

MOPOA NEWSLETTER

Make Your Rental Real Estate Business a Success

October 2019

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MOPOA BANQUET:

Our fall banquet will be this month at Anthony's Steakhouse. It's a great time to come out and hear an inspiration real estate investment speaker MOPOA's own Kenny Onatolu, eat a good meal, and network with other landlords.

Monday, October 14th, 2019

6:00 p.m.

Anthony's Steakhouse 7220 'F' St.

\$35 per person, see page 3 for registration form or pay online www.mopoa.com and click 'pay dues' and 'pay for other' and then total amount paying for and attendees names, RSVP by October 9th



Events of Interest

Monday Night Meeting:
October 14th, 2019

Banquet Anthony's
Steakhouse RSVP and pay
www.mopoa.com

6:00 p.m.

2nd Monday of Month (Sept-May)

Early Bird Breakfast:
Saturday, October 19th, 2019

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

(Saturday after the MOPOA Monday Night meeting)

MOPOA Happy Hour:

Thursday, October 17th, 2019

5-7 p.m. Report In Pub 12100 West Center Road

(Thursdays after the Monthly Monday Night meeting)

NE Taxpayers for Freedom:

Wednesday, October 16th, 2019

6:30 p.m.

11830 Nicholas Street, the OABR Bldg

(3rd Wednesday of the month)

October 2019

Sun	Mon	Tue	Wed	Thu	Fri	Sat
		1	2	3	4	5
6	7	8	9	10	11	12
13	14 <i>Monday Night Meeting 6:00 p.m.</i>	15	16 <i>NE Taxpayers for Freedom 6:30 p.m.</i>	17 <i>Happy Hour 5-7 p.m.</i>	18	19 <i>Early Bird Breakfast 7 a.m. & Lowe's Event 9 a.m.</i>
20	21	22	23	24	25	26
27	28	29	30	31		

Welcome New MOPOA Members!

*Ron Trout

*Matt Dethlefs

*Caro Gillum

*Dale and Tonya Eurek

*Brian Nelson

*Colton Luchsinger

MOPOA Banquet

"Achieving Success in Football and Real Estate"

October 14th, 2019

Anthony's Steakhouse
7220 'F' St.

*6:00 p.m. Cocktail hour/cash
bar 6:30 Dinner and Speaker

*Price \$35 per person for Buffet
Dinner (includes tax/tip)

*RSVP: by October 9th to
Sherri Kunz, PO Box 691,
Boystown, NE 68010

Keynote Speaker: MOPOA member, Kenny Onatolu, a graduate of Papillion-La Vista High school and UNO, where he earned a bachelor's degree in communications. Mr. Onatolu played linebacker for the Edmonton Eskimos, Minnesota Vikings and Carolina Panthers, before retiring.

He is a children's book author and is currently working for Fellowship of Christian Athletes as the Omaha Public Schools Representative. Mr. Onatolu is now a successful Omaha landlord and real estate investor.

Name: _____ Number attending: _____

Address: _____

Phone: _____ Email: _____

Total Enclosed \$35 per person checks payable to MOPOA : \$ _____



"MOPOA is dedicated to helping people gain financial independence through real estate."

LETTER FROM THE PRESIDENT

By John C. Chatelain, President MOPOA

According to the October edition of the *Bottom Line* home ownership has reached a four-year high. The article cites statistics from the United States Department of Commerce. In the fourth quarter of 2018 (most recent data), the ownership rate was 64.6%, thanks to more millennials buying homes. And the rental-vacancy rate was the lowest in 33 years—a sign of tight supply for rental properties, which can drive rents even higher. This is great news for all our flippers and long term investors.

