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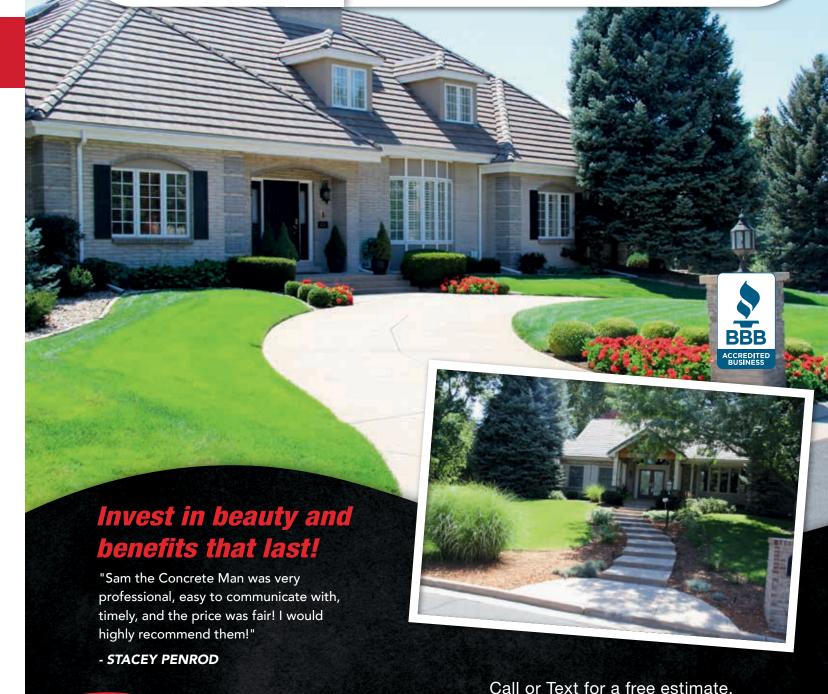
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TABLE OF

CONTENTS





Diane



Sladek Insurance



34 Agent:





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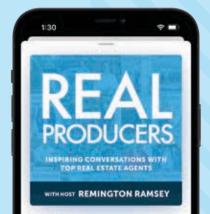


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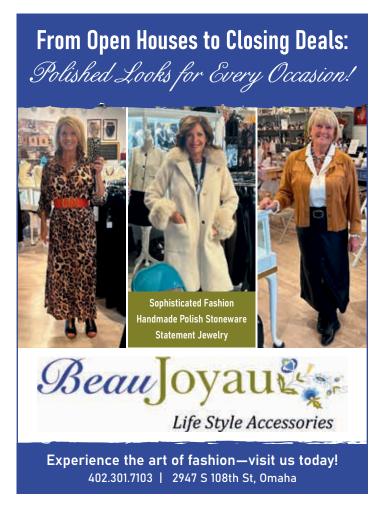
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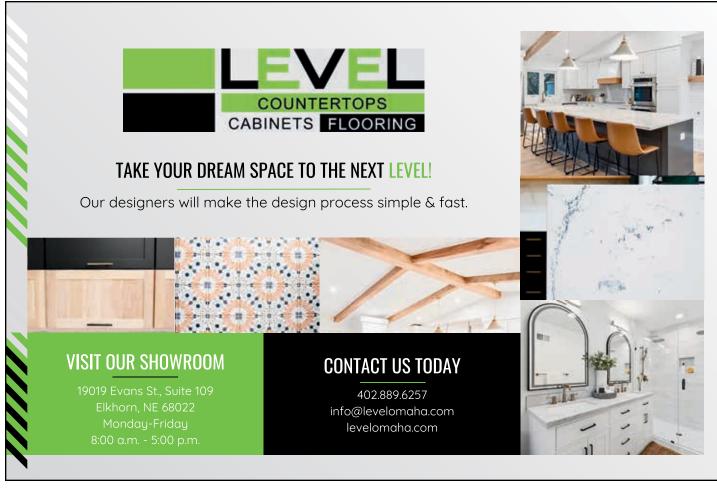
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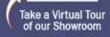
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Dear Realtors and Trusted Partners.

As we enter the month of November, we at *Omaha Real Producers* take this opportunity to reflect on our journey together. We are deeply grateful for the incredible real estate professionals who inspire us with their stories and experiences, as well as for our dedicated partners whose support makes our publication and events possible. Your contributions have been invaluable to our growth and success over the years.

Embracing a mindset of gratitude has profoundly impacted my life, and I want to share the importance of this perspective. Research shows that individuals who regularly practice gratitude tend to experience greater happiness and improved health. According to a study published in the Journal of Happiness Studies, grateful individuals report fewer health complaints and enjoy better emotional well-being. This attitude of abundance is essential to cultivating joy in both personal and professional realms.

The challenges of 2024 have reminded us of life's unpredictability — from natural disasters to personal hardships. These events have a way of putting our struggles into perspective. When we focus on our blessings, it becomes clear that what may seem like insurmountable issues often pale in comparison to the greater picture.

Each day, I strive to remind myself of the good in my life, which consistently brings a smile to my face.

A grateful heart fosters an abundance mindset, creating a positive feedback loop. The more we appreciate what we have, the more we open ourselves to new opportunities and successes. This principle applies not only in our personal lives but also in our businesses. Every small win, when celebrated, paves the way for greater achievements.

As we enter this season of thanks, I encourage you to reflect on your own journey. Acknowledge your accomplishments and the incredible people around you. With a heart full of gratitude, you will attract even more positivity and success into your life.

Join us soon for our end-of-year holiday party — we'll be sharing details shortly.

