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10 Jessica Southwick & Marcy Teply

COVER STORY

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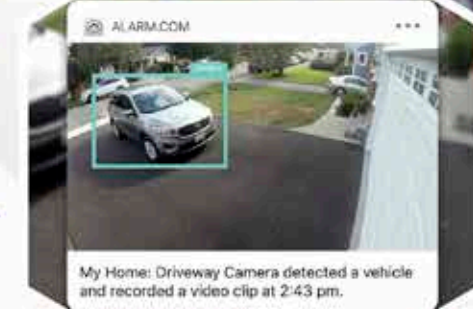
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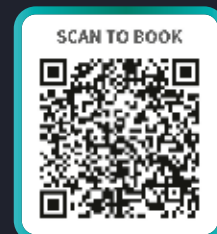


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Jessica SOUTHWICK Marcy TEPLY

BY JESS WELLAR
PHOTOS BY STACY IDEUS

The PERFECT PAIRING

Realtors Jessica Southwick and Marcy Tepy have a bond that most people would envy. In their 25 years of friendship, they've never had an argument — not once.

"We're always on the same page," Marcy shares. "It benefits our clients to have two minds working together on every transaction."

Their friendship took a professional turn in 2022 when they officially launched Luxe Real Estate Group under Woods Bros Realty. Since then, the two have combined their talents and shared values

to create an exceptional 'luxe' real estate experience for their clients.

"We truly love working together," Jessica affirms. "At the end of the day, we have a huge amount of trust and respect for each other."

Seamless Partnership
Before entering real estate, both Jessica and Marcy built their careers in fields that honed their entrepreneurial spirit and people skills. Jessica worked as a dental assistant, a Pilates and cycle instructor, and also managed her family's rental properties, giving her valuable experience in customer service and property management. Marcy spent over a decade in retail and owned two successful businesses: HF Crave, a popular burger joint, and Cherry on Top, an ice cream franchise.



Jessica Southwick

“Together, Marcy & Jessica led the Lincoln real estate market in 2024 closing over **\$57 Million** in volume.”



Over the years, Jessica and Marcy also raised their kids together, shared meals, entertained, traveled, shopped and created their homes in each other's company. That familiarity made forming a team feel effortless when the timing was right.

"I had been in real estate since 2016, and Jessica was aware of it," Marcy explains. "She got licensed in 2021 and tested the waters to make sure she liked the business before we officially formed Luxe in 2022."

Their partnership is truly 50/50, as Jessica readily points out. "Most teams bounce ideas off each other but don't necessarily know each other's clients," she notes. "We collaborate on every transaction. It's always two minds working together to serve our clients."

She adds with a laugh, "We even accidentally bought each other the same exact Christmas gift last year!"

Bringing Luxe to Lincoln

As a team, Jessica and Marcy strive to elevate every transaction. From tapping into their extensive network for off-market opportunities to being unafraid of a "no" when pursuing properties for their clients, the duo's approach is all about providing value.

"Luxe doesn't necessarily mean luxury homes," Jessica explains. "It's about providing a superior level of service and taking the experience to the next level, no matter the price point."

"We're proactive and address issues before they

arise," Marcy elaborates. "It's incredible the amount of referrals we receive from past clients — it's a huge compliment."

Their commitment to raising the bar on service is evidenced by the accolades that continue to pile up. Last year, Luxe Real Estate Group closed over \$57 Million in volume, earning them the Top Team Award at Woods Bros Realty and its sister brokerage, HOME Real Estate. Their team was recognized in the Chairman's Club for 2023 as well.

As individual agents, the pair's performance is just as outstanding: Marcy has consistently snagged Chairman's Club recognition every year since her real estate debut in 2016; meanwhile, Jessica was awarded Woods Bros Realty Rising Star in 2021 while earning President's Club honors that same year, and was named to the 2024 Chairman's Club as well.

While their personalities are laid-back, both women readily admit to being Type A when it comes to their business.

"We are incredibly hard workers and strive for perfection in everything we do," Marcy acknowledges.