Narrowing our focus to the Omaha metropolitan area there are significant reasons to be bullish. In his June 25, 2019 analysis entitled *Omaha Real Estate Market Trends and Forecasts*, **Marco Santarelli** discusses the following reasons for optimism in our local real estate market:

1) Omaha is the largest city in Nebraska with a combined metropolitan area population of roughly a million;

2) Due to its diversity, **Omaha's economy is robust;**

3) The State of Nebraska is financially healthy;

4) **Omaha's sizable military presence** creates a large population of renters;

5) With Creighton University, UNO, UNMC, Bellevue University, College of Saint Mary, Nebraska Methodist College, Nebraska Chris-

tian College, and others, Omaha's student market is sizable;

6) **Omaha's housing market is affordable;**

7) Landlords can expect a good ROI in Omaha's real estate market;

8) **Omaha's average population** is younger than the state average so demographics are its side;

9) **Omaha's infrastructure** is in better shape than other major housing markets; and

10) With increasing valuations and quick sales, **Omaha's real estate market** is extremely healthy.

Based on appreciation rates Mr. **Santarelli's** recommendations of good neighborhoods for investment may surprise you: A) Creighton University – North 24th Street; B) City Center; C) 24th and Lake Streets; D) 30th and Hamilton Streets; E) 33rd and California Streets; F) South 10th Street; G) 30th and Lake Streets; H) Redick Avenue and 24th Street; I) Vinton and South 20th Streets; and J) 24th Street and Woolworth Avenue.

While folks are hungry for real estate many simply do not know how to get started. One does not learn these things from books and mistakes can bring serious financial consequences. MOPOA is dedicated to helping people gain financial independence through real estate. Thanks to the initiative and hard work of **Rick McDonald**, our association recently collaborated with Metropolitan Community College in a three

LETTER FROM THE PRESIDENT CONTINUED. . .

-hour course entitled "Real Estate-Maximize Your Profits". Rick is an extremely knowledgeable and entertaining speaker.

Mr. McDonald has also been the man behind the fabulous Lowe's events. On September 14th we learned about installation and repair of faucets and drains.

The Fall Banquet is October 14th at Anthony's Steakhouse, with social hour at 6:00 p.m. and dinner at 6:30 p.m. **Kenny Onatolu** is an example of the outstanding talent MOPOA has in its midst. His topic is "Achieving Success in Football and Real Estate". Kenny graduated from Papillion-La Vista High School and UNO, where he majored in communications, before playing linebacker for the Edmonton Eskimos, Minnesota Vikings and Carolina Panthers. He is a children's book author and is associated with Fellowship of Christian Athletes through the Omaha Public Schools. Mr. Onatolu is now a successful Omaha landlord and real estate investor. I have known Kenny to be a man of ability and humility. Don't miss this great opportunity.

Hopefully no one is still using the three-day nonpayment of rent form. The seven-day notice is now in effect. A sample form was recently printed in the newsletter and is available on the website.

Until next time, Happy Landlording!

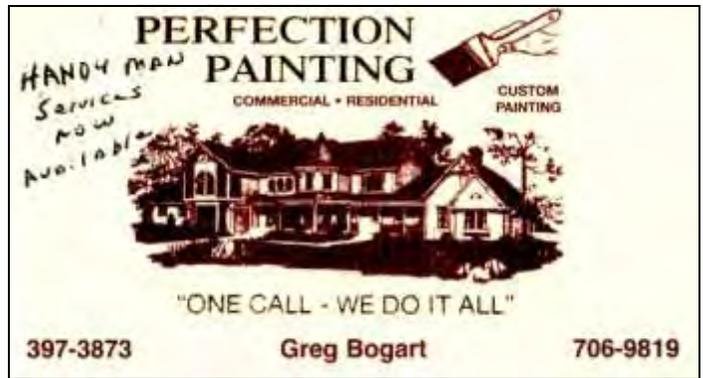


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A great turn out at the September meeting as John Chatelain caught us up with the happenings in the rental field in Omaha and MOPOA's response.



BACK TO THE BASICS: FALL MAINTENANCE

By Molly Zavitz MOPOA Operations and Finance Committee

As fall is now upon us, it's a great time to do some preventive maintenance at your units.

Before the furnace is turned on for the year, it's a good idea to have them checked over for any problems by your HVAC person. It's relatively inexpensive to see if there are potential problems, I recently got a quote of \$79 per furnace.

