

REIA

REAL ESTATE INVESTORS ASSOCIATION
WAYNE COUNTY

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

Volume 36

February 2020

Number 1

MONTHLY MEETING TUESDAY February 4, 2020

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

* Don't forget to tip your waitress *



February 4th at 6:00pm

Leon's Family Dining
23830 Michigan Ave.
Dearborn, MI 48124

Members Free and \$20 for non-members*

*food and drink are available through the restaurant at an additional cost

Nick Duarte is a Relationship Manager with CoreVest Finance. He specializes in working with real estate investors to finance their rental portfolios and short-term renovation projects. Nick has originated and closed over \$30M worth of loans. He is currently based out of southern California but works with clients from all corners of the United States.

Nick is going to talk with us about CoreVest and exactly what is needed to qualify for large money purchases, a line of credit, using bridge loans and how to access loans for buying or building your portfolio

CoreVest (previously Colony American Finance) was founded in 2014 to meet the demand for affordable debt capital by a broad range of residential real estate investors. The company offers portfolio and single-property term loans for stabilized rental properties as well as short-term credit lines and bridge financing. CoreVest is also able to provide attractively priced loans and bring investment financing from "Wall Street" to "Main Street". CoreVest has funded more than 42,000+ units and closed over \$7 billion in loans, becoming the leading lender to residential investors nationwide.

Next Meetings

MONTHLY MEETING

Tuesday February 4, 2020

BOARD OF DIRECTORS

Tuesday February 11, 2020

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

Tuesday February 18, 2020

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

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 to: R.E.I.A. • P.O. Box 5341 • Dearborn, Michigan 48128

Make Check Payable to: REIA — Wayde Koehler, President 313-819-0919

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

FEBRUARY 18TH

Meeting Starts at 6:00pm

Real Estate Investors Association of Wayne County

P.O. BOX 5341 • Dearborn, Michigan 48128

WEBSITE: www.reiawaynecounty.org

FACEBOOK — WAYNE COUNTY REIA OF MICHIGAN

Next Meetings

MONTHLY MEETING

Tuesday February 4, 2020

BOARD OF DIRECTORS

Tuesday February 11, 2020

** OFFICERS **

President - - - - - WAYDE KOEHLER(313) 819-0919

Treasurer - - - - - WAYDE KOEHLER(313) 819-0919

Vice President - - - BILL BEDDOES(734) 934-9091

Parliamentarian - - - BILL BEDDOES(734) 934-9091

Secretary - - - - - MIKE SLOAN(313) 618-5277

** DIRECTORS **

Jerry Kirschner 248-867-0744 Richard Nagy 734-283-1754

Mike Brandau 734-231-0400 Rose Papp 734-744-6910

Linda Kalash 734-250-4826 Maria King 248-259-3268

Michael Gunderson 313-506-7869

All rights reserved. No part of this report may be reproduced or placed on any electronic medium without written permission from the publisher. Information contained herein is obtained from sources believed to be reliable, but its accuracy cannot be guaranteed.

SELEWSKI SPECIALTY UNDERWRITING, LLC **For All Your Landlord REO Insurance Needs**

Program Highlights:

1. Insure unlimited properties on one policy
2. Easy online access to your policy to add/change/remove properties
3. Insure vacant/rehab/new builds/tenant occupied homes on the same policy
4. One easy monthly bill for all properties insured
5. Insure multiple entities on one policy
6. Replacement Cost or Actual Cash value available
7. Simple Property Reporting form
8. Insure Property in any of the 48 continental states

Call today for your free quote, whether you have one property or one hundred, we can help.

855-50-INSURE (855-50-467873)

Email: nselewski@yahoo.com www.noelselewskiagency.com

Noel Selewski Agency, Inc.