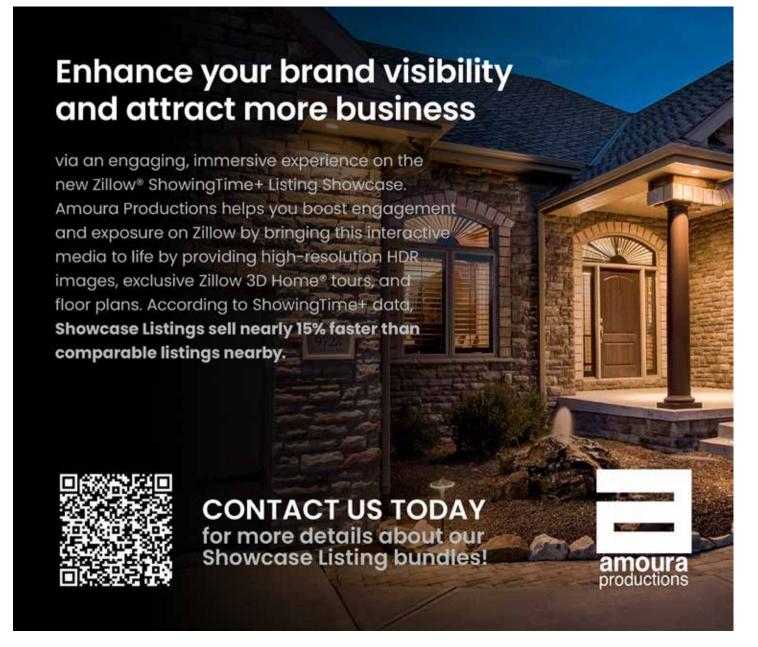
Wishing you all a joyful Thanksgiving filled with blessings and abundance!

Warm regards,

Stacey Penrod

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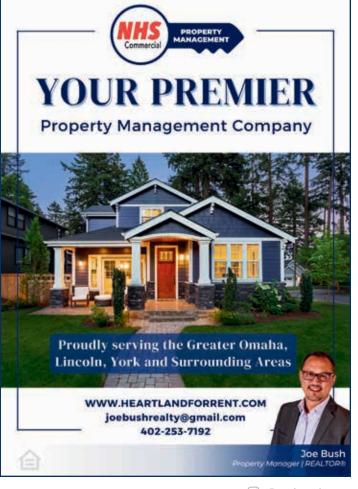
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A Successful Village

"I had the coolest job ever. I traveled to Mexico many times a year, spoke fluent Spanish, and hosted fashion shows for the First Lady of Mexico when Vincente Fox was president. But I had no idea what was in store for me when I thought the best part of my life was over," recalls Diane Hughes, the powerhouse REALTOR® behind The Agency Group at BHHS Ambassador Real Estate in Omaha, Nebraska. "But where there's a will, there's a way."

From a high-profile career in commercial real estate to overcoming life-changing health challenges, Diane has come out on top with grit, a work ethic second to none, and plenty of support from those around her.

Overcoming the Odds

Before venturing into residential real estate in 2012, Diane spent nearly two decades in commercial real estate, first as director of marketing and development at Westroads Mall

in Omaha before managing luxury properties in South Texas. But a spinal condition drastically altered her life after the birth of her first child.

"I had total spinal reconstructive surgery, followed by a pulmonary embolism," Diane shares. "I became legally disabled, and it was the most humbling thing to experience while I had my spine rebuilt out of metal." But Diane didn't let that setback define her. "I was raised by parents who were hard workers, so it's all I've ever known," she says.

While many agents claim to stage homes,

DIANE TAKES IT TO A WHOLE NEW LEVEL.



From left to right: Thomas Berney, Diane Hughes, Tanner Snow

That determination, combined with her background in commercial real estate, made the transition to residential real estate a natural fit. Her resilience and ability to pivot in the face of adversity are qualities she now passes on to her team. Diane takes her role as a mentor seriously, knowing firsthand how vital it is to have the right support and guidance. "I love mentoring, and I get no greater joy than seeing someone else succeed," she says.

Better Together

Diane has cultivated a nationally ranked team, number 18 among small teams at BHHS, and she's quick to credit their success to the strong bonds and work ethic they all share. "We do things a little differently on our team; it takes at least six months to a year of apprenticeship to join us," she points out. "And you can't be on this team and not work hard."

Diane's power team includes Tanner Snow and Thomas Berney, who have been with her for years, as well as recently added showing agents Eddy Hernandez and Bianka Alvarado. "I'm probably part friend, part mentor, and part mom, but they all keep me young!" she adds with a laugh.

Diane's approach to building a team isn't just about sourcing talented agents though; it's about fostering a family environment where everyone is encouraged to grow and excel together. "I would like to recruit a few more people, but they would have to be really hard workers who are motivated and the right fit for our small family," she explains.

But the village doesn't stop with her agents. Diane's father, Dave Wager, and her son, Kylon, also play crucial roles, especially when it comes to

renovations. "My father, who is 80, is still working hard and helping us with installations, while my son handles all of our projects with his company, K2 Renovations. They are both a huge part of why this business model works," Diane acknowledges. "It truly takes a village!"

Staging Like No One Else

If there's one thing that sets Diane and her team apart from other Realtors, it's their approach to staging. While many agents claim to stage homes, Diane takes it to a whole new level.

"I know there are a lot of people out there that say they 'stage,' but until you've spent nearly \$750,000 on furniture inventory and have the overhead of a huge, 5,000-square-foot warehouse, it's just not the same," she emphasizes.