Jessica defines their achievements as client satisfaction. "If our clients are satisfied with their largest financial investment, we're satisfied," she says. "For us, it's all about finding the perfect fit for people."

Marcy agrees, adding, "We want to be a full-service team that clients can trust



Marcy Teply

even after the transaction. Whether it's referring them to the best possible contractor or helping with something else, we're here to make their lives easier."

Big Family Fun

Both women credit their families as their biggest motivators and greatest support system, while noting their shared experiences as mothers have only strengthened their bond over the years. Jessica and her husband John, who tied the knot last August, have a blended family of six children that keep them on their toes: Max,

25 (married to Avery with two grandchildren Stella, 3, and Blair, 1), Jack (23), Isabelle (20), Sophia (18), Sloane (9), and Barrett (8).

Marcy, married to her husband CJ for eight years, also has a blended family of five children: Emie (25), Olivia (23), Ethan (21), Britton (20), and Brockston (16).

Jessica and Marcy have spent countless hours celebrating milestones and supporting each other through life's twists and turns. Now, as their families grow and enter new chapters, they continue



From Left: Jessica Southwick, Sam Swartz and Marcy Teply

to find inspiration in the lives they've built both at home and in their careers.

"Our families are our 'why,'" Jessica shares. "We're motivated by them and strive to instill our work ethic in our children while also showing up for them whenever it matters."

When they aren't helping clients, you can find the two women traveling, enjoying food from Lincoln's top spots like MōMō Pizzeria, or spending time with their families and each other.

"I think it says a lot about us that we love to keep hanging out together even after our work is done," Marcy laughs. "We'll go

"We are incredibly hard workers and strive for perfection in everything we do."

out for dinner and invite our families' to join us."

On The Horizon

As Luxe Real Estate Group continues to thrive, Jessica and Marcy are focused on maintaining their momentum and expanding their already strong client network. They take great pride in the relationships they've built and are excited to continue serving their community with the same level of excellence and care that defines their brand.

A key part of their future plans includes continuing their collaboration with Sam Swartz of True North Custom Homes, a premier builder known for his high-end, quality custom homes and townhouses in Greater Lincoln.

"Working with Sam since 2022 has been such a rewarding experience, and we're thrilled to continue bringing our clients access to his exceptional work," Jessica notes. "True North

has a very high-end product and a very impressive, efficient, transparent process that aligned well with the Luxe brand. The partnership has been a great fit for all of us."

Looking ahead, the Luxe Real Estate Group remains committed to offering full-service support, helping clients achieve their buying and selling goals, and delivering on their promise to elevate the real estate experience with shared values.

"We truly love what we do, and we love doing it together," Marcy concludes with a smile. "I wouldn't want to work with anyone else."

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John Crumrine

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It's important for us to bring value and show the public why they should always be using a professional when buying or selling real estate.”

John Crumrine began his career in the real estate industry far earlier in life than some of even the most seasoned agents can attest to getting started. As the son of a top producer in Grand Island, John says at 15 years old he was mowing lawns and helping maintain properties for his mother. “She inspired me at a young age to have an interest in real estate — she taught me the odds

and ends of the business and I learned how to navigate the industry from her,” he says. Becoming a REALTOR® “just fit naturally” in the way he was brought up.

Although his decision to become a REALTOR® was initially influenced by his mother, John admits he enjoys the challenge of problem-solving and has found that it's what he does best.

“Talking through different situations and helping people come up with decisions is what I really enjoy,” he says. “It's also nice to develop relationships with my clients and with people in other parts of the industry — relationship development is just something that I enjoy and I don't know of a bigger platform to do that than within the real estate industry.”



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Put Your Tax Refund To Work

BY EDWARD JONES

Most of us probably don't enjoy preparing our taxes, but there's often a reward at the end — a tax refund. If you get a refund this year, how can you make the best use of it?

Of course, the answer depends somewhat on the size of your refund. Last year, the average tax refund was \$3,050, according to the Internal Revenue Service.