Ph: 855-50-INSURE (855-50-467873)

Email: nselewski@yahoo.com www.noelselewskiagency.com



Lead Classes

4/20

Loren Romain
Senior Instructor

Training Facility:
3205 Boardwalk, Ann Arbor, MI 48108
Mail To:
PO Box 3816, Ann Arbor, MI 48106

Toll Free: 877.755.2121
Facsimile: 248.247.2723
Mobile: 734.216.1822
Loren@RealEstateTrainingForU.com

OUR WEBSITE!!!
www.reiawaynecounty.org
 24hr recording (313) 437-2945 • Fax: 313-386-7600

Wayne County REIA of Michigan
LOOK FOR US ON FACEBOOK!

*Mr. Landlord
Subscription!*

Identify yourself as a member of Real Estate Investors Association of Wayne County, for a Free 3 month subscription to Mr. Landlord.
Call 800-950-2250 or Fax 757-424-7963 MEMBERS ONLY

Mr. Landlord
New Subscription Division
P.O. Box 64442 • Virginia Beach, VA 23467

Also for an annual subscription, send \$29.00 (reg price \$79) to same address and identify yourself as a member.

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

This is your opportunity to tell everyone what you want to:

BUY • SELL • TRADE • GIVE AWAY

COME ON UP TO THE MICROPHONE!
 (THIS IS A SHY FRIENDLY SETTING)

PROFESSIONAL SERVICE PROVIDERS:
 Tell everyone what Professional Service or skilled trade you offer; specifically for the Real Estate Investor. (Bring your flyers and business cards)

NEED HELP?
 Come on up and introduce yourself. Ask for a little help on your project. (This may be why we are all here???)
The Right Place at the Right Time!!

THIS IS NETWORKING!

PRONTO PEST MANAGEMENT
 Quality Pest Eliminators

The Bait Specialist 

www.prontopest.net 10130 Capital Ave. Oak Park, MI 48237

PRONTO PEST MANAGEMENT IS A FAMILY OWNED AND OPERATED BUSINESS FOR THE PAST 29 YEARS. WE ARE A FULL SERVICE PEST ELIMINATION COMPANY. Stephen Alcalá - Owner

SOME OF THE PESTS WE TREAT ARE:
 WASPS RODENTS
 ANTS ROACHES
 SPIDERS EAR WIGS

Office: 248-399-4298 Fax: 248-399-8317 E-Mail: scottalcala@prontopest.net TOLL FREE: 855-438-7436

10/20

JOURNEY TO HOUSING
 A new way forward for our most vulnerable families...



A New Way Forward for the Hidden Homeless in Western Wayne County

Journey To Housing
 6613 Wayne Road
 Westland, Michigan 48185

(734) 756-0219
 journeytohousing@svdpdetroit.org

10/20

Mold in Rentals: Landlord Liability, Responsibility, and Prevention

By Janet Portman, Attorney

Mold is one of the newest environmental hazards causing concern among renters. Across the country, tenants have won multimillion-dollar cases against landlords for significant health problems -- such as rashes, chronic fatigue, nausea, cognitive losses, hemorrhaging, and asthma -- allegedly caused by exposure to "toxic molds" in their building.

If you suspect there is mold in your rental unit, learn what to look for and when your landlord might be liable. Even better, take steps to prevent mold before it becomes a problem—or clean mold up before it does become a problem.

Where Mold is Found

Mold comes in various colors and shapes. The villains -- with names like stachybotrys, penicillium, aspergillus, paecilomyces, and fusarium -- are black, white, green, or gray. Some are powdery, others shiny. Some molds look and smell disgusting; others are barely seen -- hidden between walls, under floors and ceilings, or in less accessible spots, such as basements and attics.

Mold often grows on water-soaked materials, such as wall paneling, paint, fabric, ceiling tiles, newspapers, or cardboard boxes. Humidity sets up prime growing conditions for mold. Buildings in naturally humid climates of Texas, California, and the Southern U.S. have experienced more mold problems than residences in drier climates. But whatever the climate, mold can grow as long as moisture is present.

