

# REIA

REAL ESTATE INVESTORS ASSOCIATION  
WAYNE COUNTY

WEBSITE: [reiawaynecounty.org](http://reiawaynecounty.org)  
FACEBOOK: Wayne County REIA of Michigan  
24 hr info line: 313-347-1401  
Fax: 313-386-7600

MAILING: **P.O. Box 5341**  
**Dearborn, Michigan 48128**

Volume 29

November 2013

Number 10

## NEXT MEETING

**TUESDAY NOVEMBER 5, 2013**

**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

## SPEAKER/TOPIC

**Patrice Suggs**

**HEC Outreach Coordinator**

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**Then Our Open Forum!**  
**2 Part of the Meeting**

For Any Questions Please Call:  
Wayde Koehler, President 313-277-4168

## It's that time again!!

We are looking for a few new Board Members. If you or someone you know would make an excellent addition to, contribution to, and want to participate in the growth and expansion of REIA of Wayne County, please submit their/your name(s).

They must attend at least, 2 Board Meetings (October & November 2014)

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

Hosted by our Vice President  
**Bill Beddoes**

### WHERE

**Red Lobster@6pm - 9pm**  
**13999 Eureka Road, Southgate**

### 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!

No admittance fee, 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.

# 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

Make Check Payable to: REIA — (313) 347-1401 Fax: (313) 386-7600

Name \_\_\_\_\_ Spouse \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone No.: Home \_\_\_\_\_ Work \_\_\_\_\_

How did you hear about us??: \_\_\_\_\_ Referred by a member?? Their Name \_\_\_\_\_

Business Name(if applicable) \_\_\_\_\_

**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??**

## Real Estate Investors Association of Wayne County

P.O. BOX 5341 • Dearborn, Michigan 48128  
R.E.I.A. 24 hr INFOLINE • (313) 313-347-1401  
24hr Fax Line: (313) 386-7600

WEBSITE: [www.reiawaynecounty.org](http://www.reiawaynecounty.org)

Facebook — **Wayne County REIA of Michigan**

## NEXT MEETINGS

### MONTHLY MEETING

- Tuesday November 5, 2013
- Tuesday December 3, 2013

**INVESTOR GET-TOGETHER — NOV 19TH**

### BOARD OF DIRECTORS

- Tuesday November 12, 2013
- Tuesday December 10, 2013

#### **\*\* OFFICERS \*\***

<b>PRESIDENT</b>	<b>WAYDE KOEHLER</b>	<b>(313) 819-0919</b>
<b>TREASURER</b>	<b>WAYDE KOEHLER</b>	<b>(313) 277-4168</b>
<b>VICE PRESIDENT</b>	<b>BILL BEDDOES</b>	<b>(734) 934-9091</b>
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<b>SECRETARY</b>	<b>Bill Dufrin</b>	<b>(517) 896-0516</b>

#### **\*\* TRUSTEES \*\***

Jerry Kirschner	248-867-0744	Josh Sterling	530-314-9586
Richard Nagy	734-283-1754	Rose Papp	313-383-6592
Bob Cousino	734-782-1847	Diane Barcalow	734-626-4444

**This newsletter is warranted to be free  
from defects but NOT Guaranteed!!**

— LIBRARY - Keith Lenard 1/2 hr before Meeting —  
ASSISTANT: ----- MARGE MARTIN

**WWW.REIAWAYNECOUNTY.ORG**

# CHRISTMAS PARTY

The 4th Annual REIA Christmas Party is almost upon us, and thanks to amazing negotiation, this year is looking better than last!!



The Same great spread (appetizers, all-you-can-eat buffet and Open Bar!) as last year, but with a BIG BONUS this year!

Register before December and get your tickets for \$25 (\$35 at the door) and a FREE GIFT of your choice!!

Don't miss this opportunity! Everyone is welcome, investors and non-investors alike! Hope to see you all there!!

