

# MOPOA NEWSLETTER

MAKE YOUR RENTAL REAL ESTATE BUSINESS A SUCCESS

July 2020

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## BACK TO THE BASICS

### Monday, July 13th, 2020



The July 13th, 2020 meeting is planned to go on as scheduled. We will have a comprehensive back to the basics of landloring. A great refresher for experienced landlords and great start for those getting into the business.  
**BOARD ELECTIONS WILL ALSO BE HELD.**

**Location: Westside Conference Center**  
(Swanson School) 3534 S. 108th St. Omaha, NE

**Start Time: 6:45 p.m.**





# LETTER FROM THE PRESIDENT

By John C. Chatelain, President MOPOA

*"Since June 1st, most eviction proceedings have been operating on schedule, 10-14 days following filing of the complaint per statute."*

In last month's article, I discussed the expiration of the governor's moratorium on eviction hearings. Since June 1st, most eviction proceedings have been operating on schedule, 10-14 days following filing of the complaint per statute. It is important that Landlords be on hand for their hearings if they want them to go smoothly. CDC guidelines are being practiced with social distancing and masks worn by every person in the courtroom.

Can we finally assume eviction cases are more or less back to normal? Not so fast! The Federal Coronavirus Aid, Relief and Economic Security Act (CARES) imposes a moratorium on evictions, separate and distinct from Governor Ricketts' decree. Section 4024 of the CARES Act prohibits evictions for residential tenants occupying a "covered property" for 120 days commencing March 27, 2020.

A Covered Property is defined as any property that (1) participates in federal assistance programs or (2) is subject to a "federally backed mortgage loan". Federal assistance programs include most rental assistance and housing grant programs, such as public housing, housing choice vouchers, Section 8 Project-Based Rental Assistance, rural housing programs, and the Low Income Housing Tax Credit program.

Section 4024(b) of CARES prohibits landlords with "covered properties" from initiating eviction proceedings for the nonpayment of rent

during the moratorium. Section 4024(c) requires landlords to provide tenants at least 30 days-notice before they must vacate the property and bars landlords from issuing a notice to vacate during the 120 day period.

Section 4024(b) is expressly limited to cases involving non-payment of rent. Section 4024(c), on the other hand, does not tie the vacate notice requirement to any particular cause. Thus, arguably it prohibits landlords from forcing a tenant to vacate for any reason, such as violations of the lease not involving rent payments and cases where leases have simply expired, until after August 24, 2020.

In a recent case, the Douglas County Court ruled the term "covered property" includes a property owned by one who accepts Section 8 housing vouchers. Even though the evidence showed the tenant was not actually receiving Section 8 benefits, the landlord had advertised the unit using the following words: "Section 8 & GA accepted".

The Court reasoned that the statute does not require the tenant to be a recipient of government benefits such as Section 8 vouchers. All that is required is that the rental property be a "covered property". The Court found, as a matter of law, that the property was a "covered property" and ruled in favor of the tenant dismissing the landlord's case for restitution based on non-payment of rent.

MOPOA ended a three-month COVID-19 hiatus and resumed the Early Bird Breakfast at Schlotzsky's (129th and

# LETTER FROM THE PRESIDENT CONTINUED. . .

West Center) on June 13. As usual the breakfast was very informative and entertaining. How sweet it was to be together again! Thanks to Rick McDonald and his daughters the venue worked out quite well.

A Monday Night meeting is scheduled for July 13th at Westside Community Center. The program will be another "Back to the Basics" with coverage of the lease, and commonly used addendums, notices and forms. Election of new board members will occur as well. Bios of the candidates can be found in the newsletter. Kudos to our nominating committee: Frank Longo, Arlen Mieras and Gerald Dobesh.

See you July 13th.



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## MEET THE CANDIDATES, MOPOA BOARD ELECTIONS AT THE JULY MEETING

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### Kenny Onatolu

I'm a husband to Jessie Onatolu and father to Knox, Kai and Amera. I reside in Elkhorn NE.