Diane's team doesn't just place a few pieces of furniture in a home either; they transform every listing from top to bottom. "We will handle granite, backsplash, paint, carpet, deferred maintenance, and repairs," she offers. "We also have two professional stagers on payroll as well: Taylor Backman, who is also an assistant, as well as April Kratky, to ensure every single listing is transformed — every single time."

Diane's passion for staging and renovation comes from her own personal challenges



she faced when buying a home in Omaha. The nightmare scenario motivated her to do better for clients. "It was truly a horrific real estate experience — three years with no kitchen while my husband was deployed. I was cooking for my kids in my laundry room with a toaster oven and mini fridge," she remembers. "I realized that I could certainly do it better by working hard and offering more value."

On the Homefront

At the heart of everything Diane does is her family. Married to Erik, a retired Air Force officer now working in oil and gas, Diane cherishes the time she spends with her hubby and children, Kennedy and Kylon Betts, as well as two precious grandchildren. Her daughter, Kennedy, is an amazing dancer and has been interning with the team for several years. "I'm hoping she'll join the team when she finishes college," Diane says proudly.

Outside the office, Diane treasures spending time with her loved ones, cuddling mini and micro goldendoodles, Jet and Jolene, and indulging in her passions for art, decorating, and collecting vintage luxury fashion items.

Even with all her success, Diane isn't ready to rest on her laurels. "I'm not there yet," she says when asked about how she defines winning. "When I am, I will find a better work-life balance and travel more!"

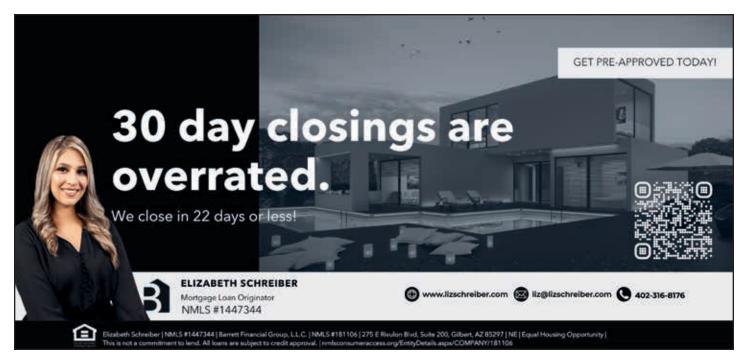




Her long-term goals include possibly having a second home in France, where her husband holds citizenship, and continuing to grow her team with motivated agents who share her relentless work ethic. Through it all, Diane remains grounded by her family and her passion for her profession.

"I'm happy when I'm healthy and physically able to work. That is my Zen," she concludes. "Going through some serious health issues and fighting for your life gives you a different perspective on what matters. Ultimately, I just want to share successes, because alone they're hollow."











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By Jess Wellar



Photo by Rachael Kay Artistry

MARYSLADEK

MY INSURANCE Making Life Easier

Mary Sladek, owner of My Insurance in Omaha, explains a recent trend in home insurance that top REALTORS® should definitely be in the loop about.

"We have seen people that were not able to buy a home because they could not get home insurance for various reasons, such as too many claims on their history," Mary points out. "We are doing our best to educate on the importance of preapprovals and making sure Realtors understand what could prevent someone from getting home insurance, while being an extension of the great service our referral partners are already providing."

With nearly 25 years of insurance industry experience, Mary and her seasoned team are able to help avoid

such scenarios of disappointment with a proactive, advice-oriented approach to protecting clients' future insurability.

From Banking to Insurance

After a banking career as a retail branch manager and lender, Mary found herself drawn to insurance and financial services. Her pivot was inspired by her husband and his family's involvement





Mary Sladek is the owner of My Insurance, LLC.

in the insurance industry. "I met and married my husband, Mike, while we were both working at FNBO," Mary reflects with a smile. "I was interested in insurance and financial services and joined Mike's parents in their Farmers agency in 2000."

It wasn't long before Mary's drive led her to start her own insurance agency with Farmers. Her personalized service and reliable advice gained her a loyal following. But as her business evolved, she recognized the need to offer her clients more carrier options. "I have always worked on a referral basis rather than soliciting individual clients," she notes. "Wanting to provide more carrier options for my clients and partners, I chose to move to an independent agency model and started My Insurance LLC in January of 2012."

Mary's clients' satisfaction certainly paid off — many of her existing clients

followed her when she transitioned to her independent agency. Today, nearly 12 years later, My Insurance is a top-producing personal lines agency.

A Trusted Advisor

My Insurance offers a variety of home and auto insurance products to clients purchasing or refinancing homes. The agency is also licensed to serve clients across Nebraska, Iowa, Kansas, Missouri, and Arizona, allowing them to provide insurance solutions to a wide range of homeowners across multiple states.

"We are a small business with access to multiple top-rated carriers," Mary explains. "This allows us to select competitive options to best fit each client's individual insurance needs, both initially and on each subsequent annual renewal."

"We make insurance easy," Mary says, sharing the company's motto.

"We work directly with our Realtor and mortgage partners to solve a need by providing knowledgeable, honest advice and fast, friendly service, along with competitive options." The team also prides itself on maintaining a strong reputation within the local real estate community, working almost exclusively by referral.

My Insurance operates as a fully remote team, allowing staff agents the flexibility to work from their home offices.

The team includes Office Manager Jen Molina, Senior Account Manager Kristene Peterson, and Account Manager Vicki Heckerson. All are fully licensed with many years of industry experience.

