

REIA

REAL ESTATE INVESTORS ASSOCIATION
WAYNE COUNTY

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

November 2018

Number 10



MONTHLY MEETING

TUESDAY November 6, 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 Own Open Forum

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

We will also be covering the State of Michigan Water Affidavit. What are the rules, What does a landlord have to do to put the responsibility of the water bill on the tenant and avoid a lien on your property.

Yes its the law and all cities have to follow the The State of Michigan Water Affidavit.

**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

November 20, 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 : Mike Sloan • 313-618-5277

Next Meeting

MONTHLY MEETING

Tuesday November 6, 2018

Board Elections!

BOARD OF DIRECTORS

(See Website for location)

Tuesday November 13, 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!!

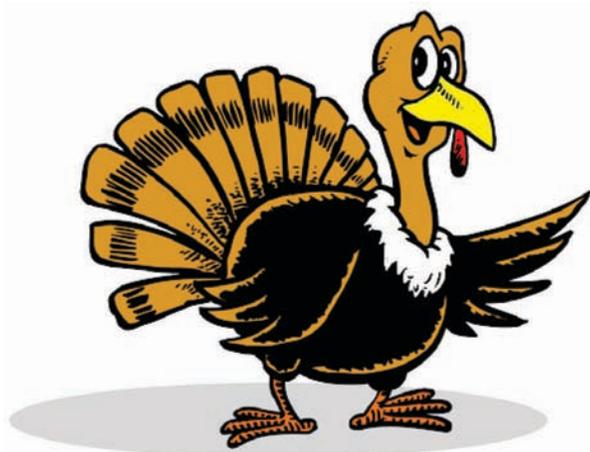
Investor Get-Together

RED LOBSTER • 13999 Eureka Rd • Southgate

NOVEMBER 20TH

3RD TUESDAY OF THE MONTH

Meeting Starts at 6:00pm



**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](#)

** OFFICERS **

- President - - - - - WAYDE KOEHLER(313) 819-0919
- Treasurer - - - - - WAYDE KOEHLER(313) 819-0919
- Vice President - - - BILL BEDDOES(734) 934-9091
- Parlamentarian - - - BILL BEDDOES(734) 934-9091
- Secretary - - - - - BOB COUSINO(734) 782-1847

** DIRECTORS **

- Jerry Kirschner 248-867-0744 Richard Nagy 734-283-1754
- John O'Neill 603-848-8689 Mike Brandau 734-231-0400
- Rose Papp 313-383-6592 Dave Moody 734-362-3328
- Mike Sloan 313-618-5277
- Michael Gunderson 313-506-7869

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Trowbridge Law Firm, P.C.

7/17

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Detroit, MI 48207
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Give Renters What They Want

Results from the NMHC Survey by Jimmy Moncrief

<https://www.landlordology.com/what-renters-really-want-results-nmhc-survey/>

The basic economics of any business involve a balance between supply and demand. As landlords, we spend much of our time thinking about supply.

We constantly ask:

- **Where should my properties be located?**
- **How many bedrooms and bathrooms should they have?**
- **What kind of flooring and lighting should I install?**

However, we less frequently address the demand side of the business equation.

The Joint Center for Housing Studies of Harvard University just released The State of the Nation’s Housing 2016. One interesting part of the report says: *“Although renter household growth is likely to slow from its current pace, rental demand should remain strong over the coming decade, keeping markets under pressure—particularly at the low-end.”*

If we know rental demand will continue to grow, We can ask different questions. What will renters want from their landlords and rental property? What do renters really care about?

The National Multifamily Housing Council and Kingsley Associates conducted a comprehensive survey of nearly 120,000 apartment renters to discover their preferences. Rick Haughey, vice president of Industry Technology Initiatives with the National Multifamily Housing Council, said in this press release: *“Many of these new residents are making a lifestyle choice to rent instead of buy and are thus looking for personalized services and amenities. The apartment industry is stepping up to provide those experiences.”*

Interesting facts from the survey: The U.S. has 38 million apartment renters The U.S. has 20 million apartments Today there are 1.6 million more apartment renters than five years ago What tenants really want The survey revealed that tenants want these primary things:

1. ELECTRONIC PAYMENTS—Seventy-eight percent of the respondents preferred to pay their rent online. Of those respondents, 63 percent want to pay with a credit card. I’ve noticed that when I let tenants pay electronically, I receive rent faster and the tenant stays longer, which means less turnover. I use Cozy for screening and online rent collection and I’ve never had an issue with late rent.