Whatever the size of your refund, though, you'll want to maximize its benefit. Here are a few suggestions:

Contribute to your IRA.

If you were to receive about \$3,000, it would go a long way toward funding your IRA for the year — but any amount would help. You still have until April 15, 2025, to contribute to your IRA for the 2024 tax year, but if you've already "maxed out" on it, you could use your refund for 2025. The annual contribution limit for a traditional and Roth IRA remains \$7,000, or \$8,000 if you're age 50 or older. And by getting an early start toward fully funding your IRA, you can reduce the pressure of having to come up with large amounts later in the year.

Build an emergency fund.

Your tax refund could help you start or expand an emergency fund. It's a good idea to keep up to six months' worth of living expenses in such a fund, with the money kept in a liquid, low-risk account, separate from the funds you use for your daily expenses. You might need to draw on this fund for unexpected expenses, such as a major home or car repair or a medical bill that's not fully covered by your health insurance. Without such an emergency fund in place, you might be forced to dip into your IRA or other retirement accounts to pay for these types of costs, and such a move could be expensive, resulting in taxes, penalties and lost opportunities for growth.

Contribute to a 529 plan.

If you have children or grandchildren and you'd like to help them further their education someday, you might consider investing in a 529 education savings plan. With a 529 plan, earnings and withdrawals are federally tax free, provided the money is used for qualified education expenses. Based on where you live, your 529 plan may provide state tax benefits, too. (It is possible, though, that 529 withdrawals could affect financial aid packages, depending on who owns the account.) A 529 plan can be used to help pay for college, accredited trade school programs, some K-12 expenses and even to help repay some student loans.

Pay down debts.

Your tax refund may give you a chance to reduce your debt load. But which debts should you tackle first? You could follow the "snowball" method by paying off the smallest of your loans or debts as quickly as possible. Or you could choose the "avalanche" route by making minimum payments on all debts and using extra funds — such as your tax refund — to pay off the debts that carry the highest interest rates. Either method could help you save money in the long term.

It's not often that you receive a financial windfall such as a tax refund — so think carefully about how you can maximize its benefits.

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor. Edward Jones, Member SIPC



