



WEBSITE: reiawaynecounty.org
FACEBOOK: Wayne County REIA
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Dearborn, MI 48128

Fall is here!

September Meeting: Tuesday September 5th

Leon's Family Dining, 23830 Michigan Ave., Dearborn (313) 563-3713

Members free or \$20 at door (Cash or Check only please)

Dinner & Networking 5:30 PM, Presentation 6:15PM

Topic: Proposed Legislation & Tenant Bill of Rights

Speakers: Erika Farley, Director of RPOA



Erika Farley started as Executive Director the Rental Property Owners Association of Michigan in May of this year. Erika graduated from Michigan State University with a degree in Political Theory and Constitutional Democracy from James Madison College. For two decades, she served as a staff member for Governor Engler and several members of the Michigan House and Senate. Over the last several years, Erika has been working with private companies and organizations advocating for them on both the state and local levels. She is a mother of twins who are attending their first year at Michigan State and Central Michigan Universities and resides in Howell.

Erika will be presenting information about membership benefits of RPOA and lobby efforts to address landlord interests with regard to the proposed "Tenant Rights" legislation. She will also present an opportunity for landlords and property investors to get involved and let your Michigan legislators know our concerns by participating in a meet and greet luncheon in Lansing.

Also: A Review of Legislative Proposal Details

By Steve Ehrman, Board Member REIA of Wayne

And: No Need for Panic, Work Arouns Develop

By Wayde Koehler, President REIA of Wayne

TUESDAY SEPTEMBER 5, 2023



Directors Board:
Tuesday September 12, 2023
at 6:00pm, at Leon's Family Dini
Members always welcome



From the President's desk



There are various bills floating around Lansing regarding fair tenant laws. Most seem bad and many landlords are upset., if these are made into laws, how are landlords supposed to select good tenants.

Application fee proposal- if you collect an application fee and do not rent to an applicant you must return the application fee. For the slimy landlords who collect multiple applications fees to make money with no intent of renting to most of the applicants, this law is aimed at stopping them. The workaround do not charge an application fee. Have the applicant pull their own credit report. If you did not collect any money there is no profit and nothing to return. FYI this is how I handle applications and fees.

The proposed law of no longer allowing landlords to do credit checks or criminal reports. Anyone who is hiring, giving loans, all police departments, FBI, CIA, they are allowed to pull credit and criminal history. If you work at a bank and your credit score drops too low you are fired.

The work around- every applicant must provide the last three years of rental history, proof of paid on time rent, proof of work, pay check stubs, proof of rent payments, copy of the lease. People who pay on time and show up for work probably have good credit and no criminal history

If you want to help fight these frivolous laws, please donate to our RPOA fund. All money is sent to PROA in Lansing where our lobbyist contacts the law makers to convince them these are bad laws. You did not know how few dollars it takes to persuade a politician that your point of view is the correct

Wayde Koehler
President

To Donate : Make the check payable to
Real Estate Investors Association of Wayne County
P.O. Box 5341
Dearborn, MI. 48128

***On the notes part of the check, write "RPOA fund", and make sure to include your name, telephone number, and address if not already at top of check**

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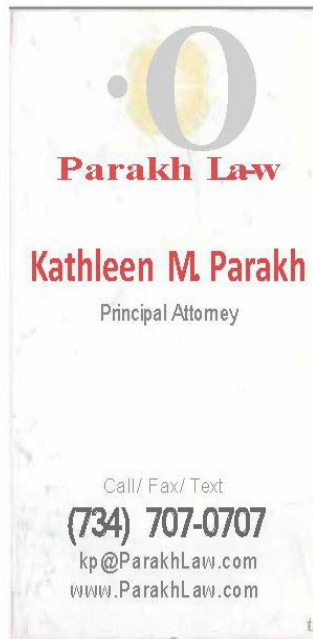
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Collection Attorneys

Top 5 Fall Home Maintenance and Safety Tips

3 MIN READ SEPTEMBER 23, 2019, Homes.com

As summer begins to wind down, it's time to start thinking about the fall. Not just football season and haunted houses, but getting our homes ready for the transition to the cooler months and possibility for inclement weather ahead. Not only will these tips help keep your home more energy-efficient,

but they can also actually keep your home safe and secure.

Lawn and Garden Tool Maintenance

After you've given your lawn its last mow of the season, it's a good time to drain any remaining fuel and give it a good wash. This applies to any other

gas-powered lawn equipment you may have used over the summer, too. Leaving gas inside of these machines could break down the mechanics especially after months of not being used. You should also be mindful of your sprinkler systems, drain them if necessary, and any garden hoses, which should be kept indoors during colder months. Hose bibs that are still connected have the potential to burst when the temperatures dip.