2. WALKABLE LOCATION—Location has always been a main factor when deciding where to live. However, renters have new reasons for their location choices. Instead of yards and good school districts, renters want high walk ability scores. Renters in this survey preferred to be able to walk to the grocery store and restaurants, while they preferred to drive to work and college.

I became fascinated with the topic of urbanization after I read the McKinsey Global Institute Study, Urban World, which projects 1 billion new consumers will emerge in cities by 2025. That's a gigantic market shift! The population shift will require a significant increase in the supply of available properties in cities.

3. PET-FRIENDLY PLACE—Thirty-three percent of apartment renters own a pet. So if you own apartments and choose not to accept pet owners, you are effectively cutting out 33 percent of your market. And according to the survey, 67 percent were interested in a dog park, and 54 percent were interested in a community pet-washing station.

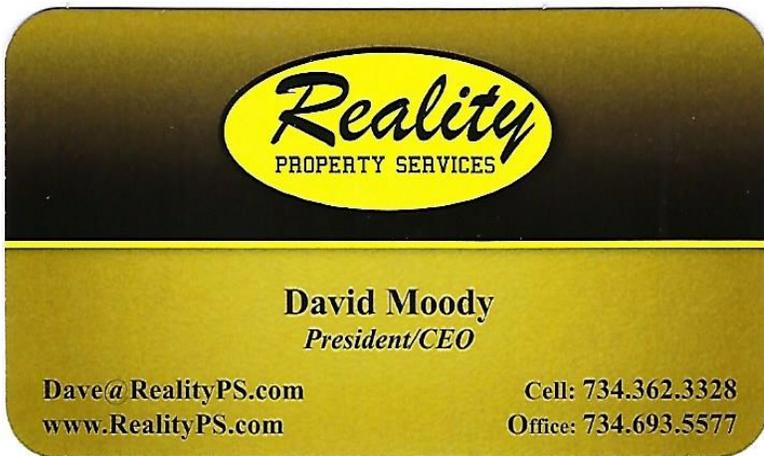
I have always rented to pet owners because I've been able to charge a premium rent and collect a pet deposit to justify the risk. This survey put data behind my decision. But I'll be honest. Even though I rent to pet owners, I haven't considered offering them additional amenities.

4. MOBILE ACCESS—Ninety-eight percent of the respondents said cellphone reception was important. Of course cell coverage is important! But exactly how much? Well, 53 percent of the respondents tested connectivity when looking at apartments. It's difficult to market cellphone reception, but if you have problems with cell-phone reception, consider contacting the big cellphone providers and letting them know.

If they improved coverage in the area, they could use your apartment complex as a marketing opportunity to gain more subscribers. And you'd get happier renters. You could also offer free Wi-Fi or discounted internet. Try negotiating the discount with the internet provider, so it's not costing you anything.

Bottom line
Consider these data points to help decrease your vacancy rates and increase your rents.

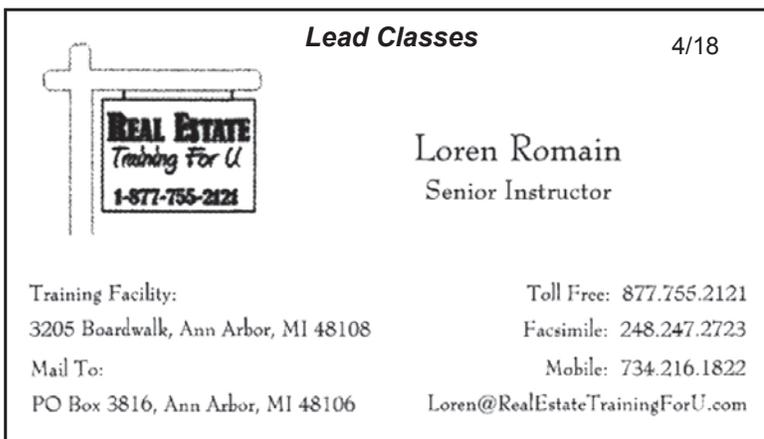
Reprinted from JALA News Submitted by
 Wayne Koehler, President R.E.I.A. of Wayne County



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David Moody
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Dave@RealityPS.com Cell: 734.362.3328
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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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Fx: 313.846.4402

9/18



Real Estate Investors Association of Wayne County

WWW.REIAWAYNECOUNTY.ORG

Warn Them Of The Consequences of Eviction

Even though your lease may spell out possible consequences of non-payment such as 7 day termination for non-payment, it is advisable to spell out the consequences.