William Dufin  
REIA Board Member

**Don't forget about  
the election at  
the party also.**

## **The 4th Annual Christmas Party December 3rd 2013**

*It will be held at  
Crystal Gardens  
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### **DISCLAIMER**

Any opinions expressed in these articles are not necessarily the opinions of the Real Estate Investors Association of Wayne County. (R.E.I.A. of Wayne County) This information is designed to provide accurate and authoritative information in regard to the subject matter covered. It is offered with the understanding that the authors are not engaged in rendering legal, accounting or other professional service. If legal advice or other expert advice is required, the services of a competent professional should be sought. Members and Guests should consult an attorney, accountant or other professional before making an investment decision. All Members and Guests assume the risk of making their own investment decisions.

# Landlord May Be Liable When A Tenant's Facebook Harassment Leads To A Rape

If you're a landlord, what should you do if you learn that a resident is harassing another tenant on Facebook or other social media websites? If your answer is "nothing," you might be making a mistake, as illustrated by a recent case from an Ohio appellate court.

The case involves the interactions between Haynes, the live-in boyfriend of Schmidt (who was on the lease, while Haynes wasn't), and Lindsay, another tenant who lived in the apartment right directly above. Lindsay repeatedly complained about the noise coming from Schmidt's apartment, and in response Lindsay alleged that Schmidt and Haynes retaliated in a variety of ways, including loudly banging on her door and screaming at her. Subsequently, Lindsay received a pseudonymous message at her Facebook account asking her to have sex and linking to a pornographic video depicting people who looked similar to Lindsay and Haynes. In response to Lindsay's repeated questions, Haynes didn't admit to being the author of the Facebook messages, but Lindsay had numerous reasons to believe it was him.

Lindsay provided the Facebook transcript to the landlord and allegedly asked to be released from her lease because she feared Haynes. Instead, the landlord recommended she contact the police (which she did) and moved her to another apartment in the complex. The landlord also allegedly told Haynes and Schmidt that it was moving Lindsay and warned them to leave Lindsay alone. The landlord discovered Haynes wasn't on the lease and told him he'd have to leave. Haynes tried to get onto the lease but his credit wasn't approved, so the landlord didn't add him to the lease but also didn't evict him.

A few days after Lindsay's relocation, Haynes raped Lindsay in her new apartment. He was convicted of this crime and received a 9 year jail sentence. Lindsay then sued the landlord for mishandling the situation.

The court starts with the premise that "landlords do not have a duty to protect their tenants from the criminal acts of third parties." However, an exception applies "when the landlord should have reasonably foreseen the criminal activity and failed to take reasonable precautions to prevent such activity." The appellate court says that a jury might find that the landlord didn't satisfy its obligation because it knew Lindsay was frightened of Haynes and he had demonstrated "dangerous propensities" towards her.

With respect to the Facebook message exchange, the court says Lindsay had "a shock of terror" realizing that Haynes had tracked down her online identity and knew so much about her. Lindsay also said she told the landlord that Haynes was "stalking" her on Facebook. The court summarizes: "While Haynes' Facebook communication alone did not rise to the level of criminal activity, it nonetheless made Towne Properties management even more aware of why Lindsay feared Haynes, and aware of Haynes' escalating behavior toward Lindsay." As a result, the court sends the case to a jury trial.

**HOPE YOU CHECKED OUT  
OUR LIBRARY!**

*Our Library will be available (for 1/2 hr) before our meeting or reserve a book by calling 734-778-0823 or [kal70rs@aol.com](mailto:kal70rs@aol.com)*

**7:00 pm - 7:30 pm**

## **NEW Member Application**

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This is a terribly tragic situation, and it's tempting to second-guess the landlord's decisions. However, the landlord didn't ignore Lindsay's complaints; it took a series of remedial steps and directed her to the police who could provide more help. I imagine many landlords questioning "what more would I have done?" Obviously the landlord could have let Lindsay out of the lease, but landlords can't just tear up leases when tenants say they feel unsafe in their apartments, especially when there hadn't been any overt threats. I don't understand why the landlord considered

adding Haynes to the lease rather than banning him from the property, but I could see landlords deferring to the police after the matter was referred to them. I can see how the landlord might have thought that warning Schmidt and Haynes to stay away from Lindsay was an appropriate step, but the court said that it may have made matters worse.