Service-Oriented

What sets My Insurance apart from other agencies is the team's commitment to service over sales, focusing on building relationships and providing value. "Our new clients are referred to us by trusted business partners or current customers who have been pleased with the service they



Mary and Mike Sladek with their children and grandchildren

received," Mary says. "We believe our culture of always doing what's best for our clients and partners in every situation earns us the privilege of their continued support."

The agency's service-driven approach ensures that every interaction is geared toward solving problems and providing peace of mind. "A win for us is providing an easy process where both the customer and the lender have the insurance piece of the real estate transaction satisfied in a timely, efficient way," Mary explains. "We maintain great product offerings, knowledgeable staff, and competitive pricing, along with a 'We'll do our best' culture."

Beyond the Business

When she's not working, Mary's world revolves around her loved ones. She and Mike will be celebrating their 25th wedding anniversary this Valentine's, and together they treasure time with their two daughters, their spouses, and five active grand-children, ranging in age from 14 to 6.

"Both of our daughters live locally, so I love attending my grandchildrens' events — dance competitions, plenty of sports, show choir, and piano recitals, or just a backyard BBQ and splashing in the pool," Mary shares.

The couple also loves visiting their home in North Scottsdale, Arizona, where they enjoy hiking, golfing, and entertaining family and friends.

Giving back to the community is a top priority to Mary, as well, and she notes her agency is involved in many local organizations. "My Insurance supports the real estate community through our membership and participation in the Omaha Area Board of REALTORS*, and Women's Council of REALTORS*," Mary notes. "We are also active Sarpy Chamber members and sponsors of both Reagan and Manchester Elementary Schools, Gretna Booster Club, and the Millard and Elkhorn Sports teams."

Looking Ahead

Mary has witnessed a great deal of change over the years, from regulatory shifts to market fluctuations. She notes today's insurance landscape is being shaped by a "perfect storm" of challenges, including supply chain issues, inflation, workforce shortages, and unprecedented claims from natural catastrophes. "This has presented underwriting and high premium challenges that, in some cases, have affected the ability

for some to purchase a home," she elaborates. As a result, Mary foresees pre-approval for home insurance becoming as essential to real estate transactions as mortgage pre-approval.

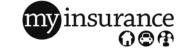
Mary is dedicated to helping Realtors understand these challenges and navigate them effectively. Her proactive approach ensures that both her clients and partners are well-prepared for any challenges that may arise.

"We will continue to add state licenses as needed to serve our clients' needs," Mary concludes. "We are one of the largest independent personal lines property and casualty agencies in the country and continue to outpace our competition as top producers by providing exceptional products and unprecedented service."



Photo by Rachael Kay Artistry

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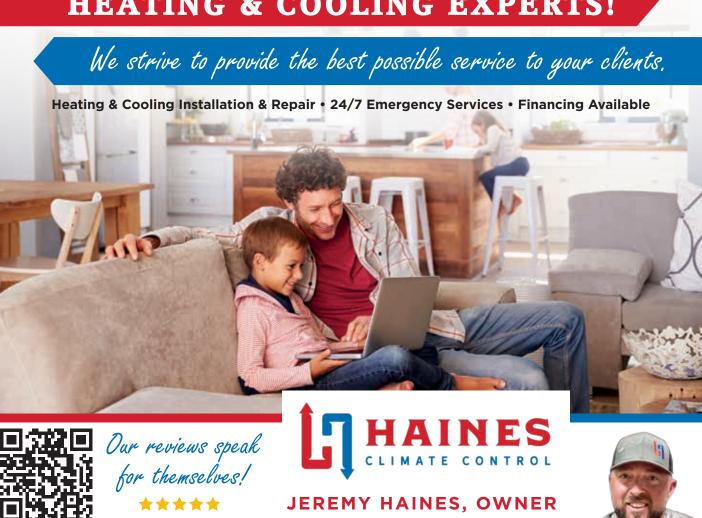








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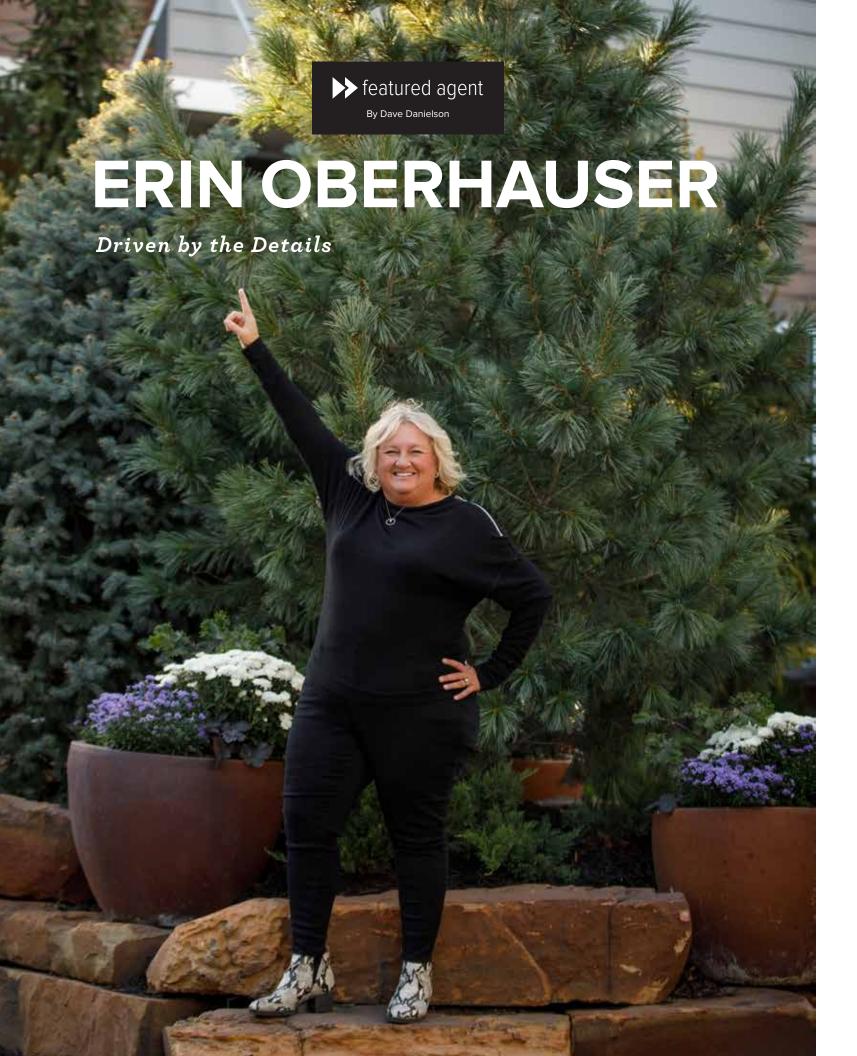
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hose who scale the heights of the tallest mountains get there one foot at a time. The same holds true with success in business. Erin Oberhauser exemplifies that sense of dedication and hard work. As a REALTOR®, team leader and associate broker with Nebraska Realty, Erin is truly driven by the details when it comes to helping others achieve their dreams.