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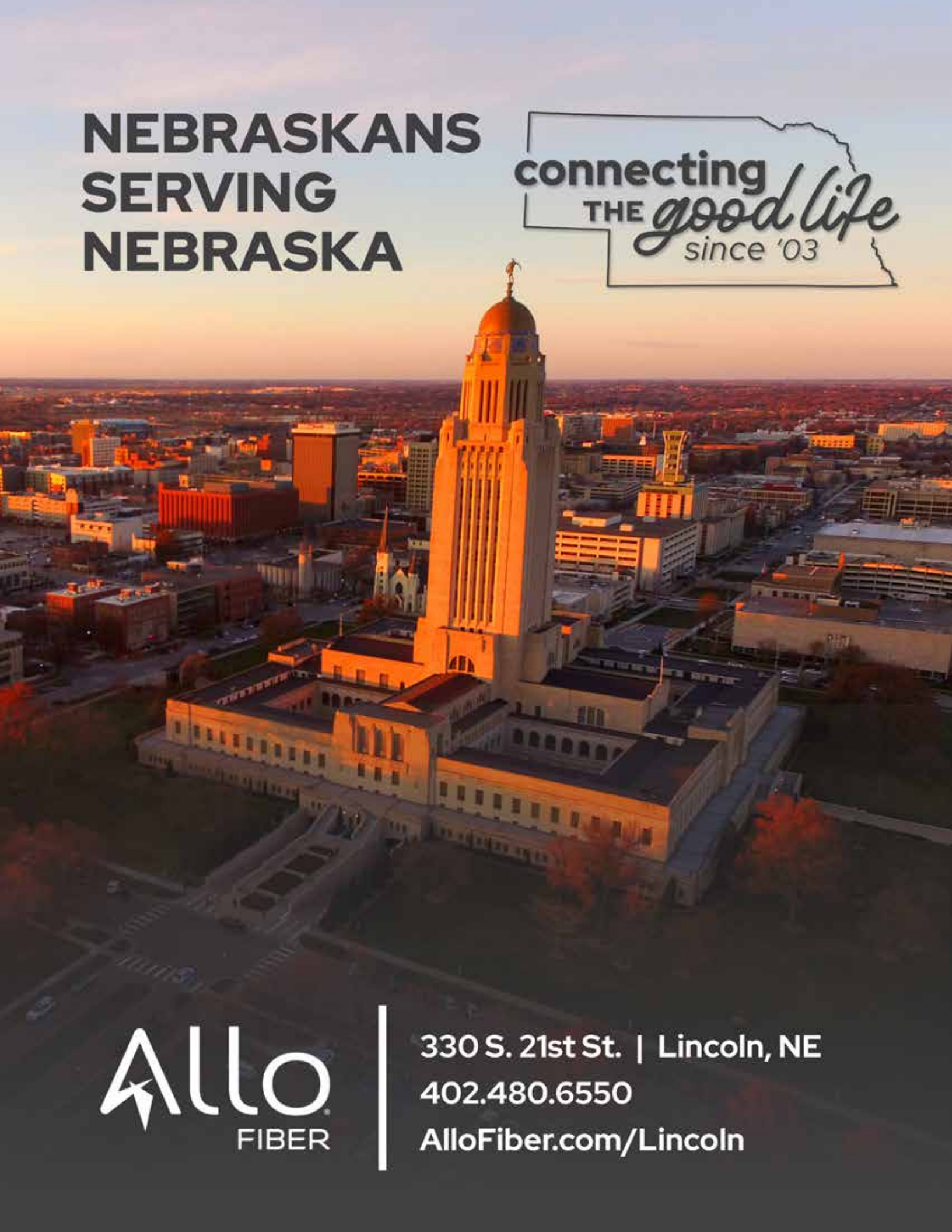
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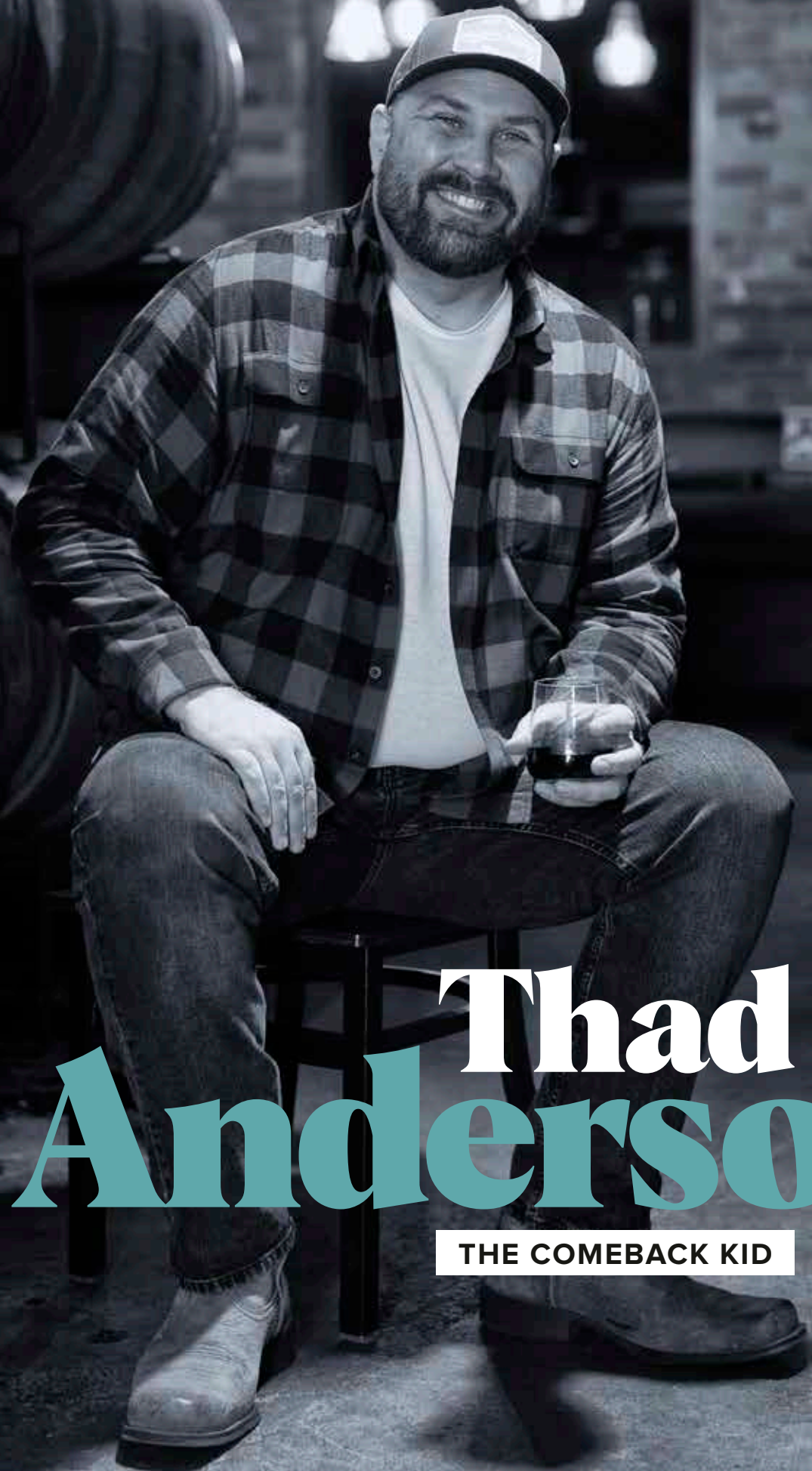
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Thad Anderson

