

# REIA

REAL ESTATE INVESTORS ASSOCIATION  
**WAYNE COUNTY**

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24hr recording (313) 437-2945  
Fax: 313-386-7600  
**MAILING: P.O. Box 5341  
Dearborn, Michigan 48128**

Volume 31

August 2015

Number 7

## NEXT MEETING

**TUESDAY AUGUST 4, 2015**

**NETWORKING & DINNER**

**RED LOBSTER**

**13999 Eureka Rd • SOUTHGATE**

**Next to 7-11, near Trenton Rd.**

6:00 - 7:15 ..... Dinner and Networking

7:30 ..... Meeting

# Welcome!!

New & Returning Members

**Dennis McKeehan**

**Beverly Hagler**

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**Bert Kozlowski**

**Ken Price**

**Tara & David Johnson**

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## SPEAKER/TOPIC

*Joedy Patrick - Midwest Executive Vice President*

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**YOU ARE INVITED TO THE  
MONTHLY INVESTOR GET-TOGETHER!**

**Hosted by our New Director**

**- Bobbi Nied-Broderick**

**3RD TUESDAY MEETING  
AUGUST 18, 2015 @ 6:00PM**

**WHEN 3rd Tuesday of the month**

*Join us for a casual evening with like-minded individuals to share your stories, discuss your issues and learn more about our investing community!*

**FREE ADMITTANCE** just make sure you pay for your food. :)  
*We hope to see many of you there, and feel free to bring a friend or two.*

**For More Info: Bill 734-934-9091**

# Membership Application

New Member ( ) Renewal ( )

**ANNUAL DUES** Family — \$125.00 - (One Address — 2 People)

Single meeting fee for non-members is \$20.00 per person, which will be applied to the annual dues if you join the next month.

*(we hope this will encourage people to join)*

Fill Out Form and Mail or Fax to: R.E.I.A. • P.O. Box 5341 • Dearborn, Michigan 48128

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**EMAIL ADDRESS** \_\_\_\_\_ **Can you volunteer some time, talent or information??**  
**Tell us the companies you use and see if we can advertise for them.**

**FOR RENEWING MEMBERS: Any questions/comments on how to better our organization??**

## NEXT MEETINGS

### MONTHLY MEETING

- Tuesday August 4, 2015
- Tuesday September 1, 2015

### BOARD OF DIRECTORS

- Tuesday August 11, 2015
- Tuesday September 8, 2015

**Investor Get-Together — August 18th**  
**Meeting Starts at 6:00pm**

## **Real Estate Investors Association of Wayne County**

P.O. BOX 5341 • Dearborn, Michigan 48128

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# Gov. Granholm in 2009: 'Movie Studio to Create 700 Jobs;' Six Years Later - Nada *Wonderstruck Studios never materialized*

By TOM GANTERT

In a 2009 news release, then-Gov. Jennifer Granholm highlighted Wonderstruck Studios as an example of why the state's film subsidy program was vital for bringing jobs to Michigan. The state claimed that the company would create 700 jobs and draw new economic activity to downtown Detroit by producing computer-generated visual effects and animation.

"We are working hard to build a diversified economy and create good-paying jobs in Michigan," Granholm said in February of 2009. "As a result of our aggressive film incentives we are not only bringing new investment to Michigan, we are laying the foundation for an industry that will support long-term job growth for our citizens."

In statewide stories, the Detroit Free Press, MLive and The Detroit News reported the job promises and the purported boost to the state economy as if they were all but delivered. The Detroit News went so far as to report the day after Granholm's announcement that Wonderstruck Studios was "boosting one of the state's few fast growing industries."

The Michigan Economic Development Corporation granted a \$16.9 million state tax credit to the project's promoters, and another \$11.7 million worth of direct and indirect subsidies were approved to support it.

Six years later, however, the project never came about and none of those projections ever came true. Wonderstruck Studios' status received little or no news coverage though, because the project fell off the media radar soon after Granholm's news release. Crain's Detroit Business reported that Wonderstruck Studios was leasing space at Ford Field in Detroit in September of 2010.

Frank Provenzano, spokesman for the MEDC, said July 9 the deal with Ford Field fell through "a while ago" — an event for which no news release was issued.

Michele Richards, the CEO of Wonderstruck Studios, responded to an email last week seeking comment on what happened to the plans in Michigan but didn't answer any questions.

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The Michigan Chamber of Commerce has been an opponent of the state's subsidizing Hollywood movie makers.

"It is just one more piece of evidence that the Michigan Legislature and Gov. Snyder are making the right decision to end film subsidies and use Michigan's precious tax resources toward priorities that have better outcomes for Michigan residents," said Tricia Kinley, spokeswoman for the chamber.

