



WEBSITE: reiawaynecounty.org
FACEBOOK: Wayne County REIA of Michigan
Wayde Koehler, President 313-819-0919
Fax: 313-386-7600
MAILING: P.O. Box 5341
Dearborn, Michigan 48128

Volume 34

August 2018

Number 7

MONTHLY MEETING

TUESDAY August 7, 2018

NETWORKING & DINNER

*** Leon's Family Dining ***

23830 Michigan Ave, Dearborn

(313) 563-3713

East of Telegraph on Michigan Ave

6:00 - 7:15Dinner & Networking

7:30Meeting Starts

TOPIC — *Our Open Forum*

Bring your questions to ask
our experts!! And we'd love to
hear your stories

**For More Info, Check the Website:
www.reiawaynecounty.org**

For Any Questions Please Call:
Wayde Koehler, President 313-819-0919

**YOU ARE INVITED TO THE
MONTHLY INVESTOR GET-TOGETHER!**
Hosted by our Vice President , Bill Beddoes
RED LOBSTER • 13999 Eureka Rd • Southgate

3RD TUESDAY MEETING
August 21, 2018 @ 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 Call : Bill Beddoes • 734.934.9091

Next Meeting
MONTHLY MEETING
Tuesday August 7, 2018

BOARD OF DIRECTORS
(See Website for location)
Tuesday August 14, 2018

Membership Application

New Member () Renewal ()

ANNUAL DUES Family — \$135.00 - (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 — Wayde Koehler, President 313-819-0919 • 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??

REMINDER!!

Investor Get-Together

RED LOBSTER • 13999 Eureka Rd • Southgate

AUGUST 21ST

3RD TUESDAY OF THE MONTH

Meeting Starts at 6:00pm



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Real Estate Investors Association of Wayne County

P.O. BOX 5341 • Dearborn, Michigan 48128

24hr recording (313) 437-2945/Fax: 313-386-7600

WEBSITE: www.reiawaynecounty.org

Facebook — [Wayne County REIA of Michigan](#)

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Help for renters whose homes are in foreclosure

YOUR TURN

Michele Oberholtzer - Guest Columnist

After a decade in which one in four properties in Detroit have gone through tax foreclosure, there is still a serious lack of information about what to do when your landlord doesn't pay the taxes and the government becomes the owner of your home.

If you happen to live in any of the 15,000 occupied homes, across Detroit that face tax foreclosure by the Wayne County Treasurer this year, you might have some questions about where your property stands and what to do next. That's the kind of work I do at the United Community Housing Coalition, as a housing counselor, and I can help.

If you're a renter in a home that was foreclosed by the Wayne County Treasurer, here are some actions you might wish to take: Check, save and buy.

1. Check

Don't move immediately because you fear eviction, and don't automatically stop paying rent. First, find out for sure if the home that you live in was foreclosed!

Most houses that face tax foreclosure do not actually end up being foreclosed, and renters can get into difficult situations when they stop paying rent or move out in a rush. On the other hand, if the property is foreclosed, renters should not continue to pay rent to someone who is no longer the owner.

Find out if the home was foreclosed by asking the Wayne County Treasurer, visiting United Community Housing Coalition, or texting "Detroit" to "63735". Note that even if the home is in foreclosure now, it's possible that the owner will "reinstate" the property later: in the meantime, renters need to know where they stand based on the best information available today.



2. Save

If the house you are leasing is, in fact, in foreclosure, you should withhold your rent from the landlord you have been paying it to. But to protect yourself, you should also: 1) pay all money owed in rent to an escrow account, and 2) give written notice to the (former) landlord as to why you are doing this.

This is especially important because a former landlord may try to bring an eviction case once they stop receiving rent. If the property is reinstated, the court may order you to pay the back rent.

On the other hand, if the house stays in foreclosure, that escrowed money is yours.

3. Buy

If your house is foreclosed as of the end of this June, you may have a wonderful opportunity to purchase your home.

United Community Housing Coalition has helped 3,000 residents buy the homes they already live in through the tax foreclosure process. This year, UCHC is working with the City of Detroit and foundations to find ways to continue that work.

Even if you don't want to own the home you live in, withholding rent may allow you to save up for whatever is next. If you do buy, you can help reverse the city's loss of homeowners.

*** Additional Tips on next page ***

R.E.I.A. Membership Benefits

- Socializing, Networking, Networking & Networking
- Monthly Newsletter & Guest Speakers
- Court-Approved forms available-(courts.michigan.gov/)
- Liaisons with Local and State Government
- Referrals and Education
- Discount card for Sherwin Williams Paint & Office Max
(ask and have your membership card.)



