home, we will knock and go in.

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Very truly yours,

Owner/Manager

Phone: _____

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READY TO GO?

By Molly Zavitz, MOPOA Operations and Finance Committee

When you are getting a unit ready to re-rent, it's always a good time to stand back and evaluate the unit. From maintenance and repair aspect: does it look maintained, functional and not an eyesore in the neighborhood? Is the lawn cut? Peeling paint? Doors or windows that need some TLC? Cracked sidewalks or trip hazards?

Inside, is the carpet or flooring professionally clean? Not damaged? Needing replaced? Are the appliances clean, in working order? Does it need fresh paint? Does it smell clean? Are there working fire alarms and carbon monoxide detectors? Do faucets work, and are they sanitary and not leaking? Do cupboard and closets need a coat of paint or cleaning inside? Carpet and floor strips in tact and not full of debris? Are mini-blinds clean and in place? Storm windows missing or in good repair? Shower curtains and doors clean and in good repair? Bathtub surrounds or tile needing repairs or replacement? Need a new toilet seat? Ceiling fans dusty? Any leaks or cracks that need to be addressed? Gut-

ters cleaned and in good repair? Electrical outlets in good repair? Plumbing, any issues, low water pressure, clogs, anything needing repaired? Furnace filter changed, a/c and furnace regularity serviced? Unfinished basements or garages swept clean and not leaking?

Professionally cleaning units or having a handyman do a few repairs can go a long way. Keep an eye on upcoming big repairs like roofs and furnaces and budget for them.

You might use a repair checklist much like tenant move in and out lists to double check everything is in working order and clean.

Remind your tenants in the signed lease language and at the lease signing it is their responsibility to report any needed repairs or problems so you can fix and address them. Remind them of their responsibility to keep the unit clean. Follow up with inspections and enforce the resident in keeping the unit clean—daily grime and not being cleaned wears down a unit fast.

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DON'T STOP ADVERTISING UNTIL YOU HAVE A DEPOSIT

By Lucas Hall, www.landlordology.com used with permission

Once a potential tenant says "I'll take it", politely tell them that you need a Good-Faith Deposit (usually equal to one month's rent) in order to hold the property for them, and to take it off the market.

Simply explain that the deposit that is their way of showing their commitment. Once you have received their deposit, then you can stop advertising and showing the property. Then, over the next couple days, start the application review process, and get together to sign a lease.

If YOU reject them during the screening process, you will have to give their deposit money back.

However, if THEY back-out of the deal (for any other reason other than military orders), you can usually keep their deposit (check your state rules), and that cushion will give you an extra month to find a serious tenant. You can claim this as "damages" because you took the property off the market because they were financially committed to the property.

Once the lease is signed, the good-faith deposit will be rolled-over as the Security Deposit, and will be held for the duration of the lease.

If I have multiple people interested in a property, I try to do the application review and lease signing as quickly as possible. That way, if one potential tenant backs out, it's only been a few days, and there is a greater chance I can still contact the other interested parties.

Over all, the Good-Faith/Security Deposit is a great way to separate the men from the boys (aka, serious tenants and flaky tenants). If they give you a hard time about it, simply say, "sorry, this property is not for you".

(See form on the opposite page you can use for this purpose from MOPOA forms not from landlordolgy.com)

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DEPOSIT AGREEMENT to Hold the Rental Unit

Dated: _____

I, _____, agree to rent the house at _____

The total deposit is \$ _____.

The landlord agrees to hold the unit until _____ for deposit of \$ _____. By signing this I agree to sign the lease on or before _____ and get utilities in my name and pay the first month's rent of \$ _____ on this date. I will then pay the pro-rated rent for _____ on _____.

In the event I decide not to move into the house for any reason, I will allow the landlord to apply the deposit paid by me as liquidated damages for taking the rental unit off of the market, foregoing an opportunity to rent it to others, loss of rent during the re-renting period, extra cost of advertising and showing the unit and any other damages to the landlord not herein enumerated. If the landlord decides not to rent to me for any reason other than not being able to get utilities in my name, the deposit paid to date will be refunded by landlord. I represent to landlord that I can get utilities in my name and my failure to be able to do so will entitle the landlord to apply the deposit paid herein as liquidated damages as set forth herein.

Tenant

Landlord

Tenant

Call for listings! It's free!

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Commercial Opportunity - 6002 Center Street

Prime Investment/Development Location on .46 Acres in the Heart of AKSARBEN Located on busy Center Street (traffic count 47,000+ daily). Perfect for Retail, Small Business, Multi-Family Development. Advertised on Loopnet and MRCIE
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88 Acres of Industrial Development Land on I-80 & Cornhusker Hwy in Lincoln, NE

<http://www.loopnet.com/Listing/I-80-Cornhusker-Hwy-Lincoln-NE/9139930/>

♦ Other utilities are abutting ♦ Excellent visibility from I-80 ♦ Access point is off the I-80 ramp at 12th & Cornhusker Highway ♦ Potential for TIF ♦ Very close to Lincoln Airport ♦ Just minutes to University of Nebraska and Downtown Lincoln. Contact Kim Matney at 402-651-7497 for more information.



Metropolitan (Metro) Omaha Property Owners Association MOPOA

MOPOA 620 N. Highway 6, P.O Box 500, Gretna, NE 68028
Phone 402-210-0273 or 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?

2. () 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 . www.tenantdata.com 402-934-0088.
- 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. Printed and electronic versions.
- 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



October 2018

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