For me, the key issue is that Haynes' Facebook messages "escalated" a bad (but possibly routine) tenant dispute about noise into an online privacy intrusion. The court's opinion never says that Haynes admitted authoring the messages (presumably, that wasn't confirmed until after the rape), so I can understand why the landlord didn't want to over-assume who wrote the messages. Still, the case suggests that the combination of the tenant's fear for her physical safety, plus the invasion of the tenant's online privacy while she was inside her apartment, creates an unacceptable

environment that landlords shouldn't ignore.

I got the following comments from Lindsay's lawyer, Dennis Deters:

*"my client is relieved that the 12th District Court of Appeals has given her back her "day in court". Of course she is also pleased to have won a victory for victims like herself here in Ohio....In this case, the Landlord knew of a clear risk of harm to my client after months of fear and intimidation by the Defendant Haynes. They failed her and we look forward to telling her story to the jury."*

Case Citation: Lindsay P. v. Towne Property Asset Management, 2013-Ohio-4124 (Ohio Ct. App. Sept. 23, 2013).

Reprinted from Forbes, Eric Goldman, Contributor & Submitted by Wayde Koehler, Pres. REIA of Wayne County

## MINIMUM CHARGES RESIDENTS WILL BE BILLED IF DAMAGES

This list is an addendum to the move-in inspection form. It is provided at move-in and move-out so you are aware of the cost of property damage, If damages occur during your tenancy, these are the estimated minimum charges which you will be billed at time of occurrence, if we have to have someone do the work. Hopefully, you can avoid these expenses and do what is necessary to properly maintain the property and get all your deposit back.

### **Cleaning/Upkeep (per occurrence if damages occur during tenancy and we have to correct them)**

General cleaning of the entire apartment .....	\$25 per room
Additional extensive cleaning needed .....	\$75 to \$100
Appliances - Refrigerator / Stove / Oven .....	\$35 per appliance
Carpet cleaning and/or Deodorizing .....	\$75 per room
Extensive carpet cleaning due to animals .....	\$150
Yard Upkeep / Mowing .....	\$50 per occurrence

### **Damages**

Remove crayon marks .....	\$25
Small hole repairs .....	\$25 per room
Repair large drywall hole .....	\$60 per hole
Replace interior/exterior door .....	\$75/\$250
Replace sliding glass door .....	\$150
Replace faucets .....	\$50
Replace bathroom mirror or cabinet .....	\$50-\$75
Replace Shower heads .....	\$25
Replace toilet .....	\$175
Replace garbage disposer .....	\$150
Replace countertop .....	\$250
Repair window pane .....	\$150 to \$200
Replace blinds/screens .....	\$25 per set
Replace Tile/linoleum .....	\$150
Replace/repair dishwasher .....	\$175
Replace hardwood refinishing .....	\$175 per room
Repair chip in porcelain fixtures .....	\$50

### **Missing Items**

Light fixture globe .....	\$15
Light fixture .....	\$50
Replace key/deadbolt lock (lost key) .....	\$35
Replace shower curtain, rod or towel bar .....	\$25
Replace refrigerator or oven shelves .....	\$25 per

### **Additional Charges**

Painting of home/apartment needed .....	\$100 per room
Touch up painting required only for select markings .....	\$50 per room
Extensive painting/prep because of smoking .....	\$150
Replace smoke detector .....	\$35
Replace doorbell or mailbox .....	\$35
Remove junk, large items or debris left in home .....	\$75
Fumigate for fleas .....	\$150
Replace thermostat .....	\$75
Clear toilet or drain stoppage .....	\$75

Resident agrees that subject to the conditions above, the deposit will be refunded in full within ..... days after vacating premises. It's understood that the above amounts are minimal charges.