I'm a former professional football player who is now a real estate investor in the Greater Omaha area.

I began my career flipping properties in 2016 then switched to the buy and hold method shortly thereafter. I'm currently the owner of 27 single family and 3 multi family units. Totaling 45 doors to date.

I enjoy being a landlord and have a true passion for finding a property, renovating it, putting a resident in it and turning a profit.

I'd like your consideration into putting my name in for MOPOA board member.

---

### Michael Anthony Powers

I consider myself an expert at historic renovation. I have won historical preservation awards on Cape Cod and am working on an extensive historical property in a prime area of Dundee.

Additionally, I am a Farmers Insurance Agency owner of the Michael Powers Agency LLC in Elkhorn, NE. It is all about caring about people and following religious principles. I am a devout Born Again Christian, as well as my wife Susan Powers

at Powerhouse Wealth Management  
[www.powerhousewealthmgt.com](http://www.powerhousewealthmgt.com).

I am a licensed active Real Estate Broker in the states of South Carolina, New York, and Massachusetts.

I own a 23 unit apartment building in midtown Omaha and have an extensive portfolio of rentals in Cape Cod, Massachusetts, and Hilton Head, South Carolina, which I self-manage except for the Hilton Head holdings. My staff speaks English, German, and Vietnamese.

I hold a Bachelor of Science, Master of Science and the Degree of Engineer of Science in Nuclear Engineering from prestigious NYU. I am a retired Nuclear Engineer/Project Manager with 3 pensions after a total of 35 years in the industry.

I consider the MOPOA Board a tremendous group of talented individuals. I am strongly against the Omaha Registration Act. Additionally, I have had lobbying experience with Fathers Rights of New York State.

I hold a series 6, 7, 63 and 65 in Financial Services and am certified and licensed to sell property and casualty, and life and health insurance, with my specialty being the insuring of apartment buildings and rental properties as well as insuring small businesses in Nebraska and Iowa.



# MEET THE CANDIDATES, MOPOA BOARD ELECTIONS AT THE JULY MEETING



## Kim Matney

Kim Matney is a current MOPOA Board Member, running for re-election after successfully completing her first term. She was first elected and began serving with the MOPOA Board in May 2017.

Kim proudly advocates to protect the rights of all property owners through her Board positions at MOPOA and also with TRUENebras-kans, LLC where she served as their Fundraising Director and gathered signatures for the Statewide 35% Property Tax Rebate Initiative (that was shut down due to Covid-19) and also with **The Sheltering Tree's Bellevue 811 Project** that builds affordable housing communities for persons with developmental disabilities to empower them to live self determined lives and be engaged in their community.

Kim owns and manages a duplex in Millard that she rented for over a decade as a young single mom while attending evening classes at UNO and working full time days at a staffing firm.

Kim joined MOPOA as a member in 2007 when she purchased the Millard duplex. She continues to be thankful for the amazing support that MOPOA membership provided to her at that time. Support that included the leases and all necessary documents within the New Member Welcome Package along with the valuable networking with experienced landlords at MOPOA meetings. **Kim's daughter attended UNO after graduating from Millard West.**

In 2010, Kim joined Berkshire Hathaway HS Commercial Division of Ambassador Real Estate. As a Commercial Salesperson she

specializes in Off Market Investment Property Sales and Silent Listings.

In 2002, Kim started Matney & Associates, LLC, a Talent Acquisition Consulting firm, and has served: Cisco Systems, Bristol Meyers-Squibb, McKesson, Creighton, McGrath North and many more. Kim is also a Board Member of the Omaha Pedalers Bicycle Club and the Secretary of a local Art Guild Chapter.

## Dennis McFarland

I am interested in serving on the MOPOA Board of Directors as I feel I would be a positive contributor to this great organization.

I have been a property owner/manager in the Omaha area for several years, after retiring from 17 years of employment at 3M.

I have also invested in several properties in the Des Moines area with my son. My involvement with applicant screening, dealing with tenant concerns, complaints and issues would be a great asset. Dealing with maintenance, repairs, and remodeling is also in my background.

