



**Jim Pillen**  
Governor

# EXHIBIT

## 5b

## STATE OF NEBRASKA

**NEBRASKA REAL ESTATE COMMISSION**  
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**FROM:** Nebraska Real Estate Commission Finance Subcommittee-

Robert Evnen, Lisa Ritter, Doug Dohse

**TO:** Nebraska Real Estate Commission

**RE:** 2025-2026 Fee Increase

**DATE:** June 26, 2025

Commissioners,

Please look at the attached docs. In 2023 and 2024, Greg suggested we gradually draw down our cash fund balance even though we believed the number of licensees would trend downward. We have done that but now risk falling below our 6-month reserve. For that reason, the Finance Subcommittee is suggesting fees increase per the attached recommendations.

1. **Revenues** - We are currently down \$107,828 in revenues from last year.
  - a. Salesperson and Broker license and renewal fees are down
  - b. Application and examination fees are also down
2. **Expenditures** - We have spent \$248,717 more than we did last year
  - a. On a positive note, the approved deficit gave us an additional \$67,845
  - b. We spent \$6200 more on postage this year
  - c. We spent \$5400 more on Publications and Printing
  - d. We spent \$3000 more in Repairs and maintenance for office equipment and vehicles
  - e. We spent \$9000 more than last year to get document scanned by SOS
  - f. Some of the other categories are approximately \$1000 over

As of right now, we are currently within the budgeted amount for YTD.

### REAL ESTATE COMMISSION MEMBERS

**Lisa Ritter**  
Broker Member, Omaha

**Robert B. Evnen**  
Secretary of State, Chairperson

**Doug Dohse**  
Salesperson Member, Omaha

**Paul J. Peter**  
Public Member, Lincoln

**Rocky E. Geiser**  
Broker Member, Kearney

**Connie Burleigh**  
Broker Member, Lincoln

**Benjamin E. Muraskin**  
Broker Member, Omaha

**A MEMBER OF THE ASSOCIATION OF REAL ESTATE LICENSE LAW OFFICIALS**

*An Equal Opportunity Employer*

**Here are my explanations of why fee increases are necessary:**

- Reduction in revenue which is still trending downwards
- We had a meeting with the Building Division in 2024 and they would like us to modernize our office for approx. \$200,000. This would be getting new walls, cubicles and making sure that our space meets all of the building codes necessary (example: direct access from Travel and Tourism to back stairwell door).
- We need a new website which will cost us \$25000 and \$5000 each year for maintenance.
- We have been notified that we may have to switch databases. We currently have iGov Solutions software and they partnered with InLumin which we may have to switch to. The process has not yet been vetted.
- Greg also wanted to point out that legal fees and examination fees play a big role in the revenues and expenditures in the budget process.

## Nebraska Real Estate Commission Budget Projections for Fee Setting 2024

**License/Renewal No Change to Fee**

	FY08-09	FY09-10	FY10-11	FY11-12	FY12-13	FY13-14	FY14-15	FY15-16	FY16-17	FY17-18	FY18-19	FY19-20	FY20-21	FY21-22	FY22-23	FY23-24	FY24-25 est	FY25-26 est
New Broker Licenses	96	86	87	80	76	76	83	98	104	95	92	127	92	110	100	98	90	90
New Broker Fees Received	\$9,525	\$9,915	\$10,005	\$10,370	\$10,530	\$9,860	\$12,060	\$14,210	\$15,080	\$9,500	\$9,900	\$12,700	\$9,200	\$10,300	\$9,000	\$8,820	\$8,100	\$8,100
New Salesperson Licenses	369	345	343	304	399	413	336	536	530	656	603	559	711	712	565	526	475	475
New Salesperson Fees Received	\$27,345	\$31,065	\$31,770	\$30,375	\$39,935	\$41,300	\$49,695	\$61,640	\$60,950	\$52,480	\$48,240	\$44,720	\$56,880	\$52,980	\$39,550	\$36,820	\$33,250	\$33,250
Broker Renewed Licenses	2,653	2,574	2,516	2,419	1,512	801	1,433	803	1,367	837	1,309	892	1,214	927	1,116	875	1,050	1,050
Broker Renewal Fees Received	\$304,250	\$296,020	\$289,340	\$527,095	\$207,870	\$393,120	\$232,385	\$415,570	\$232,870	\$273,400	\$167,400	\$261,800	\$178,400	\$218,520	\$166,860	\$200,880	\$157,500	\$189,000
Salesperson Renewed Licenses	4,601	4,444	4,295	4,127	1,945	2,311	2,061	2,425	2,270	2,622	2,538	2,836	2,683	3,067	2,887	3,033	2,750	2,950
Salesperson Renewal Fees Received	\$413,310	\$399,935	\$386,535	\$635,670	\$389,900	\$462,200	\$474,025	\$557,750	\$522,100	\$419,520	\$406,080	\$453,760	\$429,280	\$429,380	\$404,180	\$424,620	\$385,000	\$413,000
Number of Exam Administered	751	857	830	778	913	1,113	1,617	1,846	1,803	1,644	1,589	1,598	1,634	2,085	1,578	1,602	1,500	1,450
Amount of Exam Fees Received	\$101,755	\$128,955	\$124,500	\$116,700	\$136,950	\$166,950	\$242,550	\$246,900	\$270,450	\$248,600	\$238,350	\$239,700	\$245,100	\$281,475	\$236,700	\$240,300	\$225,000	\$217,500
Number of Applications Received	411	475	462	520	577	652	1,055	991	1,056	1,119	1,077	1,179	1,274	1,345	1,136	1,071	1,000	1,000
Amount of Applications Fees Received	\$48,185	\$64,140	\$62,370	\$70,215	\$77,895	\$88,020	\$142,435	\$133,785	\$142,560	\$151,065	\$145,395	\$159,165	\$171,990	\$181,575	\$153,360	\$144,585	\$135,000	\$135,000
Transfer Fees Received	\$19,635	\$12,165	\$27,845	\$20,985	\$32,825	\$16,975	\$20,090	\$30,750	\$25,150	\$31,790	\$41,325	\$31,300	\$33,750	\$31,750	\$28,975	\$26,000	\$26,000	\$28,000
Miscellaneous Receipts	\$118,775	\$112,584	\$60,448	\$123,104	\$125,268	\$136,405	\$136,115	\$135,017	\$159,935	\$169,319	\$164,384	\$161,880	\$169,535	\$184,129	\$215,915	\$234,317	\$200,000	\$200,000
Total Expenditures	\$1,015,123	\$1,073,676	\$1,146,613	\$1,056,789	\$1,119,927	\$1,121,437	\$1,173,217	\$1,172,797	\$1,153,434	\$1,235,823	\$1,207,344	\$1,233,286	\$1,639,895	\$1,127,309	\$1,254,860	\$1,377,920	\$1,550,000	\$1,550,000
Total Receipts	\$1,042,780	\$1,054,389	\$992,813	\$1,534,514	\$1,020,173	\$1,314,850	\$1,309,355	\$1,595,622	\$1,429,095	\$1,353,674	\$1,221,054	\$1,365,025	\$1,294,135	\$1,395,859	\$1,257,315	\$1,319,317	\$1,171,850	\$1,223,850
Difference	\$227,657	\$(99,287)	\$(153,800)	\$477,725	\$(99,754)	\$193,413	\$136,138	\$422,825	\$275,661	\$117,851	\$131,710	\$131,739	\$(345,760)	\$268,550	\$2,455	\$(58,603)	\$(378,150)	\$(326,150)
Cash Fund Transfer to GF (LB331)																		
Cash Fund Balance 06/30	\$579,387	\$552,705	\$398,905	\$877,517	\$777,923	\$971,184	\$1,107,322	\$1,530,139	\$1,805,800	\$1,723,652	\$1,537,362	\$1,669,101	\$1,323,341	\$1,591,891	\$1,594,346	\$1,535,743	\$1,157,593	\$831,443