Mold and Your Health

Mold is also among the most controversial of environmental hazards. There is considerable debate within the scientific and medical communities about which molds, and what situations, pose serious health risks to people in their homes. There is no debate, however, among tenants who have suffered the consequences of living amidst (and inhaling) mold spores.

Keep in mind, however, that most mold is not harmful to your health -- for example, the mold that grows on shower tiles is not dangerous. It takes an expert to know whether a particular mold is harmful or just annoying. And it's very tricky to find out whether a person who has been exposed to mold has actually inhaled or ingested it. New tests that measure the presence of a particular mold's DNA in a blood sample are the only way to know for sure whether the mold is present in the body.

Landlord Legal Responsibilities for Tenant Exposure to Mold

With a few exceptions, landlord responsibilities regarding mold have not been clearly spelled out in building codes, ordinances, statutes, or regulations. (But, as explained below, landlords can be held responsible for mold problems even absent specific laws governing mold.)

No federal law sets permissible exposure limits or building tolerance standards for mold in residential buildings, and only a few states (California, Indiana, Maryland, New Jersey, and Texas), and a few cities (including New York and San Francisco), have taken steps toward establishing permissible mold standards or guidelines and regulations for mold in indoor air.

For information on mold rules and regulations in your state, check with your state department of environmental protection (find yours at the federal EPA website) or your state department of public health (the Centers for Disease Control and Prevention has a list). *Continued on page 6*

Continued from page 5 To see whether your state is considering mold-related legislation that might affect residential rentals, see the website of the National Conference of State Legislatures and type “mold” into the search box on the home page. Look for the link to the “Environmental Health Legislation Databases Guide,” and once there, filter by “All States” and “Indoor Air Quality—Mold.”

For local mold-related rules, contact your city manager or mayor’s office or local health department. Check out State and Local Gov-ernment on the Net for finding local governments online.

Mold and the Landlord’s Duty to Maintain Habita-ble Premises

Even if your state or city doesn't have specific mold laws, your landlord may still be liable for a mold problem in your rental, as a result of their responsibility to provide safe and livable housing. Depending on the situation, your state law may give you options such as rent withholding if your landlord fails to fix a serious mold problem, or you may be able to file a lawsuit for mold-related health problems.

Mold Caused by a Landlord's Failure to Fix Leaks

Landlords in all states but Arkan-sas are responsible for maintain-ing fit and habitable housing and repairing rental property, and this extends to fixing leaking pipes, windows, and roofs -- the causes of most mold. If the landlord doesn't take care of leaks and mold grows as a result, you may be able to hold the landlord re-sponsible if you can convince a judge or jury that the mold has caused a health problem.

Mold Caused by Tenant Behavior

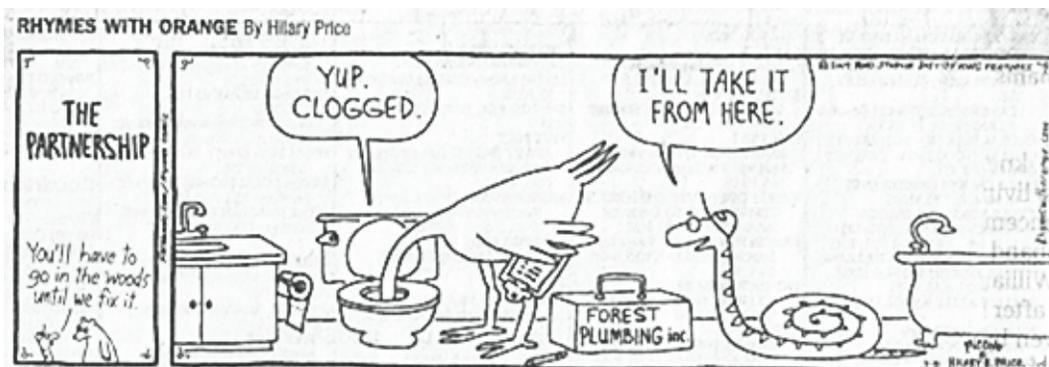
The liability picture changes when mold grows as the result of your own behavior, such as keep-ing the apartment tightly shut, creating high humidity, or failing to maintain necessary cleanliness. When a tenant's own negligence is the sole cause of injury, the landlord is not liable. To avoid causing any mold problems, prac-tice good housekeeping , such as ventilating your apartment.