I have gained valuable knowledge since joining MOPOA in regards to landlord management; I appreciate the opportunity to network with other landlords not only to resolve my own issues but to provide input for other members.

I believe that as a team, we can grow within the community to advocate for property owners at the state and local levels. It would be my honor to serve on this board.



# MEET THE CANDIDATES, MOPOA BOARD ELECTIONS AT THE JULY MEETING

## Pierce Carpenter

Pierce Carpenter was born September 2nd, 1957 and is married with one son.

In 1980 he earned his BS in Electrical Engineering at the University of Nebraska at Lincoln. For 32 years he has been employed at OPPD.

He's been renting out and working on rental property for 34 years. He has experience doing 5 complete renovations and countless other projects, mostly multifamily.

He was a church officer at 1st Unitarian Church from 1994-2003. Other endeavors of his include: Institute of Electrical and Electronic Engineers (IEEE) officer, 1995-2014, board member, Secretary, Vice chair, Chair, Communication Subsection Chair, Email database curator, email Newsletter guy. Time Magazine Person of the Year 2006.

Currently he is MOPOA Facebook support person.

## Kevin Schaben

I am a highly motivated Broker, Investor, Networker, and Property Manager with extensive customer service and sales experience.

I have an extensive track record solving problems, implementing creative solutions that assist in collecting rents, providing Tenant resources, property marketing, asset management, and mitigating Owner losses.

I love strategically solving problems by thinking outside of the box.

I think as a board member I could add an interesting perspective to discussions.

**Larry Sudman**  
Broker/Owner

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**Lafi Jafari**

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 this heartfelt message of sympathy bring you  
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# Events of Interest



# July 2020

**Monday Night Meeting:**  
July 13th, 2020

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

*2nd Monday of Month Sept-May*

**Early Bird Breakfast:**  
Saturday, July 18th, 2020

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

*(Saturday after the MOPOA Monday Night meeting)*

**MOPOA Happy Hour:**

Thursday, July 16th, 2020

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

*(Thursdays after the Monthly Monday Night meeting)*

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

Monday Night, Early Bird Breakfast, and Happy Hour Meetings are back on in July.







# **WWW.MOPOA.COM PASSWORD HAS CHANGED**

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**IF YOU ARE ON OUR PAID UP MEMBER  
EMAIL BLAST LIST YOU WILL HAVE  
RECEIVED THE NEW PASSWORD.**

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## FROM MRLANDLORD.COM

### VALUE ADDS" AMENITIES

One landlord thinks it's helpful to add things to our rental homes which will add value to our properties and will add to our cash flow and/or retention of good residents. She's talking beyond the big stuff like new flooring or new kitchens, some of the minor things we can do. This landlord (WMH, NC) shares how she now makes it a point of adding the following "value-adds" amenities as standard operating procedures when she is turning all her properties.

"Value Adds:

- \* LED light bulbs in all new light fixtures.
- \* New medicine chest
- \* New Vanity
- \* New Toilet Seats

- \* Curved Shower Curtain Rods
- \* High-power hand-held shower heads
- \* All-new light switches, plugs, and covers throughout
- \* Shelving or cabinets above washer and dryer, in fact shelving wherever it makes sense.
- \* Built-in dressers in odd alcoves
- \* Pull-out kitchen faucets (we get a LOT of feedback on those. Tenants LOVE them and no, we have not had issues with them.)
- \* Flip-down plastic liners in wasted space in front of kitchen sinks for sponges

Of course we also include washer & dryers, dishwashers, flat top stoves, and over-stove microwaves."

*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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# WELCOME TO THE EARLY BIRD BREAKFAST

By Rick McDonald, MOPOA Board



## MOPOA Early Bird Breakfast

Saturday,  
July 18th,  
2020

Location:  
Farm House  
Café 84th and  
Grover

7:00 a.m.

Finally we were able to have our first early bird breakfast in months. We did have to change location for this breakfast as our regular place was not yet ready to accommodate us.