[illegible]

Statute	Fee limit	Current Fee	Proposed Fee	Fee	FY23-24	FY24-25 Thru 4/30/25	FY 25/26 Est	FY 25/26 W/Proposed Increase	Difference	FY 26/27	FY 27/28
				New Broker Licenses	98	70	90	90		90	90
81-885.14	\$ 250	\$ 90	\$ 110	New Broker Fees Received	\$ 8,820	\$ 6,300	\$8,100	\$9,900	\$1,800	\$9,900	\$9,900
				New Salesperson Licenses	526	425	475	475		475	475
81-885.14	\$ 200	\$ 70	\$ 90	New Salesperson Fees Received	\$ 36,820	\$ 29,750	\$33,250	\$42,750	\$9,500	\$42,750	\$42,750
				Broker Renewed Licenses	1116	919	1,050	1,050		1,050	1,050
81-885.14	\$ 500	\$ 180	\$ 220	Broker Renewal Fees Received	\$ 200,880	\$ 165,420	\$189,000	\$231,000	\$42,000	\$231,000	\$231,000
				Salesperson Renewed Licenses	3033	2885	2,950	2,950		2,950	2,950
81-885.14	\$ 400	\$ 140	\$ 180	Salesperson Renewal Fees Received	\$ 424,620	\$ 403,900	\$413,000	\$531,000	\$118,000	\$531,000	\$531,000
				Number of Exam Administered	1602	1268	1,450	1,450		1,450	1,450
76-2115	\$ 250	\$ 150	\$ -	Amount of Exam Fees Received	\$ 240,300	\$ 190,200	\$217,500	\$217,500	\$0	\$217,500	\$217,500
				Number of Applications Received	1071	784	1,000	1,000		1,000	1,000
81-885.14	\$ 250	\$ 135	\$ 175	Amount of Applications Fees Received	\$ 144,585	\$ 105,840	\$135,000	\$175,000	\$40,000	\$175,000	\$175,000
				Broker and Salesperson Transfers	1159	1243	1120	1120		1120	1120
81-885.20	\$ 50	\$ 25	\$ 50	Transfer Fees Received	\$ 28,975	\$ 31,075	\$28,000	\$56,000	\$28,000	\$56,000	\$56,000
				Miscellaneous Receipts	\$ 234,317	\$ 393,094	\$200,000	\$200,000		\$200,000	\$200,000
				Total Expenditures	\$ 1,377,920	\$ 1,367,359	\$1,718,907	\$1,718,907		\$1,770,300	\$1,770,300
				Total Receipts	\$ 1,319,317	\$ 1,117,535	\$1,171,850	\$1,411,150		\$1,463,150	\$1,463,150
				Difference	(\$58,603)	(\$249,824)	(\$547,057)	(\$307,757)	\$239,300	(\$307,150)	(\$307,150)
				Cash Fund Transter to GF (LB331)							
				Cash Fund Balance 06/30	\$ 1,533,265	\$ 1,283,441	\$ 736,384	\$ 975,684		\$ 668,534	\$ 361,384

	FY23-24	FY24-25	FY24-25	FY25-26 Proposed
Broker Original License Fee	\$90	\$90	\$90	\$110
Broker Renewal License Fee	\$180	\$180	\$180	\$220
Salesperson Original License Fee	\$70	\$70	\$70	\$90
Salesperson Renewal License Fee	\$140	\$140	\$140	\$180
Application Fee	\$135	\$135	\$135	\$175
Examination Fee	\$150	\$150	\$150	\$150
Transfer Fee	\$25	\$25	\$25	\$50