With more than two decades of experience, she has built a reputation for offering exceptional service, creating a business founded on referrals and repeat clients, and leading her team with the same care and guidance she offers her clients.

From Client to REALTOR®

Erin's journey into real estate began in an unexpected way. She first experienced the process as a client, buying and selling her own home. During that time, a survey from her Realtor sparked her interest in the profession. "I had to fill out a survey for my Realtor at the time, and I thought, 'This would be fun to do myself," Erin recalls. That thought eventually led her to earn her real estate license on March 20, 2000, a date that marked the beginning of a fulfilling career.

Looking back, Erin notes that her love for the profession grew quickly. "I hit the ground running and sold at least one house every month during my first year," she says.

For Erin, real estate wasn't just a career shift — it was the start of something she truly enjoyed.

Hard Work and Relationships

Erin's early success didn't come from relying on friends and family

for business. Instead, she put in the hard work, doing open houses and focusing on phone duty and new construction to build her client base. "The people in my sphere weren't buying yet," she explains. "I did open houses, made the phone duty desk my second office, and sat hours and hours of model duty for any builder's agent that would have me. Once I proved myself, the business came in, and now my business is 100 percent referrals and repeats."

That early determination and willingness to prove herself laid the foundation for a career built on relationships. Erin's clients not only trust her expertise but also return to her again and again for future transactions. Today, her real estate business thrives entirely on the loyalty and satisfaction of past clients.

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A Passion for Paperwork and People

While many Realtors might shy away from the administrative side of the business, Erin thrives on it. "I really like the paperwork part of the business. I love the contracts," she says. Her attention to detail and love for contracts may stem from her early interest in law, but it's also what helps her ensure every transaction is smooth and legally sound.

Beyond the paperwork, Erin finds joy in working with different people and helping them through one of life's most significant decisions — buying or selling a home. "I also love all the different people I work with," she adds.

Leading Team Oberhauser

As the leader of Team Oberhauser, Erin is committed to helping not only her clients but also her team members. "There are four of us right now, including Aundrea Ewing, Erica Ringer, and Christi Stewart," she says. "I'm here to help them and guide them. They all have wicked smart brains, and you'll see their names in lights someday."

Her role as a team leader and associate broker allows her to share her experience and knowledge with newer agents, helping them navigate the complexities of the real estate market.

For Erin, leading a team is about more than just overseeing transactions. It's about mentoring and creating an environment where her team members can grow and succeed, just as she has over the past 20 years. "I want them to run circles around me," she says. "My goal is for them to put my numbers to shame."

Wonderful Life

While real estate is a significant part of Erin's life, family always comes first. She and her husband Paul have been married for 25 years,



and together they have two children, Wyatt, 17, and Kyra, 16, both attending Millard West. Erin cherishes time spent with her family and is fortunate to have about 99.9 percent of her extended family here in Omaha. The Oberhausers rarely go a week without spending time with their parents, siblings, nieces, nephews, aunts, uncles and cousins. Erin has also been gifted with an astounding number of amazing friends. She and Paul love to travel with those friends too. Her mantra is "Life is Good," and it's hard to argue with that when you look at the life she and Paul have built.

Erin is passionate about giving back to the community. She serves as a founding board member of Operation Super Jack, an organization that raises money to support families dealing with pediatric cancer. This cause is particularly close to her heart, as her family lost her nephew, Jack Speichert, to brain cancer when he was just 3 years old. She is also a charter member of the Omaha Rotary Night Club.

The Lighter Side

Real estate is a serious business, but it's not without its lighter moments. Erin recalls some of the more humorous situations she's encountered over the years, including one memorable instance when she was pregnant. "I had to crawl out of a bathroom window because the door was broken," she laughs. Another time, she pretended to be a painter while reviewing a house because the homeowner mistook her for a painter, and she did not want anything to do with that particular property. And in one particularly unusual showing, she discovered someone squatting over a suitcase in the property. As she says, "We literally had to call 911 because we didn't know if he was dead or alive! It ended up he was alive, and that was the day I learned what a crack pipe looked like."