July's Early Bird Breakfast will be back at the Farm House Café.

We did have a good crowd at this breakfast even with the covid-19 restrictions.

We discussed a number of issues such as the moratorium on evictions has been lifted. The exception is if your tenant is getting any government funds ( Sec 8 ) you still are not allowed to evict the for what looks like a few more weeks.

Home values and rents seem to continue to rise month after month.

We had one of our members mention that he has discovered that when you purchase a property you can get a po-

lice report on the property to see if there has been any criminal activity in the property in the past.

You all may have notice that there seems to be a shortage of appliances at your local box stores. The most popular frig. for rental properties is the 18 cubic ft. I went to five different stores the other day and could not find one. Several of the stores couldn't even tell me when they would be able to get them in. I buy my appliances at Lowes and they stated that if I special order an appliance it will be a good four weeks before I can get it. That's not good for your tenants, if the frig goes out try and tell then they will be without a frig for a month (they will not be happy). I ordered several extra appliances just to be safe.

We had one of our members state that he is getting out of the rental business, and another landlord state that she is turning over her properties to a property management co. Those of our members that own a property management co. you should have been at the breakfast you might have been able to land a contract. Same for any and all of our vendor members never know when someone will be looking for your business Hint, Hint.

Hope to see all of you at the next Early Bird Breakfast!

-Rick McDonald

## Welcome New MOPOA Members!

\*Dan VonDollen

\*Jim Hickam

\*Rita Urban

\*Michael Freed

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## MY EXPERIENCE AS A VIRTUAL LANDLORD. . .SO FAR

By Molly Zavitz MOPOA Operations and Finance Committee

All you really need to be a virtual landlord is a working computer, internet access and a smart phone. (They are all tax deductions, so it's a win-win.)

I've been dragging my feet on using online resources at times because I never took the time to look into it or set it up, but the coronavirus forced me to get up to speed and I'm glad it did. (I was a kid when the personal computer came out and I learned how to use email/internet in college, so I wasn't born into a technologically connected world, but we all can learn new things!)

I've been using an online platform for advertising my rentals and running the prospective applications. There are many such platforms out there, most free to the landlord, such as Cozy and Turbotenant, and they make their money by running the application and charging the prospective tenant an application fee.

The property listing of my unit on Turbotenant has a place for photos, video (which I shot on my iPhone) and details. It also has a link you can easily copy to send to prospective via text, with a button that says 'Apply now' which takes them to the application.

One feature that is truly time saving and lead generating about using an online platform is that they post the property listing on multiple online sites automatically. Turbotenant posts the vacancy on Facebook Marketplace, Apartments.com, Apartment List, Show Me the Rent, Realtor.com, Rent.com, Rent Path, LiveLovely.com, Pad Mapper, CampusCribz.com, Rent Jungle and dozens more.

I would not be able to spend the time creating listings on all of these, (nor have I heard of some of them), so this saves time from the get-go.

I've also decided to stop listing on Craigslist, since it's auto-posting on so many other sites. It takes a few minutes to set up a property listing and then that's all.

The leads keep rolling in for my one unit at about 5-10 a day and if I don't keep up daily, they can become overwhelming.



So I stream-lined the process of replying to leads. I started copying

and pasting my pre-screening statement into each message (also answering any questions specifically the prospective may have asked about).

I'm making almost no phone calls and only answer my phone a few times a day. I do most everything from my computer via Turbotenant and Google Voice. (I had also set up a Yahoo email for my rentals, but have found that by not advertising on Craigslist, I haven't had a need for it as far as replying to leads goes.)

By the way, you don't have to set up a Google Voice to use Turbotenant, you can use your own phone number.

When a new lead comes into Turbotenant I message the prospective tenant within the platform interface at Turbotenant, or text them from my Google Voice number via my computer.

Google Voice also has an app that you can text them from your phone. (A great thing about Google Voice is that it rings with my Google Voice number appearing on my iPhone, so I know it's a prospective calling and not an unknown caller that could be a prospective or could be a junk call –takes the guessing out of should I answer it or not.)