Clean gutters, seal any outside holes, drain outside faucets, trim overlying branches, make sure the lawn is mowed one last time before winter hits. Larger projects might be tending to sidewalks, exterior paint and windows and planting spring bulbs. Inside maintenance might be checking for leaks under sinks, in basements and checking for any running toilets.

Checking chimney's and the roof might be advantageous, especially if you know they are getting older.

Getting bags of ice melt as soon as you see them in the stores, instead of waiting for the morning of the first snow fall like it seems I always wait for and then have trouble finding it because everyone is getting them then. Set up your snow removal person.

Check in with your tenants and how things are going to alert yourself if you might have a winter vacancy coming up.

All these maintenance repairs are also a great end of the year tax deduction as well, if you find yourself needing some more.

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"In ordinary life, we hardly realize that we receive a great deal more than we give, and that it is only with gratitude that life becomes rich."

—Dietrich Bonhoeffer



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Address: _____

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I support MOPOA'S efforts to reverse the Omaha Rental Registration and Inspection Ordinance, which was adopted by the Omaha City Council and Mayor Stothert earlier this year.

My support extends to our association filing suit in Court if necessary. Court cases are time consuming and expensive. I agree to donate to the MOPOA litigation fund in the following amount (select one):

_____ \$10.00 _____ \$50.00 _____ \$100.00 _____ \$500.00 _____ other

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WHY LANDLORDS ARE GOING DIGITAL

By Danielle Mason from Landlordboss.com Used with permission

In this technological day and age, if you are yet to go digital, you are behind the game. Pen and paper are largely a thing of the past, at least when it comes to running a business.

Technology is revolutionizing how we buy, sell, rent and advertise. Managing your rental property is no exception.

If you have never used technology to help manage your rental property before, take it from us - property management tools and apps will become your new best friend. The best ones are easy to use and super affordable. You will wonder how you ever managed your rental without them!

There are so many reasons why you should go digital - here are our top five:

Ease of Communication

A good landlord should be accessible and responsive to the needs of their tenants. If your tenant has a question or something that needs to be fixed, they should be able to contact you with ease.

Technology is revolutionizing the way landlords and tenants interact: whether it be through Facebook Messenger, Whatsapp, Gmail or Skype, landlords can have near-instant communication with their renters.

This is great news for landlords who do not live in close proximity to their rental properties and have previously had to rely on local property managers to assist. The next time your tenant needs you to take a look at something at the

property, instead of jumping in the car, jump on Facetime.

This is also great news for tenants. A digital landlord means far less admin for renters. Writing a short email is far efficient than sending a letter in the post. Your tenants will appreciate a landlord who is up to date with technology and knows their stuff.

Access to information

As landlords, we have obligations and responsibilities that we need to uphold. These differ from state to state and can change over time. Staying up to date with the latest information can seem daunting, but now thanks to the wonderful world of the internet, we don't have to stress quite as much.

The worldwide web is full of resources you can use to stay abreast of your responsibilities as a landlord. LandlordBoss - the Independent Landlord's Encyclopedia - has everything you need to know about being a landlord.

Access to this information means you don't have to be an experienced landlord to successfully manage a property. You can use the tools and resources for real estate entrepreneurs, independent landlords and property investors readily available online to jump ahead of the pack.

We recommend subscribing to your favorite blogs and their Facebook pages so that you can keep up to date with the latest news.

Online Marketing

While some landlords still prefer to use old school "For Rent" signs or adverts in the local newspaper, one of the more effective ways to secure reliable, respectful tenants is to use online marketing.

LANDLORDBOSS.COM

WHY LANDLORDS ARE GOING DIGITAL CONTINUED. . .

This can include posting properties on listing sites such as Zillow. By creating the perfect rental listing, you can make sure your rental advert receives a lot of traffic from high-quality tenants.

We also recommend investing in a website you can use to market your rental listings. This is especially important if you have more than one property and want to grow your business. There are plenty of content management systems out there, such as WordPress, that you can use to create your own website from scratch, without needing to hire a developer.