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Community Action Agency

Jane Scarlett

Director of Housing & Homeless Programs

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Some additional tips — *continued from Help for renters whose homes are in foreclosure*

- **If you ever get eviction papers, take that seriously.** Some people disregard eviction notices after a foreclosure, but you could lose on a default judgment even if the original landlord no longer owns the property.
- **Try to keep your utilities on.** Once water is shut off in a foreclosed home, it can be extremely difficult to get it back on because there will be no active lease or deed to the property.
- **Seek local resources for assistance.**

Lakeshore Legal Aid (888-783-8190) can provide legal counsel for renters whose residences have been foreclosed. United Community Housing Coalition (2727 2nd Ave., Suite 313 in Detroit) for assistance, advocacy, and a chance to purchase your home. UCHC is open every Monday, Wednesday and Friday morning from 9 a.m. to noon.

Since you can't see the future, you won't know with certainty if the home will stay in foreclosure or not, but you can arm yourself with information and understand your options to be ready for what happens. With information and strong support, your foreclosure story may end not with an eviction notice, but with a deed made out to Detroit's newest homeowner.

Michele Oberholtzer is a housing counselor at the United Community Housing Coalition.

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

Real Estate Investors Association of Wayne County

WWW.REIAYNECOUNTY.ORG

LANDLORD TO LANDLORD

SOCIAL MEDIA AND TENANT SCREENING

Dear Colleague,

Many individuals (if not most rental applicants) have a Facebook page, an Instagram page, a Twitter account, or half a dozen other social media presences. For landlords, social media has the potential to provide verification of information provided on applications as well as a glimpse into how the applicant might be as residents. However, it's also a field full of potential landmine issues with fair housing. Here are important things to remember when using social media to screen residents.

Check the same social sites for every applicant

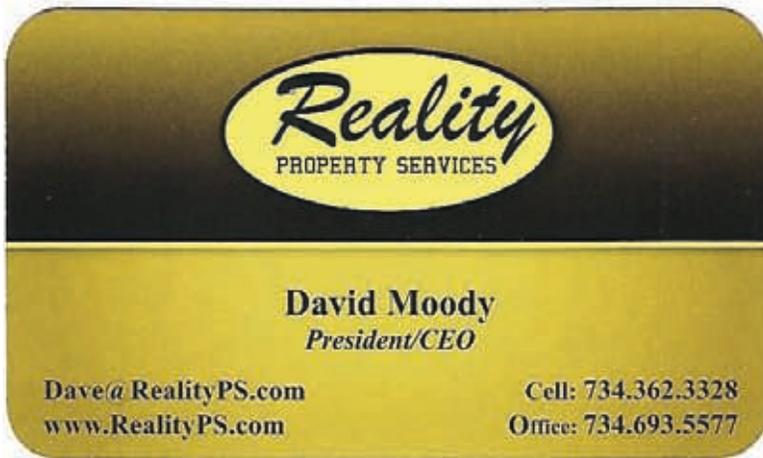
Every applicant should be treated the same, so check the same sites for each potential renter. There are people who feel that conducting a little social media research is a violation of privacy. But if their accounts are public, that information is fair game to not just you, but potential employers, law enforcement, and grandmothers everywhere.

Be clear on what you're looking for on social sites

LinkedIn could be useful as part of the employment verification. Facebook can let you know if a pet exists in their current residence that wasn't on the application. And Instagram may potentially help determine how frequently they throw parties that get out of hand. Know what criteria you're looking for on the social media sites and stick to it.

Document

Fair methods for selecting residents are nondiscriminatory, well documented. All screening methods should be applied uniformly to protect yourself from fair housing complaints. If your research reveals that your potential residents are members of a protected class, take caution.



If it appears that you don't offer the rental on a discriminatory basis, you could be exposing yourself to fair housing complaints and lawsuits. However, if your reasons for selecting different residents are fair, nondiscriminatory, well-documented, and you applied your screening requirements uniformly, you should be protected.

The major drawback with adding social media to your resident screening process is that once you learn something about a potential renter, you can't unlearn or unsee it. More people are turning to social media to express opinions and beliefs. You may disagree with a person's beliefs or life choices that have nothing to do with whether or not they will be a good renter. If these kinds of things are going to affect your decisions, you should probably skip out on the social media check altogether.

Screening residents as thoroughly as possible is simply good business. Social media provides a full picture of potential renters than hard data such as credit reports, income, and rental history alone can not always do.