## MY EXPERIENCE AS A VIRTUAL LANDLORD. . . SO FAR

Google Voice transcribes voice mails into text so I don't even have to listen to voicemails but can quickly read my voicemails and text the lead back.)

That is not to say that all the leads will qualify, but it's easier to get through them, now that I've got it down to a system, which takes seconds to respond to each inquiry.

Turbotenant also has a pre-screener they automatically send a new lead asking about income, pets, smoking, and occupancy. I've been using this as my first screening step.

If they don't fill out the auto pre-screening from Turbotenant, I re-send it and message them my own pre-screening statement that I copy from a saved Word Doc and paste into the message area of Turbotenant. Doing that I can get back to a lot of new leads with minimal typing and time.

I also put my Google Voice number into my own pre-screening statement, so some leads contact me directly via text (through my Google Voice number) instead of messaging me through Turbotenant.

If they qualify with the pre-screener, both mine and Turbotenants, then I'll set up a time and unlock the unit ahead of time for them to walk through on their own.

I ask them to lock the door after they see it and call or text with any questions. I'll go back later and make sure the door is locked. If it's not locked, then they probably never showed up. I check the back door too, because I've realized many open it and then leave it unlocked.

If you are showing properties virtually, and have a lock box with a code, beware that other places in the US these have been targeted for scams (Google that so you know how to protect yourself and property with a coded system.)

I like the added security of not having to be there for a showing. For me, the risk to leaving my unit locked for an hour to save me time and for safety to me, is worth it.

By running the applications online I noticed a few pluses and minuses. I like the multi-state criminal and eviction reports. I like that it's up to the tenant to verify and upload their information, like i.d., and income verification. The report I run costs the applicant \$45. (If a prospective doesn't have a debit card, they can get a pre-paid Visa gift card and use that to run the application.)

I don't like that it only requires 2 years of rental history on Turbotenant and I am thinking about supplementing this with a requirement for them to supply the previous landlord reference as well. I've always required current and previous landlord reference.

One thing I've noticed is that I will have a prospective that has never seen the property apply for the unit, not sure what that's about. So I will have multiple applications for the same unit. I also have the option of shutting off accepting applications.

All of this new process has made me take a look at and update my rental screening procedure to make it more detailed. (It's important to make sure your procedure is up-to-date and meets all Fair Housing standards.)

I added an income requirement of at least double the rent as the first requirement. The industry standard is 30% of rent-to-gross income ratio, and Turbotenant has a handy calculator at <https://www.turbotenant.com/rent-to-income-ratio-calculator/>. I noticed that I was getting a lot of applicants that would not even be able to pay the rent and utilities, let alone have money to live on after paying rent. *Article continued on the next page. . .*

## MY EXPERIENCE AS A VIRTUAL LANDLORD. . . SO FAR

I'm wondering how much the coronavirus may play into that one with loss of jobs, or if it's the price point of my studio unit. Turbotenant does have an optional rental estimate reports to see if your unit is priced correctly for the area and market for \$15. I decided not to do this, but it's a nice service.

In conclusion, I going to continue using an online platform. (I might mix it up and next vacancy use a different one like Cozy.com to see how it compares.) I'm seriously considering never showing another unit in person again, for safety and time considerations. I like leads not having my personal phone number so I will continue using Google Voice. I've found a lot of things that annoyed me, like half-filled out paper applications, or checks for application fees (when I already told them I don't take checks), and wasting time with no shows or running over multiple times for showings, has all been eliminated. The massive lead generation, though not all will even pre-qualify, is a major plus too. I feel I've gotten way more inquires than I ever had because they automatically post it to so many sites to advertise it.

So these are my experiences, but I'd like to hear your experiences. What other platforms, programs, etc do you use and why do you like them? Please email me so that we all can learn from each other! info@mopoa.com



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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.)

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- 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 3<sup>rd</sup> 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.
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