(The following is a letter drafted by the Landlord Protection Agency. This tells the tenant up front what can happen as a result of eviction.)

Dear Tenant,

As you know, your account is delinquent and you are in “Eviction Status.” It’s possible that you may not know about or understand the ramifications of what it means to be the subject of an eviction proceeding. Below is a list of easy to understand consequences a person will face as a result of a legal eviction.

1. **District Court.** *This can be a humiliating experience and also matter of permanent public record.*
2. **Eviction.** *You will be forcibly removed from the premises. This can be a humiliating experience and also a matter of permanent public record.*
3. **Judgments** *(Your credit rating can be severely damaged. This may also result in —*
 - A collection process until your debt is paid in full*
 - Possible seizure of assets you may own, including bank accounts and vehicles*
 - Garnishment of wages*
 - Notification of credit bureaus causing inability to qualify for lines of credit, including credit cards, car loans, and mortgages.*
 - Notification of local tenant reporting services causing inability to qualify for rental housing (Most quality rentals re-quire credit and tenant screening.)*

While we understand that you may be having difficulties paying your rent or complying with your lease agreement, we expect that you will be able to re-solve any problems you are currently experiencing and bring your account out of eviction status.

(Signed) The Owner/Manager

Reprinted from JALA News Submitted by Wayde Koehler, President R.E.I.A. of Wayne County

Landlord's Social Media Strategy Backfires

by CHRIS

If you can't do it right, don't do it at all. Sadly, that old adage applies to creating a social media presence, as a landlord in Salt Lake City recently discovered.

An employee allegedly pinned notices on tenants' doors informing them of a new lease addendum that required each tenant to 'friend' the apartment complex on Facebook. Anyone who refused would be held in violation of the lease agreement. Tenants were given five days to comply. Additionally, the complex allegedly demanded a legal release from each tenant that allowed managers to take photos of tenants and their guests and share them online.

Tenants responded by publicly bashing the Facebook policy and the reputation of this apartment community. Some tenants went to the local news. Within hours after that local story broke, news agencies from across the country and overseas were picking it up.

Comments not only were unflattering, but many revealed information that the complex likely would have preferred to keep quiet. For instance, a disgruntled tenant pointed out that the complex has a failing grade with the Better Business Bureau. Another person, who apparently is not a tenant, posted a 25 minute-long YouTube rant. Perhaps most harmful, however, were the comments made on major apartment rating websites, including Google. Prospective tenants now will see complaints like chronic problems with pests, crime, and noise at the complex.

In addition to the bad press, a local attorney suggested to reporters that the policy may be

discriminatory. Not everyone has a Facebook account or even Internet access, he points out. He also argues that the lease amendment may not be binding under contract law, so any attempt at penalizing tenants could be illegal.

Many tenants are calling the measure a violation of their privacy. Some will not be renewing their leases.

As of last week, the landlord had taken a positive step by posting responses to many of the highly visible negative comments. For example, the company has walked back the Facebook policy, indicating that it was never intended to be mandatory. It explains that the photo release was a misunderstanding, and coincided with a marketing pitch touting the pool at a resident gathering. Prospective tenants are assured that "strict procedures" are followed in various aspects of property management.

Online reputation is increasingly important for all landlord businesses. Most tenants now search for vacancies online. The best way to enjoy good ratings is organically — by providing good service. Good reviews will net good tenants who will care for the property and share in a sense of community.

Disclaimer: The information provided in this post is not intended to be construed as legal advice, nor should it be considered a substitute for obtaining individual legal counsel or consulting your local, state, federal or provincial tenancy laws.