Mold Clauses in Leases

Some landlords include clauses in the lease that purport to relieve them from any liability resulting from mold growth. At least one court (in Tennessee) has refused to enforce such a clause, ruling that to do so would be against public policy. More cases from other parts of the country are sure to arise as mold litigation makes its way through the courts.

A smart landlord will try to pre-vent the conditions that lead to the growth of mold -- and tenants should be the landlord's partner in this effort. This approach requires maintaining the structural integri-ty of the property (the roof, plumbing, and windows), which is the landlord's job. You can help by preventing mold problems in your home in the first place and promptly reporting problems that need the landlord's attention.

<https://www.nolo.com/legal-encyclopedia/mold-rentals-landlord-liability-responsibility-prevention-30230.html>
Reprinted from JALA Newsletter adn sbumitted by Wayde Koehler, President REIA of Wayne County



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
39555 Orchard Hill Place
Novi, Michigan
(248) 692-1100



Select
7285 Orchard Lake Rd
West Bloomfield, MI 48322
Cell: 248-867-0744
Office: 248-419-3999
Fax: 248-419-3397
Gkirsch888@aol.com
weichertselect.com





Jerry Kirschner
Sales Associate

Each Office is Independently Owned and Operated



CAROLYN FELDMAN
VICE PRESIDENT

2336 N. Damen Ave.
Chicago, IL 60647
Voice: 248.254.3315

carolyn@mynationwidecredit.com
www.MyNationwideCredit.com

4/20



RPI MANAGEMENT INC.
Residential Property Management and Subsidized Housing Consultants

Joy Pedersen
General Manager

3 Parklane Blvd., Ste. 600 W.
Dearborn, MI 48126
Ph: 313.846.4401 ext. 106
Fx: 313.846.4402

9/20

**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

Real Estate Investors Association of Wayne County

WWW.REIAWAYNECOUNTY.ORG

FILL VACANCY — TARGET MARKETS

Some landlords specialize in targeting the following residents and how they reach out to them.

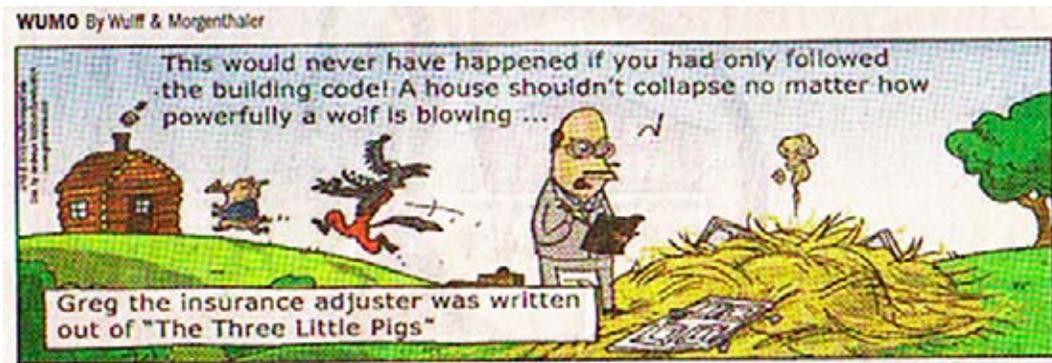
New Parents - Deliver a “congratulations gift basket” and card to any residents who have a new baby. Also include an offer that says *“We’re happy for you and want to help you adjust to your wonderful new life. So if you need more space, a yard for kids to play in, or are looking for something closer to daycare or a school, call us first and we will give you priority placement (which costs you very little for a rental truck or 4-hours of moving labor) to upgrade to one of our roomy 2 or 3 bedroom homes.”*