Resident(s): \_\_\_\_\_ Date: \_\_\_\_\_

**Sample form by Jeffrey Taylor, author of *The Landlord's Kit (with 180+ rental forms/letters)*, available at [Landlordbooks.com](http://Landlordbooks.com)**

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## BOARD MEMBERS INFORMATION

<u>NAME</u>	<u>PHONE</u>	<u>EMAIL</u>
Wayde Koehler .....	313.819.0919 .....	housemgt@comcast.net
Bill Beddoes .....	734.934.9091 .....	billbeddoes@me.com
Bill Duftrin .....	517.896.0516 .....	william.duftrin@gmail.com
Josh Sterling .....	530-314-9586 .....	jsterling20@hotmail.com
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Jerry Kirschner .....	248-867-0744 .....	gkirsch888@aol.com
Rose Papp .....	313.383.6592 .....	rosep2962@yahoo.com
Bob Cousino .....	734.782.1847 .....	bojic@att.net
Diane Barcalow .....	734.626.4444 .....	dbarcalow@yahoo.com

## LANDLORD TO LANDLORD OVERCOMING OBJECTIONS

### Dear Colleague,

When you show a property to prospective residents, you'll inevitably face some objections. You may even hear a laundry list of why your property isn't good enough for them. Some people will have valid concerns, but others will just be trying to negotiate. Still, other people will just complain because it's in their nature. Regardless of why people raise concerns, if you're prepared, you can counter these objections and turn those prospects into paying residents (the ones who have valid concerns, not the perpetual complainers who you don't want).

You might hear prospective residents say that the property is dirty, it needs repair, or that the carpet needs to be cleaned or replaced. None of these should ever be a real concern because you should never show anyone a property that's not in "move-in" condition. Never allow anyone inside one of your properties if it desperately needs to be repainted or the carpet is soiled or outdated. In most cases, you have only one chance to make a first impression with the type of residents you truly want, so you always want to put your best foot forward. If you show a prospect a property that's not ready to be lived in, you may have just lost all the time and energy you spent on getting an ideal prospect to the property. Even if you tell them, "This will all be fixed before you move in," you've put yourself in a bad situation. Avoid that by taking care of any needed cleaning or repairs before an applicant sees a property.

Some residents will complain about the kitchen or appliances. They may tell you the kitchen is too small, or say that the appliances are old or the wrong color.

Or they don't like them because they're electric and not gas. Obviously, it would be prohibitive to replace the appliances every time you rent to a new resident. I also wouldn't recommend replacing a new stove so long as it works. You might tell the prospect that many people prefer smaller kitchens because they're easier to navigate and they don't take floor space away from a dining room. Or

mention that electricity is safer and cleaner than gas, and that's an added benefit to the property.

You might hear someone say the closets or rooms are too small. Small rooms are more efficient and cheaper to heat and cool. Smaller closets mean that the rooms are larger. You can also solve issues about closet size by going to your local hardware store and investing a few dollars in an efficient shelving system that will maximize the space you have.

Once again, if you've done your homework, you can counter virtually any valid objection a prospective resident throws your way. And after you've gained enough experience renting to people, you'll know when someone has a real objection and when he's trying to negotiate. **The key is to have information at your fingertips.**

Interestingly, I rarely hear someone complain about the rent. However, this is one area where other investors receive a lot of questions. I've always been insecure about raising the rent, and I may undercharge for many of my properties. However, high rent is a very common issue. High rent is such a common issue that a man recently created a political party called "The Rent Is Too Damn High Party". I don't know how serious he was about running for office, but the issue was important enough that the party was featured on nearly every national news channel.