Landlord's Social Media Strategy Backfires
<https://www.landlordtalking.com/tips/landlords-social-media-strategy-backfires>

*Reprinted from JALA News and submitted by
Wayde Koehler, President R.E.I.A. of Wayne County*

RECENT SPEAKERS

- October 2018** Katie Pagaduan - Sherwin Williams Paint
- September 2018** Fearless Leader, Wayde Koehler
- 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
- Michael L. Flannery, 34589 Summers • Livonia, Mi 48154
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Eric Gunderson
President

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(313) 962-7777
(313) 962-0581 fx

- John Payne
(313) 562-5700

- Gary Segatti
(248) 808-2711

- RealChek, Thomas Moorhead
(800) 955-2435
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- Michael A. Gunderson, JD
(313) 259-6900 x113

OUR WEBSITE!!!

www.reiaawaynecounty.org

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Wayne County REIA of Michigan
LOOK FOR US ON FACEBOOK!

The Annual R.E.I.A Christmas Party

- Tuesday, December 5th 2018 - 6pm till Midnite -

Crystal Gardens in Southgate

INSTEAD OF OUR MEETING AT Leon's Family Dining

There will be an hour and a half of Hors d'Ouvers, prior to All-You-Can-Eat Dinner. Also an Open Bar All Nite



GET YOUR TICKETS NOW!!

Pay \$35 Dollars before November 28th

Or \$40 Dollars After December 1st

Mail check Payable to REIA Wayne County.

PO Box 5341 Dearborn, MI 48128

Or you can pay at the November 7th 2017 meeting.

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

Did you know?

1. A few tree species have brittle wood — that makes them more susceptible to damage in a storm: Chinese elm, silver maple, boxelder, various poplars, and Bradford pears.
2. A tree's roots are crucial to its overall health. Damaging them can create points of entry for pathogens, reduce its ability to take up nutrients and water, and endanger its structural support, increasing the risk of it toppling onto your property in a storm.
3. Trees are living things that change over time. It's important to check them at least once a year. A tree that was healthy and survived the last storm isn't guaranteed to survive the next one.

How to keep your trees healthy

1. Be aware of the locations of root systems and avoid digging near them.
2. Keep heavy objects and vehicles away from treed areas. They can compact the soil and deplete a tree's oxygen source.
3. Water levels are very important to the health of your tree. If you notice areas near your trees that always seem dry or oversaturated, consult a landscaper or arborist to assess the situation and suggest solutions to any problems.
4. When using mulch, avoid piling it directly against the tree trunk. In addition to blocking aeration, this can lead to bacteria, pest and decay problems. Instead, apply your mulch approximately 6 inches away from the trunk.
5. Use special care when pruning. It is a good practice that encourages growth, but can also cause damage if not done properly.
6. Never "top" your trees. This weakens the tree and can make it more prone to disease and insects.
7. When planting a new tree, be sure that it will have enough room to grow. A mature tree will need at least 12 feet of clearance from a paved area or structure.

BreAnn Stephenson is the assistant vice president of Affinity Loss Prevention Services. brenri@affinityLPS.com • Reprinted from Communityinvestor.com

Real Estate Investors Association of Wayne County

WWW.REIAWAYNECOUNTY.ORG

FREE ADVERTISING

The Commercial Segment is just before the regular meeting, at 7:15 P.M.

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11/18



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EMAIL: MICHAELFLANNERYMSW@GMAIL.COM — WWW.MGCMS.COM

SPEAKERS COMMITTEE

Jerry Kirschner 248-867-0744

*If you have any suggestions for speakers,
drop us a line at: www.reiawaynecounty.org
or email him at: gkirsch888@aol.com*

HOPE YOU CHECKED OUT OUR LIBRARY!

Our Library will be available (for 1/2 hr) before
our meeting or reserve a book

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

- www.reiaofOakland.com REIA of Oakland.
- 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

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.lead

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Howard@PollardHeating.com

Need to E-mail any questions or articles or anything for us?? Our web address is 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 or *24hr recording (313) 437-2945*



BOARD MEMBERS INFORMATION

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. Bill Beddoes734.934.9091billbeddoes@me.com
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. Rose Papp313.383.6592rosep2962@yahoo.com
. Bob Cousino734.782.1847bojic@att.net
. Mike Brandau734.231.0400mbrandau55@gmail.com
. John O'Neill603.848.8689jr_oneill@yahoo.com
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. Mike Sloan313-618-5277mikesloan19@gmail.com