New Car Buyers - Send a 1-page letter with a coupon to any residents who buy or lease a new car. The coupon will be an offer for secure, covered parking to protect their new purchase and help keep it looking shiny and new. *“Priority placement available. Carport: \$xxx per month, Garage: \$xxx per month. Give us a call.”*

New Job - Deliver a 1-page letter with an offer that says *“Congratulations on your new job! We’re happy for you and want to offer you priority placement in one of our nice, roomy nearby homes. We may have something closer to your new workplace, so you can save time and money on commuting. We’ll even help you move — FREE. Call us to see what we have waiting for you.”*

A good way to identify prospective residents in these target markets is to develop relationships with key people of local retailers of baby products, car dealers and major employers. Ask them to post or include announcements that read something like
“Ask about the special programs for New Parents, New Car Buyers, and New Job starters! There is something great waiting for you! Give us a call.”

*Drew DeMasters, author of Landlord Marketing Secrets, available at LandlordBooks.com.
Reprinted from Mr. Landlord and submitted by Wayde Koehler, President REIA Of Wayne County*





Timothy P Kingsbury
Renovation Loan Consultant
NMLS# 159365

Tim.Kingsbury@nafinc.com
newamericanagent.com/TimKingsbury

313.516.2115 248.829.7245 800.450.2010x3030

— MEETING AGENDA —

Leon's Family Dining

23830 Michigan Ave, Dearborn
East of Telegraph on Michigan Ave

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

7:30 - Meeting — (\$20.⁰⁰FOR GUESTS)

**Please Don't Forget to Tip Your Waitress
For Their TIME and ENERGY FOR US!**



Trowbridge Law Firm, P.C.

7/20

Michael A. Gunderson, JD

1380 E. Jefferson Avenue
Detroit, MI 48207
313.259.6900 x113
313.259.3474 Fax
313.506.7869 Cell
www.trowbridgelaw.com
mgunderson@trowbridgehouse.com



CPA's & ADVISORS

Jeffrey A. Campeau, CPA/ABV
Member
jcampeau@mspcpa.com

Mellen, Smith & Pivoz, PLC • Certified Public Accountants
30800 Telegraph Rd. • Suite 2800 • Bingham Farms, MI 48025
(248) 642-2803 • Fax (248) 642-7236
www.msppca.com

The nation's leading
online real estate
transaction marketplace



Now exclusively focused on the
sale of bank-owned and
foreclosure properties.

(734) 574-8572

www.auction.com/concierge
conciergeservicesnortheast@auction.com



COREVEST

Nick Duarte
Analyst

Ph: 949.523.3465
Mobile: 657.229.0788
Email: nick@cvest.com

1920 Main Street • Ste 850
Irvine, CA 92614

NEW Member Application

Please fill out our form when you come to the meeting. We
need your email address so we can send you the
newsletter & alerts and updates!!

RECENT SPEAKERS

- January 2020** Vicky Schettini - What Finanacial Freedom Looks Like
- December 2019** . . . Annual Christmas Party!
- October 2019** Renee McKarge - Journey To Housing
- September 2019** . . . Wayde Koehler, R.E.I.A. President, How To Survive an Inspection
- August 2019** Angel Vallejo
- June 2019** 9th Annual R.E.I.A. Picnic
- May 2019** Senator Sylvia Santana
- April 2019** Bertha Beach, Kelly Infante, Linda Kalash, Maria King
 - The Wild Wonderful Women of Real Estate!
- March 2019** Wayde Koehler, R.E.I.A. President, Stories from Members
- February 2019** Rob Mendrzycki, from IT Network
- January 2019** Jeff Campeau - Mellen, Smith & Pivoz, PLC Bingham Farms, Michigan.
- 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