If you've done your homework (including reading my book, **The Savvy Landlord**) and understand your property's market, you'll be able to explain your rent charges to prospective residents. If you know that there are four similar rental houses in the area and you charge the same amount of rent as the owners of the other properties, you can explain this. Or if your property has more square footage or more bedrooms than other houses in the area, you can use that to overcome a concern about the rent.

By Steven Vancauwenbergh, author of **The Savvy Landlord**, available at [LandlordBooks.com](http://LandlordBooks.com).

Taken From Mr. Landlord & Submitted by Bob Cousino



## PROCEDURES

# MOVE-IN INSPECTION

The number one source of resident/landlord disputes is the disposition of the resident's security deposit. Many of these potential problems can be resolved with proper procedures even before the resident takes possession of the rental by using a move-in/move-out inspection checklist. This form is an excellent tool to protect you and your resident when the resident moves out and wants the security deposit returned.

Let's say you have a move-in/move-out inspection checklist with three columns labeled, "Condition on Arrival/Move-in," "Condition on Departure," and "Estimated Cost of Repair/Replacement". The first column of the checklist is **where you can note the** condition of the rental home before the resident actually moves in. The last two columns are for use when the resident moves out and you inspect the rental with the resident again. Often, you won't immediately know the estimated cost of repair or replacement, so you can complete that portion of the checklist later and then include a copy when you send your resident his or her security deposit disposition form.

When properly completed, the inspection form clearly documents the condition of the rental upon acceptance and move-in by the residents and serves as a baseline for the entire residency. If the resident withholds rent or tries to break the lease claiming the rental home needs substantial repairs, you may need to be able to prove the condition of the rental upon move-in. When the resident moves out, you'll be able to clearly note the items that were damaged or were not left clean by the vacating residents so you can charge them the maximum allowed under your state or local laws.

The move-in/move-out inspection checklist is just as important as your lease or rental agreement. The **purpose of the inspection** is not to find all the items that you or your maintenance person forgot to check, because you should have already been through the rental home looking carefully to ensure that it met your high standards. The purpose of the inspection is to clearly demonstrate to the resident's satisfaction that the rental home is in good condition except for any noted items.

The move-in/move-out inspection checklist is unique in that you will use the form throughout the entire residency-upon initial move-in, during the residency (if there are any repairs or upgrades to the rental home), and when the resident finally vacates the rental. Be sure to give your residents a copy of the completed and signed form for their records.

You need to physically walk through the rental with your new residents and guide them through the inspection form. Let the residents tell you the conditions they observe and make sure that your wording of the noted conditions and comments are **detailed and that they accurately** describe them.

Print legibly and be as detailed and specific as possible noting the condition of each item. Be sure to indicate which items are in new, excellent, or very good condition as well as noting any items that are dirty, scratched, broken, or in poor condition. For example, rather than generally indicate that the oven is "broken," be specific and note that the "built-in timer doesn't work". The oven works fine but the residents know that they need to use a separate timer and that they will not be held responsible for this specific item upon move-out. Be particularly careful to note the property condition regarding any mildew, mold, pest, or rodent problems, because these are health issues that must be addressed immediately before the resident takes possession.

Although a good checklist clearly documents all damaged or sub-standard items, you should not overlook the importance of noting a detailed description of the items that are in good condition.

If the flooring in the kitchen is new, be sure to indicate that on the form. Many disputes can be resolved if the inspection checklist specifically notes the condition. If you only comment on damaged items, the court may conclude that you didn't inspect or you forgot to record the condition of a component of the home that you are now claiming was

*(continued from Move In Inspections)*

damaged by the resident. You may think that everyone knows and agrees that all items without any notation are in “average” or “okay” condition, but the resident will likely tell the court that the item was at least somewhat dirty or damaged and that you should not be able to collect for that item.