These stories remind Erin — and her clients — that while buying or selling a home can be stressful, it's important to keep a sense of humor along the way.

Lifting Others

For those new to the industry, Erin has straightforward but valuable advice. "Don't lie, and answer your phone," she emphasizes. Erin believes that approaching real estate from a service standpoint rather than solely as a sales job makes all the difference. "When you approach it from a service

standpoint, business will come to you. When you approach it from a salesonly standpoint, you work 100 times harder than the next guy and fail quickly," she says.

Her philosophy of service over sales has clearly paid off, as evidenced by her successful career and loyal client base.

A REALTOR® Who Cares

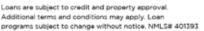
At the end of the day, Erin wants her clients to remember her as someone who made the process easier and less stressful, while maybe adding in a dash of humor.

"We always have fun working together," she says. "I try to take away their stress and make it easy for my clients. I'm constantly reminding them that things always work out, and that 'thoughts become things.' It's easy for buyers or sellers to get bogged down when transactions get bumpy, but at the end of the day, I want my clients to know that, together, we will do whatever we can to ensure a successful and happy closing.

"I am in their corner. I want them to feel that communication was always open, and that they never had to worry or wonder where we were in the process. And when it's all said and done, I want them to think of me and smile ... and maybe chuckle a little."

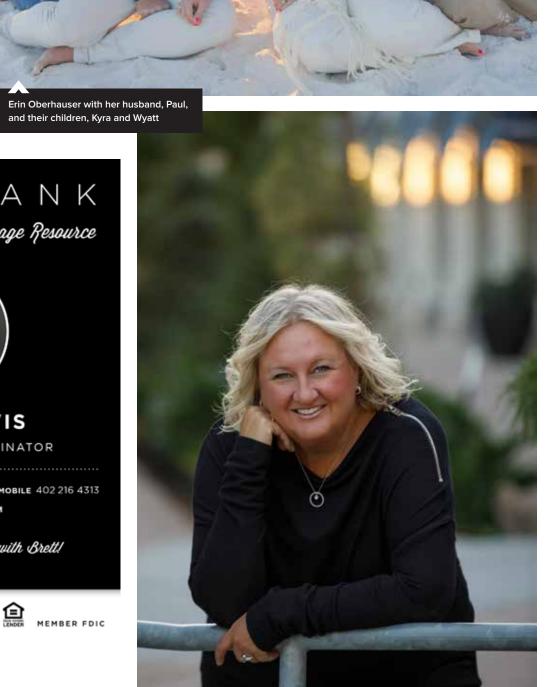






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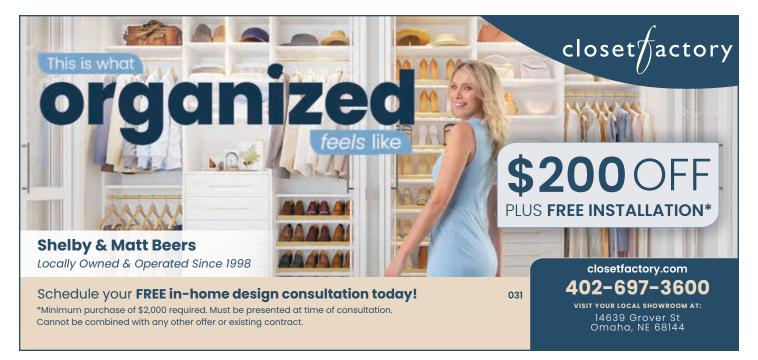
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THOROUGH APPROACH. REAL RESULTS.

When you talk with Nick Pacal, it's easy to see the passion he has for the profession. You can see it in the way he is a true lifelong student of the business.





By Dave Danielson Photos by Natalie Jensen

As a REALTOR® with Prime Home Realty, Nick puts this very thorough approach to work for the best interests of his clients.

In April 2023, Nick Pacal made a major career shift, earning his real estate license. After 20 years in sales and leading large teams across the U.S., Nick was searching for something more fulfilling. Real estate, with its emphasis on connecting with people and helping them find their perfect home, proved to be exactly the challenge and opportunity he had been looking for.

"I had friends in lending and family in construction who suggested I explore real estate," Nick recalls. "It just took off on its own."

Since then, he has quickly found his footing in the industry, closing in on \$4.8 million in volume in 2024 alone.

Personal Growth

For Nick, stepping into real estate wasn't without its challenges, but he approached it with a sense of purpose and optimism.

"I came into it not knowing what to expect," he admits. "It's hard to capture an individual's trust in the world we live in. But if you put your best foot forward and are honest, people will have that level of comfort."

Trust and integrity form the bedrock of Nick's approach. His two decades in sales helped him develop a strong understanding of what it takes to establish trust, lead effectively, and connect with people. But his transition to real estate brought more than just career challenges. On a personal level, the journey has been deeply emotional, shaped by family and loss.

Nick's father passed away when he was just 25, and his mother, who was the executive director of the Autism Center of Nebraska, passed away last year—just days after he earned his real estate license.

"I didn't come from a silver spoon family," Nick says. "I saw my parents struggle at times





growing up. I do this for my wife and son. I believe people deserve fair treatment, whether they're buying a \$7,000 lot or a \$1.2 million home."

This belief in fairness and equal treatment for all drives Nick's commitment to his clients. For him, real estate is more than just transactions. It's about making sure every person, no matter their budget, receives the best service possible.

"It's enough to fuel me for a lifetime," he says.

Winning Connections

Nick's passion for real estate is deeply rooted in his love for connecting with people and understanding their unique stories.