Article adapted from TurboTenant.com. Reprinted from Mr. Landlord and Submitted by Wayde Koehler, President R.E.I.A. of Wayne County

Lead Classes 4/18

Loren Romain
Senior Instructor

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Facsimile: 248.247.2723
Mobile: 734.216.1822
Loren@RealEstateTrainingForU.com

Around Town with Real Estate Investor Groups

(call each group for details)

- **OAKLAND R.E.I.A.**
www.Reiafoakland.com
- **Macomb Property Owners Association**
Cocktails/Dinner 6-6:30 pm • Meeting 7:00 pm -
For More Info Call: 586-977-7372
- **Monroe County Landlord Association**
6:30-7:30 pm Social/Dinner •
7:30 pm Meeting
(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 @ **Leon's • (313) 563-3713**
23830 Michigan Ave, Dearborn
7:15 Announcements • 7:30 pm Meeting
(313) 347-1401 • 24 hr Answering Machine
- **Real Estate Investors Association of Wayne County** (REIA of Wayne Co)
3rd Tuesday of the Month
Red Lobster • 13999 Eureka Rd • Southgate
- **Jackson Area Landlords**
6:30 pm Meeting
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**
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Novi, Michigan
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4/17



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9/18

Peep Show Sets Turned Into Affordable Housing

Historic Lincoln Park Theater now has 40 lofts, with waiting list

From a thriving theater to a peep show to one of the most highly desirable buildings in the community, the historic Lincoln Park Theater has had quite a run.

The theater's latest incarnation: affordable housing, with a wait list to get in.

There are 40 loft apartments with rents between 30 percent and 60 percent of the area's median income of \$41,557 for Wayne County. Some are designated for people with disabilities and those who were formerly homeless.

It's a big change for the once grand theater on Fort Street near Southfield Road that had become an eyesore in Lincoln Park's downtown area.

The 600-seat art modern theater opened in 1925, showing first-run films for decades.

In 1970s, it became an adult entertainment theater, after legal victories challenging obscenity laws became a boon for the porn industry, said Jeff Day, curator of the Lincoln Park Historical Museum. The same thing happened to many theaters in metro Detroit, including "The Mel" in Melvindale.

After it closed in 2006, Larry Flynt Jr., owner of Larry Flynt Publications, notably Hustler magazine, looked to turn it into a Hustler club. The city of Lincoln Park filed a lawsuit to prevent that from happening.

As part of the settlement finalized in 2008, Flynt's club went to an industrial park in Lincoln Park off of I-75 and Outer Drive. Today, it operates as the DreamGirls Detroit Strip Club.

In return, the city of Lincoln Park had to give the theater to a nonprofit agency for a dollar. The city picked Wayne Metropolitan Community Action Agency, a human service and community development organization, which began an innovative renovation.

Wayne Metro kept the theater's historic facade but converted the facility into 12 affordable housing units, opening in October 2015.

There's been awaiting list ever since.

"We took the theater, took it down to the bones of the theater, and we put units of affordable housing in there," said Maria Harnos, chief development and communications officer

They also purchased a large parcel of land from AutoZone next door and built 26 additional units.

The development features one-, two-, and three-bedroom apartments ranging in size from 712 to 1,016 square feet.

Besides the lofts, the development also features a women's clothing boutique and offices.

"Wayne Metro is the lead for the homeless services continuum of care in Wayne County," Harnos said. "We have shelters, health providers . . . you come in through Wayne Metro's call center and then we place you and get you rehoused."

With the prices in the housing market, skyrocketing, Harnos says that affordable housing is paramount.

"Safe, decent housing is a basic need and a foundation for stability," Harnos said. "Affordable, quality housing provides opportunity for low income individuals and families to move beyond stable, to advance economically and move out of poverty. Affordable housing developments like the Lofts play a significant role in building strong, sustainable, communities."

Brandon Patterson Detroit Free Press -- USA TODAY NETWORK
Reprinted from the Detroit Free Press and Submitted by
Wayde Koehler, President R.E.I.A. of Wayne County



PERIODIC TESTING CAN IMPROVE PROFIT

Things to test when advertising that could affect what/how/where you advertise and possibly boost your profits include:

- * Which has higher occupancy? Two or three bedrooms? Instead of advertising a three bedroom, may be better to advertise two bedrooms and office
- * Who stays longer? Residents with a six month lease or a one year lease?
- * What is the impact of giving residents the option to pay biweekly per month at 50% normal monthly rate.
- * Can I charge substantially more for a furnished home and is it more profitable in the long-run?
- * **Method test:** Where is my money best spent in advertising? Newspaper? Yard signs? Paying someone to post Social Media or On-line listings.
- * **Offer test:** What offer is most appealing? Discounted rent or lower deposit w/5% higher rent?
- * **Choose your neighbor:** Get the neighborhood involved. Incentivize them to bring you referrals for your property. Responsible neighbors have a vested interest in maintaining and improving the quality of their neighborhoods, so that can be a great tact to use.
- * **Frequency test:** Seek to answer basic questions like, What is the best number of times to post on social media, or repost on Craigslist or other online rental listings, or to run an ad in a local newspaper or to distribute flyers throughout the neighborhood, or to send referral bonus reminders to current residents or reconnect and team up with local merchants to promote to their customers?