Earlier this month, Snyder signed a bill into law that effectively ends the state's film subsidy program.

Despite being a media darling, the state's film incentives never generated the job numbers trumpeted in media reports, according to the federal Bureau of Labor Statistics.

The state appropriated to movie producers about \$475 million from 2008 to 2014. Michigan had 1,663 full-time "motion picture and video production" jobs in 2008. By 2013, there were 1,561 of those jobs in the state — a net loss of 102 jobs.

*Reprinted from  
www.MichiganCapitolConfidential.com and  
submitted Bill Beddoes Vice Pres, R.E.I.A.  
of Wayne County*

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## FILLING VACANCIES

### REJECTING A RENTAL APPLICANT: THE DO'S AND DONT'S

Let's face it, most landlords would prefer- to never have to reject a rental applicant. It would be great if every application that we received from a potential resident passed-great credit, no prior evictions, awesome job history, etc., etc. Unfortunately, most of the time that is not the case.

Depending on how tough your screening criteria is, some of you may be rejecting a lot of applicants. 'it is not fun rejecting a rental applicant, but it goes with the job of being a landlord - it needs to be done.

So how does a landlord go about giving an applicant the ol' rejection? In most areas of a state, let's say Wisconsin for example, a landlord is not required to provide a reason for denying a rental applicant. While this may not seem "fair", it is legal.

There is not one correct way to deny a rental applicant. All landlords handle this situation differently. A landlord may even deny one applicant one way and another in a completely different way, depending on the specific facts of the situation. Each of my landlord clients handles the rejection of a rental applicant differently. For instance, some landlords choose to tell the applicant why they were denied while others refuse to do so. Both ways are legally acceptable. Except in rare jurisdictions like Dane County and the City of Madison in Wisconsin, for example, where landlords are required by ordinance to provide a rejected applicant with an explanation for denial in writing.

I would encourage any landlord that does want to provide a reason for the denial to the applicant, to insure that the reasons are valid. The reasons for a rental applicant's denial



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must comply with the landlord's written screening criteria, that the screening criteria used does not run afoul of any fair housing laws, and that the reason for the denial is not discriminatory. If you are not sure that your screening criteria is legally valid-or you have never heard of the term screening criteria before now than you should probably avoid giving a reason for the denial.

I know of several landlords who require the applicant to put their request to receive a reason for their denial in writing. If they receive the written request, then the landlord will provide a written explanation. Oftentimes the applicant will not take the time to make the written request and the landlord has avoided the need to provide the explanation.

There is one specific context in which all landlords MUST provide an applicant with a written document-not a written explanation for why the applicant was denied-but a written document referred to as an "adverse action letter". If a landlord rejects a rental applicant because of something learned from the applicant's credit report, the federal Fair Credit Reporting Act requires that the landlord send the applicant an "adverse action notice" advising them that they have been denied rental in part due to information obtained from their credit report. An adverse action notice must include the following information: (Continued #1 pg 7)

- 1 . **The name, address, and telephone number of the credit reporting agency that supplied the credit report.**
2. **A statement that the credit reporting agency that supplied the report did not influence the landlord's decision to reject the application.**
3. **A statement advising the rejected applicant of his/her right to dispute the correctness or completeness of the information from the credit reporting agency and the applicant's right to obtain a free copy of their credit report from the agency within 60 days, if requested.**

So, actually an adverse action notice does not require a landlord to state the reason that a rental applicant was denied, but it does tell the rejected applicant that the decision to deny their application was, at least in part, based upon something learned from the applicant's credit report.

Personally, I provide any applicant that I reject with an explanation.

My reasons for doing so are:

- 1 . If I was being rejected for housing I would like to know why so that I could see if the reason is something that could be corrected in the future. This is NOT a legal reason for providing the applicant with an explanation but rather a personal one-a variation on the concept of treating others as you would like to be treated.
2. I believe that if I provide a rental applicant with the truthful (and legally valid) explanation as to why I will not be renting to them, they will be less inclined to incorrectly assume that I denied them based on discriminatory factors.
3. I'm well-versed in fair housing laws and that my decision can be legally supported.

As mentioned previously, if you don't know if your reason for denial is legally justifiable, then you need to be cautious in what you tell an applicant. You certainly don't want to end up providing the

applicant with the only evidence that they need to file-and win-a fair housing claim. If you find yourself in such a situation, I would recommend that you seek legal advice before you make the decision to deny the rental applicant.