Eric Gunderson
President

IntroToPoints
WE POINT YOU TO EVERY DESTINATION

(313) 655-5266
IntroToPoints@gmail.com
IntroToPoints.com

IntroToPoints
WE POINT YOU TO EVERY DESTINATION

ALWAYS FREE ESTIMATES RESIDENTIAL & COMMERCIAL

LIFT AND LEVEL
Concrete Leveling
517-552-8599

Sidewalks | Driveways | Patios | Garages | Steps | Pool Decks

Rob Baumgardner **Services:**
Project Manager Concrete Leveling
c: 810-623-4514 Crack Repair
o: 517-552-8599 Seam Sealing
liftandlevel@att.net

BEFORE **AFTER**

LiftandLevel.com

Kevin Jenkins
Agent - CISR ELITE
Kevin@noelselewskiagency.com



NOEL SELEWSKI
AGENCY INC.

Phone: (313) 886-6857

15206 Mack Ave
Grosse Pointe, MI 48230

**Noel Selewski Insurance
Agency Inc.**



Fax: (313) 886-6106

RE/MAX

Properties, Inc.
Each Office Independently Owned and Operated

Ray Lemons
Broker / Owner

3420 West Road
Trenton, MI 48183

Cell: (734) 552-3125
E-mail: raymond.lemons@gmail.com



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.)*

11/20



**MICHIGAN GERIATRIC CARE
MANAGEMENT SERVICES**

MICHAEL L. FLANNERY, MSW/CSW

34589 SUMMERS - LIVONIA, MI 48154
OFFICE: 313.231.0008 FAX: 313.429.6070

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

"Warranties on All Appliances"
Home Appliance Outlet
10% OFF ANY APPLIANCE w/AD
(734) 699-5330

851 Sumpter Rd • Belleville
1 mile south of I-94 • Belleville Rd. Exit 190
(Located in Belle Plaza)

ATTORNEYS AT LAW

Free Simple Legal Advice

- Peter C. Rageas
(313) 674-1212

- Michael A. Gunderson, JD
(313) 259-6900 x113

- Gary Segatti
(248) 808-2711

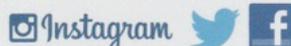
- RealChek, Thomas Moorhead
(800) 955-2435
(CHEK)



Cara Middleton, Owner

OFFICE: 3509 BIDDLE AVE.
WYANDOTTE, MI 48192

(734) 284-5677 OFFICE
(734) 837-4976 CELL, CALL OR TEXT
CARA@FRESHWATERVR.COM



www.freshwatervacationrentals.com

WEB SITE CORNER

This 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

Pollard Heating and Cooling



9/17

23062 Columbia Street
Dearborn, MI 48124

-Quality Heating and Cooling Work

-Service, Installation and Sales

-A Licensed and Insured Corporation

Howard Pollard, President
Office-313-551-4011
Howard--313-215-4889-can text
Fax-313-551-4526
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.



BOARD MEMBERS INFORMATION		
NAME	PHONE	EMAIL
. Wayde Koehler -	313.819.0919..	housemgt@comcast.net
. Bill Beddoes -	734.934.9091..	billbeddoes@me.com
. Jerry Kirschner -	248-867-0744	gkirsch888@aol.com
. Rose Papp -	734-744-6910	rosep2962@yahoo.com
. Mike Brandau -	734.231.0400..	mbrandau55@gmail.com
. Michael Gunderson -	313-506-7869	mgunderson@trowbridgehouse.com
. Richard Nagy -	734-283-1754	reiawc.2010@gmail.com
. Mike Sloan -	313-618-5277	mikesloan19@gmail.com
• Maria King -	248-259-3268	kingm625@yahoo.com
• Linda Kalash -	734-250-4826	joelinda17@att.net