THE COMEBACK KID

BY JESS WELLAR
PHOTOS BY CORY
ROURKE PHOTOGRAPHY



Thad Anderson isn't afraid of failure; in fact, he frequently thrives on overcoming obstacles while learning valuable lessons along the way. A former insurance agency owner turned Realtor with Coldwell Banker NHS Real Estate, Thad finds joy in building relationships while wearing his big heart on his sleeve.

"It took me six times to pass my real estate exam and five times to pass my life and health insurance exam," Thad recalls with a chuckle. But when a transaction starts to get tough, you have to be a problem solver.

"I believe you will have more grit from taking your test six times instead of passing on the first try...And your clients will be happier from the result because they know you worked hard for them."

Motown Proud

Born and raised in Michigan, Thad grew up in a blue-collar culture that values hard work and

resilience — qualities he proudly carries into his real estate career.

"Being from Detroit, if we don't agree with something, we express it, which makes it such a gritty city too," he grins.

His upbringing shaped his deep connection with family and lifelong friends, who continue to inspire him today.

"My motivation is my parents and my longtime best friends," Thad shares. "My parents provided me with so many opportunities growing up, and I want to repay them someday.

"And then there's my close-knit group of friends — 'The Magnificent 7' — who are like brothers to me," he continues. "My friend's dad, who is technically the eighth guy in our group, calls me his stepson because we are so close; he's also told me that it's my job to keep our group together, and I'm honored to do that."

While Michigan will always be home, Thad has spent the past eight years in Nebraska, proving to his loved ones that the Cornhusker State is a great place to live and build a career.

"They always think I'll give up and move back to Michigan, but Nebraska has been good to me," he shares.

Successful Switch

Thad's road to real estate began after a successful career as an insurance agency owner specializing in worksite benefits. When the pandemic led to a sharp decline in business, Thad was forced to explore new avenues.

"I quickly realized that the public wants to talk about some aspect of real estate and investing at any opportunity, whereas not everyone wants to talk about insurance — only if they need it," he points out. "Thankfully, when I broke into the real estate industry in late 2022, I had some very good training from local top performers at



my previous brokerages that molded me into the agent I am today.”