Whether you have decided to provide an applicant with an explanation as to why they were denied rental or not, all landlords and property managers should memorialize the reason that they rejected the applicant in writing. If you are utilizing written screening criteria-which I hope everyone is-then a copy of the criteria is the perfect place to record the reason for denial. Simply circle the specific criteria that the applicant failed to meet. You should also attach any supporting documentation-such as a copy of the applicant's credit report, **CCAP** printout showing a prior eviction, or notes from your conversation with the current or past landlord.

Note where she/he told you the applicant was always late with paying the rent, etc., etc. Finally, be sure to notate when you made the decision to deny the applicant and when that was communicated to the applicant. You should retain this paperwork for at least three years as this is the statute of limitations for the majority of most fair housing claims. Rejecting a rental applicant can be an uncomfortable situation and even an anxious one if you are not educated about written screening criteria and when you can legally reject an applicant.

**Editor's Note:** *Some states require that your rental criteria be shown to all applicants at time of showing the rental. Please check your state laws.*

**Tristan R. Petit, [PetrieStocking.com/attorneys/tristan-r-pettit](http://PetrieStocking.com/attorneys/tristan-r-pettit).**

Reprinted from MR. **LANDLORD & submitted by**  
**Wayde Koehler, Pres, R.E.I.A. of Wayne County**

# Oversight ending for city housing

By Bill Laitner Detroit Free Press

Federal officials are to announce today they've ended oversight of the once-troubled Detroit Housing Commission.

Julian Castro, secretary of the U.S. Department of Housing and Urban Development, plans to make the announcement with Detroit Mayor Mike Duggan at his side, according to a HUD news release.

They'll appear at the community center of Woodbridge Senior Village, a HUD project of subsidized housing that overlooks the Lodge Freeway and is one of Detroit's newer public housing sites - bestknown locally for its streets named after Motown stars.

HUD took possession of the Detroit Housing Commission in 2005 "because of significant regulatory compliance deficiencies, including financial records, distressed physical condition of housing units, and grants that were in default due to the lack of construction progress," the news release said.

Since 2010, the Detroit Housing Commission "has met significant financial and management requirements to fully comply with HUD regulations," the release said, adding that last year, the housing commission "received a passing HUD inspection score for every public housing development for the first time in more than two decades."

Although the mayor appoints its board members, the Detroit Housing Commission is not a city department. Instead, virtually all public housing commissions are independent authorities, authorized by HUD, HUD's Detroit public affairs official George Gonzalez said.

Thus, the housing commission's exit from federal oversight is unrelated to the city's exit from oversight by emergency manager.

Taken from the Free Press & submitted by  
Wayde Koehler, Pres, R.E.I.A. of Wayne County

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**SPEAKERS COMMITTEE**

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*If you have any suggestions for speakers, drop us a line at: [www.reiawaynecounty.org](http://www.reiawaynecounty.org)*

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# NEW RESIDENT ORIENTATION MOVE-IN TIPS

- **Make sure a new resident has the utilities turned on in his or her name before you hand the resident the keys.** And make sure he or she gives you proof. If someone's not able to have the utilities turned on in his name, that's a sign of a bigger problem. Utility companies have deep pockets and access to lots of credit information. Let them work for you, and don't let anyone in your property until he or she has been approved by the local utility companies. The last thing you want is to have your pipes burst in the dead of winter because a resident couldn't have the electricity turned on.
- **Take a picture of every new resident when he or she signs the lease.** This may seem silly if you have only one or two rentals, but as your business grows, it will be harder and harder to remember faces. If you have a picture attached to each lease, you know who's entitled to be on your property and who isn't. If there's ever a dispute, having that picture can save you a lot of headaches.
- **Create a welcome pack to give to new residents.** It doesn't have to be fancy, but if you give your new residents a professional-looking packet that includes information such as addresses and phone numbers for the local utility and telephone companies, it will create a lot of goodwill. You might even include information such as when the trash is picked up, or who to call when something goes wrong. They'll appreciate anything you can do to make their lives simpler. Moving is always stressful, and even the smallest gesture will leave a lasting impression on your residents.
- **Videotape your move-in inspections.** This allows you to make sure your property is in perfect shape and protects you. Video recordings protect you from allegations that things were not as they should have been. Video cameras and memory cards have become so inexpensive that there's no reason to not record your inspections.

Take advantage of this technology and record your residents inspecting your property. **When you have your new resident orientation, be sure to cover the subject of eviction and how it affects your residents.** You don't want to dwell on the negative, but you do want your residents to understand what happens if they don't pay their rent. Leasing a place to live is an important commitment, and you want to be sure everyone's on the same page.