On your website, make sure you include your contact details (email, phone number, social media handles) so that prospective tenants can get in touch with you easily.

Technology for your properties

There are so many ways that technology can improve your property and attract higher quality tenants.

By installing remote security cameras, smart smoke detectors, smart burglar alarms, or electronic locks, you can make your home safer and more appealing to tenants.

Although investing in technology for your properties may require some initial investment up front, if done wisely, you may be able to charge more in rent.

Easier Property Management

We have saved the best for last! This is by far, the most persuasive reason why every landlord should go digital.

Property management software is revolutionizing the way landlords operate. The best ones offer cloud storage, generate accountant approved professional reports, help you manage rent payments and assist with tenant screening.



We recommend Landlord Studio as your one-stop app. Landlord Studio gives you the modern rental tools needed to manage your rental properties with ease and have more time for the things you love. It has been tested by thousands of users and offers trusted customer support.

With Landlord Studio, you can keep track of your payments, email tenants, schedule reminders and store your data on the Cloud, all on one app. It is simple, powerful and intelligently designed. Better yet, the innovative team at Landlord Studio is constantly adding new features and functionality. For more information, check out their FAQs.

www.landlordstudio.com

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FROM MRLANDLORD.COM

LET SOMEONE ELSE REWRITE YOUR RENTAL AD!

After going two months with the same two vacancies, one rental owner took the advice of getting someone else to write his rental ad. Here's what he did in his own words:

"I deleted the ads, and had my wife take brand new photos and rewrite the description in her words for both places. I kid you not, from ZERO calls, to the phone ringing off the hook. How strange?

I didn't change the price or anything, but I got one rented. Of course, on the other hand, I just had another one come vacant and I am still at 2 empty, but oh well."

MAIL MONTHLY STATEMENTS

One landlord has had a lot of success getting residents to pay their rents on time by sending them monthly statements and he encourages other landlords to consider sending them to their residents. The following is the tip he suggested:

Do you mail monthly rental statements/bills to your residents? I do. I have 11 rentals.

I think that "every battle is won before it's fought"

My rental market is mid to low blue collar, a suburb of the major city. Each month I send a detailed rental statement, along with a return address envelope for residents to mail rent. This is no different than any of their other bills, like their cell phone, cable TV or electric bill. So why not a rental bill? I show charges like repairs, a cat or dog fee, alarm fee, water bill, etc.

This eliminates any discrepancies when it comes to how much is due and why. In the past 4 years I've never gotten into a "he said, she said" over rental charges with my residents.

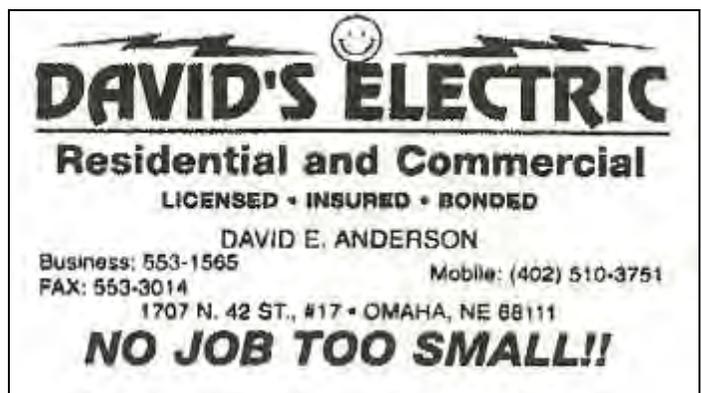
This eliminates any discrepancies when it comes to how much is due and why. In the past 4 years I've never gotten into a "he said, she said" over rental charges with my residents.

Management tips provided by landlords on MrLandlord.com. To receive a free Rental Owner newsletter, call 1-800-950-2250 or visit our nationwide Q&A Forum, LandlordingAdvice.com, where you can ask landlording questions and seek the advice of other rental owners 24 hours a day.



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Saturday, October 19th 9 a.m.