While Thad had to start from scratch, his perseverance has certainly paid off. In his first year, he closed \$3 million in volume, and in his second year, that number grew to \$4 million. Now, he’s aiming to double those numbers in 2025.

When pressed on his secret sauce, Thad fondly recalls the savvy advice from his former colleagues and mentors, Jeff and Megan Ahern, that changed everything.

“I’ll never forget when they suggested, ‘Why don’t you choose to invest in yourself instead of asking others for investment advice?’ That mindset shift

Fun Fact:

Thad’s ‘claim to fame’ is scoring seven points on NBA legend LeBron James in the AAU tourney in Cleveland in 2002, shortly after LeBron appeared on the cover of Sports Illustrated. They were both 17 years old at the time.

was pivotal for me. They always shoot straight and still help me to this day.”

Always On

For Thad, communication and availability are non-negotiable in his business. “The number one thing I’ve heard from my clients is how amazed they are at my accessibility,” he says with a touch of pride. “Whether it’s vacation, the golf course, or nights and weekends, I make myself available at the drop of a hat to help my clients.”

Thad’s devotion to timely communication goes beyond scheduling showings, as he realizes it’s a time-sensitive business in a world that has grown impatient.

“I always try to answer my phone, text, or email within an hour, if not mere minutes. I’ve been told by some mentors that I need to do a better job at establishing boundaries, but I know that today’s clients expect immediate answers, and I strive to meet those expectations.”

This level of accessibility and responsiveness has earned Thad a reputation for going above and beyond to secure the best outcomes for his clients.

“I might be more emotional than most, but I still keep it professional,” he points out. “I’ve been known to fight tooth and

nail for my clients, and no one has ever complained about getting a better deal.”

Close Bonds

Thad’s personal life revolves around meaningful connections and shared experiences. Whether traveling to cheer on the Detroit Lions with his “Magnificent 7,” attending outdoor concerts, or visiting breweries across the U.S. to enjoy “unique food pairings and different beers with funny names,” he cherishes time spent with loved ones.

“My favorite brewery in Lincoln is Boiler Brewing in the Grand Manse, because it’s a very chill rustic scene, with strong pastry stouts which are my favorite,” he offers.

“Growing up on the Great Lakes, I gravitate towards water, so anywhere with a boat and a beach goes over

well with me too,” Thad continues. “And I’m a big fan of Nashville — I once went six times in one year!”

In the near term, Thad envisions expanding his real estate career while creating a better work-life balance. “I’d like to take a step back and have my business run on auto-pilot,” he explains. “Down the road, I want to duplicate myself and surround myself with a cohesive team where everyone’s strengths shine and everyone shares the glory.”

Thad also dreams of starting a family one day. “Until then, I’ll continue growing my real estate business,” he concludes. “The great thing about real estate is there are so many aspects to it. Even when one part isn’t going great, another aspect is thriving. It keeps me motivated and excited about the future.”



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Stacy Ideus

BY JESS WELLAR
PHOTOS BY GABBY GOC

PHOTOGRAPHY

Arriving at Stacy Ideus' photography studio in Wahoo, it's nearly impossible to remain nervous for very long.

"The second you walk in, I give you a warm hug, the drink of your choice, your favorite music is playing in the background, and the hair and makeup — usually the big stressors — are taken care of for you. It's really a party, not a photoshoot!" Stacy explains with a laugh.

It's that kind of hospitality and personalized experience that continues to set Stacy Ideus apart. With 25 years of experience, Stacy has mastered her craft as well as the delicate art of making her clients feel not only at ease but celebrated.

People-First Perspective

Stacy recalls buying her first camera with high school graduation money. She grew up with a love for art while being steered toward what her parents lovingly referred to as "a real job." But after working for years as an X-ray and MRI technician in orthopedics, Stacy realized something important was missing in her monotonous career.

"I was not creatively fulfilled at all," she admits.