You and the resident should complete the inspection form together prior to or at the time of move-in. If it is impossible for you to do this walk-through with your resident than you should complete the move-in/move-out inspection checklist and ask that all adults to review and sign the form as soon as possible upon move-in. Inform the residents that you will be glad to deliver the mailbox key after you have the approved form in hand. I never seem to get anything but bills and junk mail, but I have learned that the mailbox key is very important to residents and is a useful tool to motivate the resident to promptly review and approve the inspection form.

When used properly, your move-in/move-out inspection checklist will not only prove the existence of damage in the rental home, but it can pinpoint when the damage occurred. Don't fall for one of the oldest resident ploys in the book. Residents often try to avoid walking the rental home with you upon move-in because they want to wait and be able to avoid charges for damage that occurs during their actual move-in.

You must require the residents to walk through the rental premises and all agree that all items are in undamaged condition *before they* start moving in their boxes and furnishings. If you discover any problems during your walkthrough, note them on the inspection form and take steps to have them corrected, unless it is not economically feasible.

For example, you may have a hairline crack along the edge of the bathroom countertop. If you have determined that it would be too costly to refinish or replace the countertop, just note the condition on the inspection form so that your resident is not charged in error upon move-out. Be sure that your move-in/move-out inspection checklist reflects any repairs or improvements made after the initial walkthrough inspection. For example, if you and your residents noted on the form that the bathroom door didn't lock properly, you would have that item repaired and you would need to update the inspection form and have your resident initial the change. Or you may install new carpeting or make other improvements that should be reflected on the inspection form. Always be sure to note the condition of the carpets and floor coverings, because this is one of the most common areas of dispute with residents upon moveout. Although residents should not be charged for ordinary wear and tear, if they destroy the carpet they should pay for the damage. Indicate the age of the carpet and whether it has been professionally cleaned as part of your rental turnover process. When a resident leaves after only six months and has destroyed the carpet, you can be sure that his or her memory will be that the carpet was old, dirty, and threadbare. The resident's selective memory will not recall that the carpet was actually brand new or at least in very good condition and professionally cleaned upon move-in. Another excellent way to avoid disputes over security deposits is for you to take photos or videotape at the rental home before the resident moves in. In addition to your inspection form you will have some photos to help refresh the resident's memory or to show the court if necessary.

By Robert Griswold, *Property Management for Dummies*, available at [LandlordBooks.com](http://LandlordBooks.com).

Reprinted from Mr. Landlord and submitted by Bob Cousino —  
MRLANDLORD.COM

### **MONTHLY ACTION CHECKLIST**

- **For your properties, already plan in advance how you will respond to the most common objections.**
- **Do periodic inspections to check for early signs of slob behavior (especially within 90 days of move).**
- **Review and update your move-in procedures and forms to make sure both are thorough enough.**



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(313) 962-0581 fx

- **John Payne**  
(313) 562-5700

- **Gary Segatti**  
(248) 808-2711

- **Aaron D. Cox**  
(734) 287-3664

- **RealChek, Thomas Moorhead**  
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### Section 8 Questions???

Call **Jane Scarlett**

Wayne Metropolitan Community Action Agency  
Housing Agent for the Michigan State Housing  
Development Authority

734-284-6999

jscarlett@waynemetro.org

Wayne Metropolitan  
Community Action Agency

05/14

## SPEAKERS COMMITTEE

Wayde Koehler

313-819-0919

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

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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](mailto:reianews@aol.com)

[www.reiaofOakland.com](http://www.reiaofOakland.com) ..... REIA of Oakland.  
[www.nationalreia.com](http://www.nationalreia.com) ..... National Headquarters  
[www.irs.gov](http://www.irs.gov) ..... IRS web site  
[www.bendover.com](http://www.bendover.com) ..... Govt. Red Tape Help  
[www.taxsites.com](http://www.taxsites.com) ..... Tax and Accounting  
[www.unclefed.com](http://www.unclefed.com) ..... Online Tax Resource  
[www.courts.michigan.gov/](http://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](http://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/](http://www.mipsor.state.mi.us/) ..... Michigan Sex Offender: (PSOR)