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FOOD FOR THOUGHT

By an Omaha Landlord

You may think the amount of time and energy and sometimes hassle from tenants and the City is overwhelming at times. When such negativity about landlording is thrown around at me sometimes I have asked myself: Are we one of the most hated professions out there?

So, with that question, as I do with most questions, I Goggled it: Top Most Hated Professions. **And surprise. WE WEREN'T EVEN ON THE LISTS!!!!** According to some of the top lists, from MSN.com, thebalancecareers.com, top-tens.com, to RT Business News...landlording doesn't even appear! From the lists these are the average of the top most hated professions:

Dentists (Which surprises me, I'm rather fond of that sucky tube where I see all the blood going.)

Stock Traders (Another surprise. My stock guy sends me birthday cards at the wrong times of the year but I'm always grateful them. He also applauds that we picked Starbucks.)

School Principals (Yes! I remember having to sit in my principal's office a couple of times. He just sat menacingly quiet for a while and did work before he even spoke to me. I was sure that he was signing the papers for my execution.)

Used Car Salesmen (Most definitely. I would say new car salesmen too. If I have another one asks me to arbitrarily write my initial next to some bogus handwritten promise, I'm going to blow a gasket!)

Lawyers (I always feel sorry for those that are lawyers AND landlords thinking that it's a double whammy. But no fear for those do-

ing both professions because, apparently, only ONE of your jobs is the most hated!)

Politicians (No comment.)

Nurses (I think the days of Nurse Ratchet should be done but, geez, maybe not. In my experience, nurses tend to be caring and warm and bring popsicles. How can that be bad?)

So life as a landlord is put into perspective. Maybe it's all in my head. Keep on keeping on!



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WELCOME TO THE EARLY BIRD BREAKFAST

By Gerald Dobesh, MOPOA Member

MOPOA Early Bird Breakfast

Saturday,
October 19th,
2019

Farmhouse
Café, 84th &
Grover.

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

7:30 a.m.
meeting
starts

John Chatelain updated us on the VAPO and Rental Registration/Inspection lawsuits against the City of Omaha. The 3 day notice is not a 7 day notice. And rules for the return of the security deposit have changed. The fall banquet will be October 14th at Anthony's Steakhouse. RSVP to Sherri Kunz.



Gerald Dobesh likes to rent to tenants who have high credit scores and are married. Many times I have rented to a boyfriend/girlfriend/fiancé, etc. and someone flies the coup leaving a vacant house. But caution not to violate Fair Housing!

Gus Dworak wants to know why we have a company from Spain doing Omaha's trash contract. He has been active in our fight against the city and knows our property rights need to be protected.

Judy Erdei says her tenant is leaving because of the neighbor's dogs. She let the tenant know that the security deposit may not be used as the last month's rent. Sherry Kunz urged Judy to remain firm on that point.

Nathan Haugen has one vacancy. His neighbor has a 5 plex for sale - \$250,000.00. Dennis Tierney just closed on a 12 plex yesterday. He uses cost segregation to free up cash for his appliances.

Frank Longo has one vacancy and uses Zillow and Craigslist. Zillow has a complete tenant application available. The tenant pays the \$29 fee to Zillow. The application can be used by the tenant for one month on Zillow.

Luke Taylor explained that he likes Zillow. He is involved with the Omaha apartment association. He has started a handyman business. He explained about a "Ghetto Bomb" type tree that he knows how to control. Congratulations Luke on your marriage and new business.

Andy Kozicz has devoted one of his houses to Air B&B and it is working for him. It seems he is doing it the right way. Air B&B is a hospitality business, quite different from the landlord business.

Young Wang has a tenant with mental health problems, who is constantly complaining to Young, which eats up his time. This tenant is paying rent and taking care of the property.



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Call for listings! It's free!

Members email or call with your FOR SALE listings! Real estate agents may list one property for sale a month as space permits, real estate agents must include their full name and real estate company in the ad. Free ads are also so you can list any stuff to sell here. info@mopoa.com or 402-598-5790

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***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



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