"I love learning about what people are looking for on the buying, selling, or investing side," Nick explains. "I like learning about their story and educating them. You can never give enough information about the market or the zip code they're about to live in. It requires you to study the market and the numbers."

Staying informed about the local market is critical to Nick's approach. He emphasizes the importance of understanding neighborhoods, their histories, and their trends. For him, it's not just about the individual transaction—it's about providing clients with a complete picture of the community they're entering, ensuring they make well-informed decisions.

"I really have an interest in knowing the market, specifically each neighborhood or zip code," he says.

This dedication to staying informed and continuously learning sets Nick apart. He's a firm believer that no matter how







Nick Pacal with his wife, Becky, and their son, Bryson

experienced you are, there's always more to learn.

"You need to spend time every single day studying market trends," he advises. "And never stop learning."

Family Foundation

Despite his busy schedule, Nick is devoted to spending time with his family and giving back to his community. His wife, Becky, and their 3-year-old son, Bryson, are at the heart of his motivation.

"I eat, breathe, and live real estate, but I also spend a lot of time with my family and friends," Nick says. "I'm also a volunteer firefighter at Boys Town."

Nick's commitment to helping others extends beyond his real estate career. His involvement as a volunteer firefighter and his strong connection to the community are important aspects of who he is. His mother's work as the executive director of the Autism Center of Nebraska left a lasting

impression on him, instilling the value of service and involvement.

In his free time, Nick enjoys playing golf and reading books about self-improvement. He's always striving to grow personally and professionally, maintaining a balance between work, family, and personal development.

Advice for Aspiring REALTORS®

For those considering a career in real estate, Nick offers practical advice rooted in his own experiences. "You really need to spend time every day studying market trends," he says. "Take time to call your support system, because you will need those folks. There will be good days and challenging days. If you feel like you're not moving the needle forward, take a day off, reset, and then just do it."

Nick also encourages aspiring agents to embrace the continuous learning aspect of the profession.



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Nick Pacal, with Prime Home Realty, is a volunteer firefighter in Boys Town.

"Never stop learning," he says. "The market is always changing, and staying up-to-date on updates in the industry is critical."

Nick's genuine care for his clients and his passion for the industry drive him to continuously improve. "I truly care about what my clients achieve when it comes to their real estate goals," he says.

Truly, Nick's thorough approach creates real results each day.

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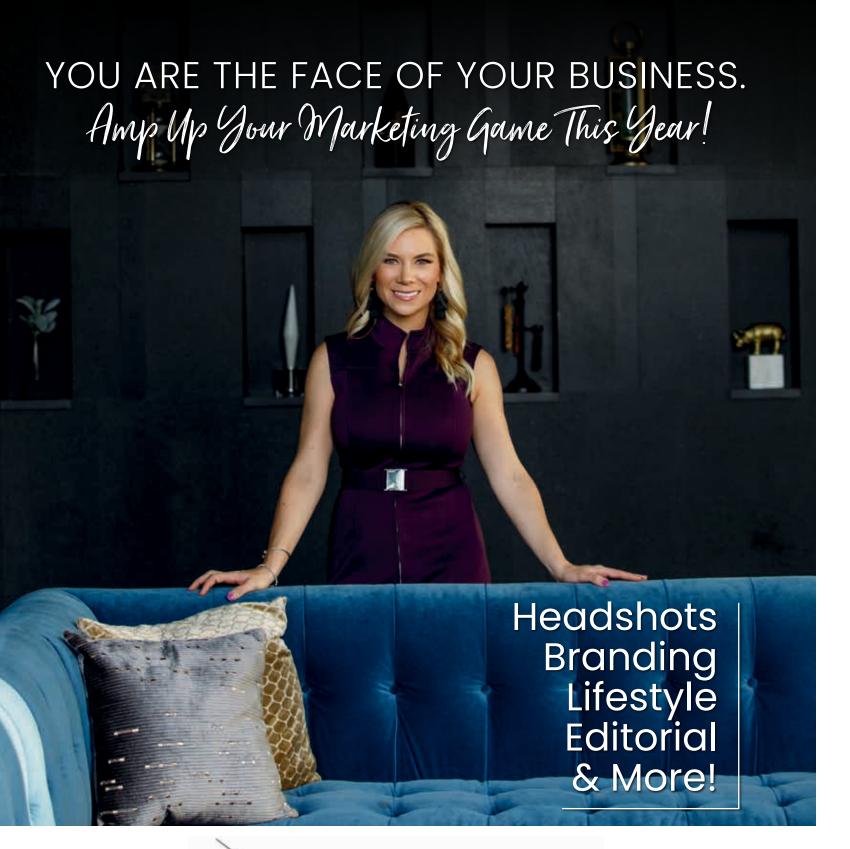
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the ABRO Staged by Julie Radke from Stage It Omaha residence

having earned its place on the
National Register of Historic Places.
Its original gas light fixtures, ornate
woodwork, and captivating architecture reflect the story of a bygone
era while inviting modern comfort.
Despite its rich history and architectural significance, the residence has
not remained frozen in time. It has

been thoughtfully updated to meet the needs of contemporary living, ensuring that its timeless charm continues to delight and inspire all who enter its doors.

One of the standout features of this remarkable home is its fully remodeled kitchen, which harmoniously blends modern convenience with historical authenticity. The kitchen underwent a top-to-bottom remodel, resulting in a space that is both functional and visually stunning. High-end appliances, custom cabinetry with soft-close features, and luxurious granite countertops create a culinary hub that reflects

A TIMELESS GEM IN BEMIS PARK

Nestled in the charming neighborhood of Bemis Park in Omaha, Nebraska, the Zabriskie Residence stands as a historic landmark that epitomizes the grandeur of 19th-century architecture. Erected in 1889, this striking example of Queen Anne style showcases intricate details and exquisite craftsmanship that have

captivated residents and visitors alike for generations.