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[www.buyowner.com](http://www.buyowner.com)  
[www.fsbo.com](http://www.fsbo.com)  
[www.hud.org](http://www.hud.org)  
[www.historicproperties.com](http://www.historicproperties.com)

***Are you looking for comps?***

[www.homeradar.com](http://www.homeradar.com)  
[www.realestate.yahoo.com/realestate/homevalues](http://www.realestate.yahoo.com/realestate/homevalues)

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— **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)**

## PROPERTY MANAGEMENT THE SLOB ELIMINATION PROGRAM PART 2

Nice is nice, but clean is mandatory. Slobs can be nice. Slobs can appear to be normal. Slobs make up great excuses and wonderful stories exonerating them from all blame.

Nice, personal appearance, excuses, and stories are optional. You rent a house. Houses don't need nice, personal appearances, excuses, or stories. Houses need clean. I'll say it again-Clean is mandatory.

Research the prospective resident's application like you're Sherlock Holmes. Call their current and previous landlords. The current landlord may want to get rid of them, so he or she may lie, or just not return your calls, The previous landlord is better bet, but you must persist. It's important.

Also, Slobs sometimes go from job to job, have evictions, or eviction filings, or have criminal records. These are all red flags.

The next five points relate to a situation where you find that your current resident is a Slob. The following details a Slob's discovery, tracking, correction or eviction.

1. **30-Day visit Walk through the house (like Home Visit, but more relaxed; we are looking for Slob evidence) 30 days after the move in.** In the selection process, if we have made a mistake, it will now show. If there are problems at the rental home then take pictures.

Mail a Violation of the Lease with the pictures, and hand the resident a 3-5 day notice to correct the problems. Why do I say "problems" in plural? With Slobs its always plural. After the above steps, re-inspect the rental.

If the Slob resident hasn't solved the problems then take more pictures to prepare for step #4 on the following page. At this point the resident understands that you are serious.

2. **Bill them** - When we find resident-caused problems that we repair or replace (other than normal wear-and-tear) we bill the resident according to the prices he or she has already agreed to in the lease. Small or large, it doesn't matter. Take smoke detectors for example. We use the \$20 (our cost) lithium-sealed battery smoke detectors by Kiddie. If they're discovered missing, the resident is billed \$40. And if the resident doesn't pay, we bill them again. Still no payment? After the resident receives a stern WARNING letter, I file in district court ("Tenant Charges" Part IV Section B of my lease has a full 8 1/2 x 11 page of prices for just about anything, which the resident has signed and agrees to pay if damaged).

***(continued next page #3)***

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*(continued from Slob Elimination Part 2)*

3. **File in district court for possession and a monetary judgment for the damage** -Let's review. Let's say you have found Slob problems in your rental. You've taken pictures, issued a Violation of the Lease, re-inspected the home, and the violations persist. You must now file for possession and a monetary judgment in district court.

Have at least 12 pristine color photos of the house before the resident moved in, 4 to a page, on 3 sheets of 8 1/2 x 11 photo paper. In contrast, show the judge that you have pictures of the problems/damage to the current rental. The resident is mailed a copy of the filing, then receives the Notice from the court with an appearance date. This threat of eviction may coerce the Slob to adhere to the lease and solve the problems, and pay what is owed to you. Sometimes this is not the case. If not, go to court and win a judgment; but most importantly possession. The Slob may then repent. If not, evict.

4. **Resident Ratings** - Residents are rated 1-2-3 scale (1 -Excellent, 2-Good, 3-Not acceptable) on a rolling year-to-year judgment based on cleanliness, damage, and problems. Watch the 3s closely. Stop in to casually inspect the rental. Conduct a drive-by inspection looking for telltale signs. A handyman contractor at our office gives us feedback on cleanliness, damage, crowds and pets.

During an annual municipal or Section 8 inspections, the landlord, property manager or assigned contractor attends the inspection of the 3-rated homes, looking for problems. 5.