MAINTENANCE

6 STEPS FOR AN EFFECTIVE PREVENTATIVE MAINTENANCE PLAN

Repairs are difficult to predict. Without a proper System in place landlords can easily overlook certain areas until something breaks and needs a replacement. Be proactive and develop an effective preventative plan to keep rental homes maintained. In this way you can reduce the risk of potential repairs or even long term damage. These tasks and inspections are more than likely being done already. This plan and checklist is meant to minimize mistakes and lapses in your maintenance calendar. Start your standing checklist with 6 maintenance essentials:

1. Air Filters — Change each rentals air filter every 1 to 3 months to eliminate the chance of any potential risks to your systems and any health issues for your residents.

Leaving dirty air filters unchecked can lead to mildew growth and decreased air flow. Not only does this impact residents, but it can increase the energy consumption and potentially cause major damage to the HVAC system. On average, eight percent of a proper-ty's energy consumption is air conditioning.

2. Mechanical Systems: HVAC/Water Heaters — It's better to spend a little money on a few inspections than a lot for last minute repairs or replacements. Have your HVAC systems and water heaters inspected at least twice a year. Do it before the summer and winter months, to insure there isn't any damage or warning signs. Dirty coils, worn parts, and faulty controls on your HVAC system and water heater are a few of the signs that can go unnoticed. Take your proactivity a step further and add one or two more visual inspections to prevent a potential breakdown. When planning, keep in mind seasonal transitions and temperature changes.

3. Energy-Efficient Lighting Upgrades — Constant swapping or changing incandescent light bulbs over time is costly and time consuming. Simply upgrading to LED bulbs will decrease operating and energy costs as these bulbs use 84 percent less energy and can last for more than 20 years. Upgrading LED lighting requires a slightly higher upfront investment, but there is a tremendous amount of return on that investment over time.

4. Fire Safety Alarms and Equipment — Check and change batteries in smoke and carbon monoxide (CO) detectors, and make sure every rental home is equipped with a working and functional fire extinguisher. Consider upgrading rental homes with smoke and CO detectors that include lithium-ion batteries. These sealed alarms last 10 years without needing a new battery. After 10 years, you simply toss the entire unit and get a new one. Today, there

Continued on page 14

Continued from page 13

are even Wi-Fi enabled products that alert your resident’s smart phone and/or staff of any potential smoke or CO detected.

5. Water Damage — Minimize or eliminate water damage threats by regularly checking common indoor areas such as sinks, water heaters, and washing machines.

Consider installing leak detection sensors in high-risk areas that will alert you via smartphone about leaks so they can immediately address problems and possibly avoid expensive water damage. Make sure there is proper sealing of gaps, cracks of doors and windows. Risks and existing water damage can be spotted outdoors in the landscaping and irrigation, gutters, and roofing. Have all of these areas properly inspected and ensure water is draining properly.

6. Resident Security — Smart home technology can help boost rental property security and can also lead to significant savings for landlords.

Securing the property with keyless entry locks also makes it significantly easier and less expensive to re-key the rental home. This decreases the workload of maintenance requests. This technology also allows renters to grant access for service calls, admit access remotely while away, and manage the system through a convenient app on their smart phone.

Lighting is another area to consider when increasing security. As you maintain, repair, and swap bulbs on flood lights and other outdoor fixtures, consider upgrading to motion-senor LEDs. As technology advances, these smarter fixtures are becoming much more affordable. They’ll create peace of mind for residents, while possibly deterring potential crime and other security risks.

The bedrock for an effective preventative maintenance plan is partnering with the right third-party service providers. Look for suppliers and service providers that offer a combination of services from MRO (maintenance, repair, operation) product fulfillment to products and installation services for capital projects and installation services for all of the above. Consolidating vendor touch points and points of contact can lead to significant savings.

By Scott Matthews, Strategic Accounts at The Home Depot. - Adapted from the AOA of California. Reprinted from Mr. Landlord and submitted by Wayde Koehler, President REIA Of Wayne County