Adapted from Landlord Marketing Secrets by Drew DeMasters, available at LandlordBooks.com and reprinted from Mr. Landlord and Submitted by Wayde Koehler, President R.E.I.A. of Wayne County

— MEETING AGENDA —

Leon's Family Dining
23830 Michigan Ave, Dearborn
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6:00 - 7:15 ... Dinner and Networking
7:30 - Meeting — (\$20.⁰⁰FOR GUESTS)

January Location on Map w/Address & Above

NEW Member Application

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4/18

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10/17

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9/16

No Changes Needed for LRRP Rule, says EPA

Filed in Business Management, Environmental, Remodelers

A federally mandated review of the Environmental Protection Agency's problematic Lead: Renovation, Repair and Painting Rule has concluded that, despite the lack of an accurate lead paint test kit, the rule should remain the same.

While acknowledging that "a lead test kit meeting the rule's positive response criterion has not come to market," the agency concluded that the benefits of lead-safe work practices "continue to exceed its costs," which NAHB Remodelers have demonstrated can be considerable.

"Of course, we are disappointed that EPA has not yet seen fit to amend the rule, but we will continue to push the agency to direct enforcement to protect the target population the rule was designed for: children under the age of six and pregnant women," said NAHB Remodelers Chair Joanne Theunissen, CGP, CGR.

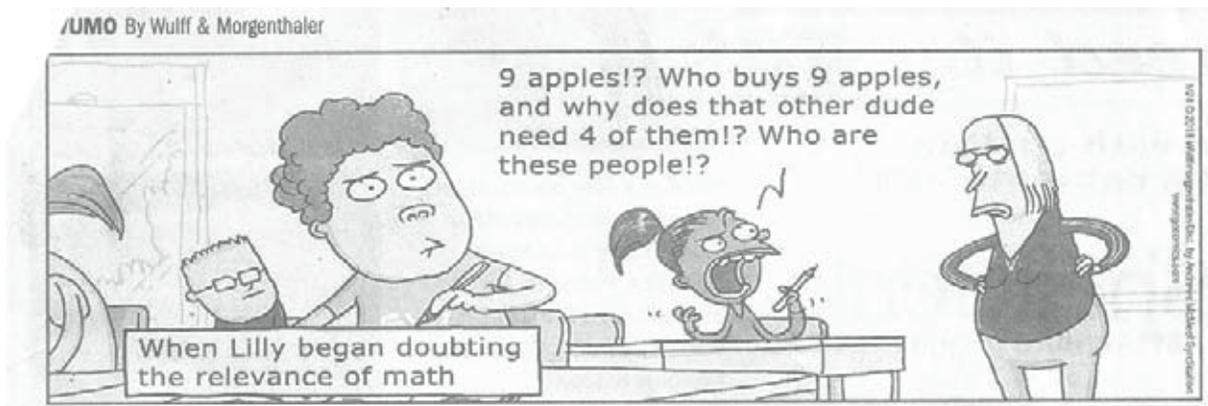
NAHB is now analyzing the review, including the new cost-benefit analysis provided by the agency, and more details will follow.

**For additional information, contact Tamra Spielvogel.
Reprinted from <http://nahbnow.com/> (National Association of Home Builders)**

Submitted by Mike Brandau, Director REIA of Wayne County

RECENT SPEAKERS

- June 2018 Annual Picnic
- May 2018. Rob Baumgardner - Lift and Level of Howell, Michigan.
- April 2018 Eric Gunderson - IntroToPoints - (313) 655-5266
- March 2018. Home Depot - David Kahmuza - Mid-West Regional Rep.- (248) 826-8907
- February 2018 Open Forum with President, Wayde Koehler
- Jan 2018 Jeff Campeau is a partner with the accounting firm
Mellen, Smith & Pivoz, PLC in Bingham Farms, Michigan.
- Feb 2017 Cara Middleton, Freshwater Vacation Rentals
- March 2017 JOEDY PATRICK Midwest Executive Vice President
- April 2017 Michael Jeffreys
- May 2017. Loren Romain, a certified EPA lead paint instructor,
- June 2017 Picnic
- July Summer Break
- August 2017 "Everything You Always Wanted to Know About Rentals,
but Were Afraid to Ask"
- September 2017 Ask the Experts Forum
- October 2017 Open Forum
- November 2017 Michigan Geriatric Care Management Services
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11/18



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SPEAKERS COMMITTEE

Jerry Kirschner 248-867-0744

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drop us a line at: www.reiawaynecounty.org
or email him at: gkirsch888@aol.com*

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7:00 pm - 7:30 pm

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Real Estate Investors Association of Wayne County

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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

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- www.nationalreia.com National Headquarters
- www.irs.gov IRS Website
- 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

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- 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.lead

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