**Discipline and Will** - As the landlord you have the lease, the law, the courts, and pictures. The resident has excuses and stories. But the landlord must also have the discipline to follow procedures, enforce the lease's standards, and the will to win. Without those, the 1-5 points mentioned above don't matter.

The Slob Elimination Program is proactive. Try your best to eliminate the Slob before they move in. But if you make a mistake, pounce before it gets out of hand.

Remember - it's a matter of SURVIVAL! By Joseph Neilson, author of *Buy & Rent Foreclosures*, available at [LandlordBooks.com](http://LandlordBooks.com).

*Reprinted from Mr. Landlord and submitted by Bob Cousino — MRLANDLORD.COM*

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QUESTION & ANSWER

CHANGING LOCKS BETWEEN TENANTS IS THE QUESTION

Q: Are landlords required to change locks between tenants? I am in a situation where I know the tenants have been trustworthy and returned all the keys, but I wonder if there's a legal obligation to change the locks anyway. Can new tenants request this service upon their occupancy? I am in the state of Washington, and our landlord-tenant laws do not mention a thing about changing locks.

-K N., Washington

A: Whether there's a law in your state about changing locks between tenancies or not, I recommend that you change them every time there's a change in tenancy, no matter what. Your former tenants may be wonderful people and think that they have returned every key to you, but what about their good-for-nothing, cocaine-snorting nephew who stayed with them for a time? Might he still have a key?

Landlords have enough worries. You shouldn't be worrying about whether there might be an unauthorized key circulating somewhere, and you won't be if you simply change the locks whenever a tenant moves. Not only is changing locks cheap insurance against one more landlording worry, it shows your new tenants that you know what you're doing as a landlord and that you care about their security. Leigh Robinson,

*What's A Landlord To Do? available at [LandlordBooks.com](http://LandlordBooks.com)*

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- **Macomb Property Owners Association**  
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For More Info Call: 586-977-7372
- **Monroe County Landlord Association**  
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(734) 457-5758
- **American Landlord Association**  
Northwest Activity Center  
877-247-3372
- **Real Estate Investors Association of Wayne County (REIA of Wayne Co)** *1st Tuesday of every Month*  
6:00 pm Networking @ Red Lobster, Southgate  
7:15 Announcements  
7:30 pm Meeting  
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- **Real Estate Investors Association of Wayne County (REIA of Wayne Co)** *3rd Tuesday of the Month*  
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517-596-2592
- **Toledo Real Estate Investors**  
*Sullivan Hall @Gescu Parish*  
*2049 Parkside @Bancroft*  
6:45 pm Meeting  
(419) 283-8427
- **Southeast Michigan Real Estate Investor Association**  
*39555 Orchard Hill Place*  
*Novi, Michigan*  
(248) 692-1100

**OUR WEBSITE!!!**

**[www.reiawaynecounty.org](http://www.reiawaynecounty.org)**

*A TOUCH OF HUMOR:*

## POLICE EMERGENCY

This is the true story of George Phillips of Meridian, Mississippi, who was going to bed when his wife told him that he'd left the light on in the shed. George opened the door to go turn off the light, but saw there were people in the shed in the process of stealing things.

He immediately phoned the police, who asked, "Is someone in your house?" and George said no and explained the situation. Then they explained that all patrols were busy, and that he should simply lock his door and an officer would be there when available.

George said, "Okay," hung up, counted to 30, and phoned the police again.

"Hello, I just called you a few seconds ago because there were people in my shed. Well, you don't have to worry about them now because I've just shot them all."


Then he just hung up the phone. Within five minutes three squad cars, an armed response unit, and an ambulance showed up. Of course, the police caught the burglars red-handed.

One of the policemen said to George: "I thought you said that you'd shot them!"

George said, "I thought you said there was nobody available!"

Submitted by Charyl Wozniak - Taken from Inspired Lifestyles NL and reprinted from JALA and submitted by Rose Papp

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