She recalls how her passion for photography blossomed when she started experimenting with portraits. "I've always been a people person, so naturally, I gravitated toward photographing families, professionals,

and everyday individuals," Stacy notes. "I love portraits to push my creative boundaries. People and art — that's my sweet spot."

Leaving the medical field behind, she decided to take the leap and pursue her dream. Today, Stacy splits her time between shooting on location and at her artfully curated studio in Wahoo.

"I believe I have the best job in the entire world," she offers with a smile.

Same-Day Image Selection: A Game-Changer

One of the standout features of Stacy's business is her brilliant commitment to same-day image selection.

"Realtors and other professionals are extremely busy," Stacy acknowledges. "They don't have time for endless back-and-forth. With same-day image selection, I upload all of the photos onto the screen right after the shoot ends. So clients get to see their images right away, discuss and choose their favorites, and know exactly what they're getting before they even leave my studio."

Her process is highly customized, depending on the personality. "My style is natural with a vintage flair," she describes. "But we can make you look ultra-glam or extremely natural with as much variety as we can squeeze in. It's really a special day that is all about the client."



CAPTURING
CONFIDENCE WITH
PLENTY OF FUN



**“I REALLY CARE WHAT PEOPLE
HAVE TO SAY, AND I STUDY
THEIR EXPRESSIONS BEFORE I
EVEN PICK UP THE CAMERA.”**



Stacy's ability to put people at ease is also a significant part of her process.

“I really care what people have to say, and I study their expressions before I even pick up the camera,” she explains. “To take a shy person who apologizes for not being ‘photogenic’ and seeing their confidence go from zero to hero by the end of their experience keeps me fulfilled.”

“Realtors need to be the face of their business,” she continues. “I see time and time again Realtors who have one headshot for their entire career that they semi-like and continue to use the same image for their profiles for years. But I have the honor of changing people's perspective on what a branding/portrait experience can be like though, which is awesome.”

She also credits her ongoing success to her dream team that makes the studio the magical place it is.

“My awesome stylist Maddie Graham, helps clients choose the perfect outfits, and talented hair and makeup artist Mallorie Wilken, brings out the best in everyone,” Stacy acknowledges gratefully. “Both women are crucial in creating a great experience.”

A Big Heart

Living and working in the small town of Wahoo, Stacy dedicates a considerable amount of time to giving back. She holds board positions for several local organizations while using her skills to make a difference in her local community.

A director on the Wahoo Chamber of Commerce Board, Stacy has served as past president. She's also the marketing

director for Saunders County Lost Pets, an animal rescue organization.

“I photograph all the rescue pets before they get adopted,” Stacy elaborates. “It makes my heart happy knowing I can help them find loving homes with great photos.”

Additionally, Stacy is a director on the board of CASA, a child advocacy organization that supports kids in the court system. She's also a past president and current board member of PEO, a philanthropic group dedicated to women's education.

Beyond the Lens

When Stacy isn't behind the camera or giving back, she's spending quality time with her loved ones. Stacy's daughter, Violet, is in 4th grade and already has a budding interest in sports.

“I'm pushing for volleyball—it's climate-controlled and so fun to watch!” Stacy jokes. Their family also includes two dogs and two cats, adding to the lively household.

In her downtime, Stacy enjoys golf and cooking. Fitness is also a top priority.

“I love to entertain and have friends over,” she shares. “I'm a simple person. I enjoy good company, a great atmosphere, and fresh flowers.”

Looking ahead, Stacy's outlook for her profession is bright as she reflects on the changes she's seen over the past dozen years.

“I feel blessed to have started photography in the film days,” she reflects. “It taught me to appreciate the genuine craft of photography. But as technology advances, it's important to stay relevant by continuing to educate yourself and surrounding yourself with people who elevate you.”

To learn more about Stacy Ideus Photography or to book a session, visit www.stacyideus.com or follow her on Instagram at @stacy_ideus. You can also call Stacy at 308-440-8043 to schedule your personalized photoshoot party.



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