Perched majestically on a corner lot along a picturesque tree-lined street, the Zabriskie Residence exudes an air of timeless elegance and sophistication. Its distinctive turret rooms, which adorn each of its three stories, offer breathtaking panoramic views of the surrounding landscape, providing the perfect setting for quiet contemplation or leisurely enjoyment of the natural beauty that surrounds it.

More than just a beautiful historic structure, the Zabriskie Residence is a cherished piece of local history,















quality and sophistication. The design optimizes space while honoring the historical context, ensuring the home retains its architectural integrity.

The Zabriskie Residence also boasts an array of improvements that enhance its livability. The electrical wiring has been modernized, ensuring safety and reliability, while the HVAC system, installed in 2023, offers improved efficiency and comfort. The driveway has been upgraded with thicker concrete for enhanced durability, providing a reliable foundation for years to come.

Balconies and wrap-around porches are hallmark features of Queen Anne architecture, and this residence is no exception. Balconies adorn the upper floors, providing elevated outdoor spaces with scenic views, while the wrap-around porch encircles the home, offering ample room for outdoor relaxation and socializing.

Bemis Park is not just a picturesque location; it is a historic neighborhood



developed in the late 19th century, characterized by architecturally diverse homes, tree-lined streets, and a strong sense of community. The Zabriskie Residence stands out for its exceptional representation of Queen Anne architecture, embodying the style's hallmark features, including its asymmetrical façade, turret rooms, and elaborate ornamentation.

For those with a passion for history and a desire to own a piece of Omaha's architectural heritage, the Zabriskie Residence represents a rare opportunity. With its unparalleled beauty, historical significance, and prime location in the heart of Bemis Park, this magnificent home truly stands as a symbol of enduring elegance and grace.



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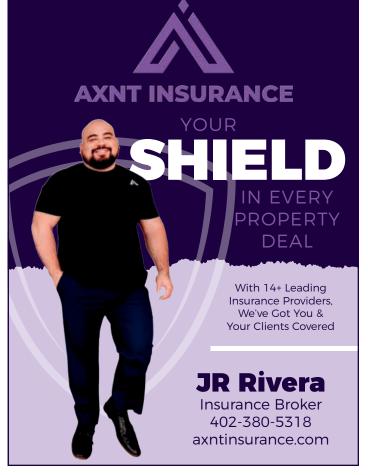
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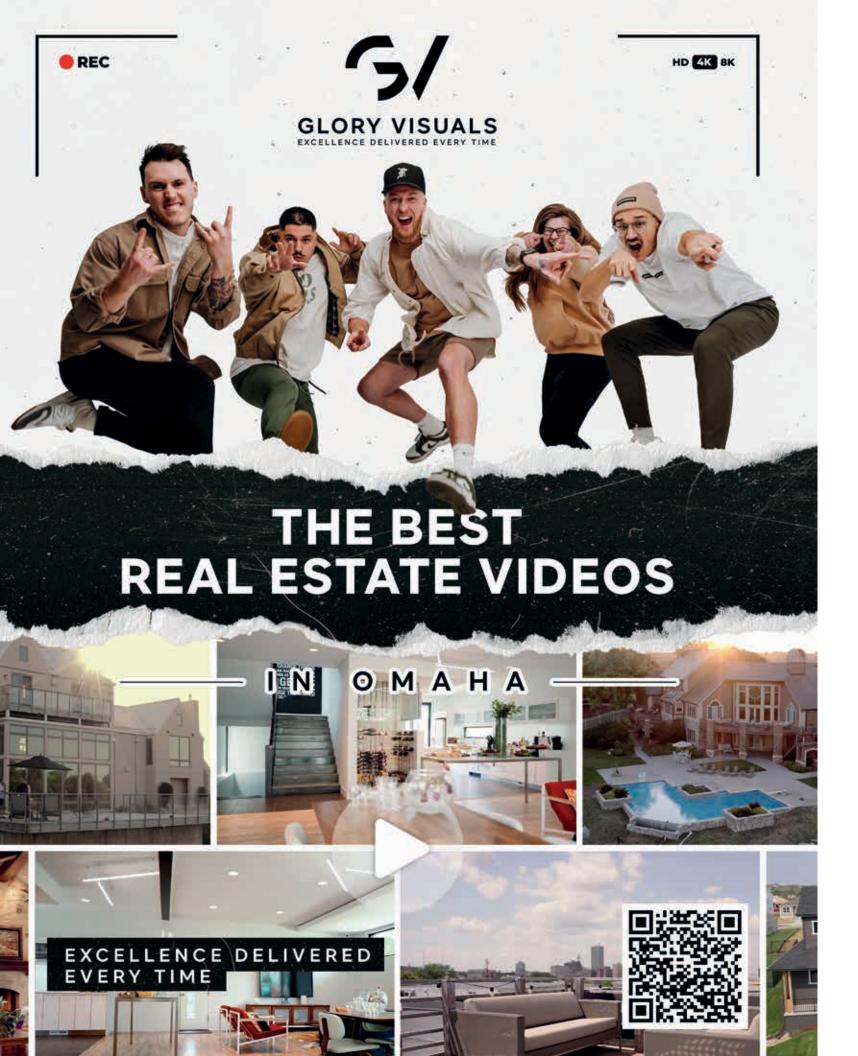
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