Steven VanCauwenbergh, The Savvy Landlord, available at [Landlord Books.com](http://LandlordBooks.com)

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# No Interest loans will help with repairs

Low-income Detroit households and neighborhoods to get aid

By Matt Helms - Detroit Free Press

Low-income Detroit households and those in neighborhoods with high poverty rates will be eligible for \$8 million in no-interest loans for home improvements such as repairing roofs, replacing windows and fixing plumbing, Mayor Mike Duggan announced Tuesday.

The Duggan administration partnered with Local Initiatives Support Corp., a nonprofit that helps bring together resources to revitalize distressed neighborhoods, along with Bank of America to launch the program. It will allow income-eligible homeowners access to loans between \$5,000 and \$25,000 for home repairs and improvements, with borrowers having to pay back only the amount they borrow.

The loans are targeted at homeowners who earn up to 80% of a median income of \$54,150 for a family of four, or \$37,950 for a single person, as well as targeted low-income areas of the city where all homeowners are eligible regardless of income. Duggan said the program will help tackle blight while also giving a loan option to homeowners who want to stay and invest in their houses but can't get traditional financing because the city's property values deteriorated so deeply during the national recession.

"Establishing this loan fund will generate a wave of home improvement work across the city that will raise property values and strengthen neighborhoods," Duggan said, adding that his administration worked closely with the U.S. Department of Housing and Urban Development to ensure access to loans to as many Detroiters as possible.

Funding will come from \$4 million in community development block grant funds from HUD and \$4 million from Bank of America. LISC will use that money to provide the loans to qualified homeowners. The Duggan administration said it has partnered with more than a dozen local community nonprofit groups - including Bridging Communities, Jefferson East Inc. and U Snap Bac, to help with outreach and to assist homeowners in filing necessary intake forms and applications.

Loans must be repaid in 10 years and be used on eligible projects including correcting health or safety hazards.

Reprinted from the Detroit Free Press & submitted by Wayde Koehler, Pres, R.E.I.A. of Wayne County

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## HOW TO APPLY

Information on how to get zero-interest home-repair loans is available at [www.DetroitHomeLoans.org](http://www.DetroitHomeLoans.org) or by calling 211 to speak to intake coordinators. Intake centers will be set up at 14 locations citywide.

Information sessions will be:

- 6-7 p.m. Thursday at Northwest Activities Center, 18100 Meyers, and Patton Park Recreation Center, 2300 Woodmere.
- 11 a.m.-noon Saturday at Don Bosco Hall, 19321 W. Chicago, and at Heilmann Recreation Center, 19601 Crusade



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— WEB SITE CORNER —

This new column of useful website addresses is a new addition to our newsletter format. If you wish to have a website featured in this column please email reianews@aol.com

- www.reiafoakland.com ..... REIA of Oakland.
- www.nationalreia.com ..... National Headquarters
- www.irs.gov ..... IRS web site
- www.bendover.com ..... Govt. Red Tape Help
- www.taxsites.com ..... Tax and Accounting
- www.unclefed.com ..... Online Tax Resource
- www.courts.michigan.gov/ ..... Michigan Courts
- http://www.michigan.gov/taxtrib ..... Tax Appeals
- http://www.ask-the-rehabber.com**

**State Criminal Records:**

- www.state.mi.us/mdoc/asp/otis2.html ..... Offender Tracking System (OTIS)
- http://apps.michigan.gov/ichat/home.aspx ..... Criminal History Check (ICHAT)
- http://www.oakgov.com/crtsOO04/main ..... Oakland County District Court Case Search
- www.mipsor.state.mi.us/ ..... Michigan Sex Offender: (PSOR)

**Are You Looking For Houses To Buy???**

- www.realtor.com
- www.buyowner.com
- www.fsbo.com
- www.hud.org
- www.historicproperties.com

**Are you looking for comps?**

- www.homeradar.com
- www.realestate.yahoo.com/realestate/homevalues

**Need to find someone?**

- www.555-1212.com
- www.anysho.com

**Lead Base Paint Pamphlets?**

- www.hud.gov.lea



**Need to E-mail any questions or articles or anything for us?? Our web address is [ApPrint1@aol.com](mailto:ApPrint1@aol.com) Send us your email for meeting reminders and to get your newsletter sent to you. Or fax your email address to us at 313-386-7600 or [reiaawaynecounty.org](http://reiaawaynecounty.org) or 24hr recording (313) 437-2945**

— **MEETING AGENDA** —

**RED LOBSTER ON EUREKA • SOUTHGATE**

*Next to 7-11, near Trenton Rd.*

**6:00 - 7:15 ... Dinner and Networking**

**7:30 - ..... Meeting — (\$20.00 FOR GUESTS)**