Trim Branches, Bushes, and Other Foliage

Spring and summer help the trees and bushes around our homes thrive and grow but during fall and winter it's important to look for any overhanging tree branches that may pose a threat. If they hang over roof lines they could cause potential damage, not only from inclement weather should they fall, but it creates a foliage bridge for the critters in the trees. As the weather gets colder those critters are going to look for places to keep them warm, like your chimney or attic, so be sure to trim back any overhanging branches near your home. Take a look at your shrubbery and give them a trim if they intrude on walkways or exterior doors. When the seasons change, so does the amount of daylight we have and you want to make sure nothing could potentially be hiding after dark.

Exterior Maintenance and Repairs

Check your weather stripping around doors and windows and replace or repair where necessary. These little open areas can allow cold air in and warm air out which will increase your heating bills. This applies to caulk around windows and doors as well. While you're checking the seals, also make sure your windows are free of cracks.

Heating System, Fireplace, and Chimney Inspection

Did you know that you should have your HVAC system inspected twice a year? Right before you turn your air conditioner on and again right before you turn your heat on. You can also check with your local electric/gas company as some offer programs to check how energy efficient your system is working. This would also be a great time to have your chimney and fireplace checked. Making sure that your flue is opening properly and your chimney is clear of soot can help prevent a potential fire. Another place that should be cleared out periodically is your dryer vent. Get into the habit of clearing out your dryer vent every couple of months to also prevent a fire in your dryer from the built-up lint.

Smoke Alarms

Typically it's recommended to change out the batteries in our smoke alarms when we adjust our clocks for the time change. The other thing that may need to be swapped out is the smoke alarm itself. According to the U.S. Fire Administration, we should replace our actual smoke alarm every 10 years. The manufacture date can be found on the underside of the smoke alarm. If it is time to replace, you may want to consider some of the newer smart home smoke alarms that work with your Alexa.

Home maintenance is essential to keep your investment looking gorgeous. By taking the time each season to do these necessary steps, you can keep also ensure to keep your home safe and cozy for your family for years to come.



November is Election Time for the

Wayne REIA Board of Directors

Please Participate in the Planning and Direction of the Wayne REIA. By joining the Board.

New voices and ideas help make the association stronger and better. Please join the board. In order to run for a board seat, you must attend the September or October Board Meetings and Announce that You are Running for a Directors Seat

There are a few qualification requirements:

- You must have paid annual dues for at least 1 year.
- You must have daily phone and email access.
- You must be able to text message and utilize facebook.
- This is a working board. so you must be willing to contribute time and effort toward opportunities for the association's members.
- No experience necessity/



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How to Buy Great Deals From Wholesalers as the End-Buyer

Bigger Pockets Blog, Andrew Syrios, Partner with Stewardship Investments, LLC
July 31, 2023

Understanding What's Important to a Wholesaler

When your new and learning [how to find wholesale properties](#), one of the first things a wholesaler does is build their buyers list as big as possible. Then they quickly learn that most of those “buyers” are unreliable. As I noted in [an article way back in 2014](#) on what wholesalers can learn from end buyers, it's important to “narrow your buyers list.” This way, “you know these people can actually close,” and the buyers actually feel like they're getting “a good deal versus a piece of spam.”



Just as the large majority of wholesale deals—particularly the good ones—are done by a small number of wholesalers, the large majority of wholesale deals are sold to a handful of end-buyers. Pareto's Principle applies once again. I have heard this same story from just about every successful wholesaler I know. Wholesaler Sam Craven, for example, noted on the [BiggerPockets Real Estate Podcast](#) that “We have a buyers list of 990 people, I think, at this point, but 90% of our properties are sold to the same five or six people.”

Another wholesaler [puts it like this](#),

...[W]ith a smaller list of buyers, it is easier for you to get to know each one, their likes and dislikes, and begin to foster a long-term relationship. Think of yourself as the custom deal locator or seller... Don't get caught up in thinking that this numbers game is all about massive lists of buyers. You need to cultivate a quality list of legitimate buyers whom you know are primed to act.”

So, what this means is that wholesalers (at least the good ones) are predominantly looking for a handful of high-quality investors that they can sell multiple properties to.

This might be disheartening if you are just getting started or don't have the capital or desire to close more than one deal a year or something along those lines. That by no means makes it impossible to buy from a wholesaler, though.

While it will put you at a disadvantage, wholesalers are not dead set on only selling to a handful of investors. And they always want to find that next consistent buyer as there will always be some churn amongst their best customers. And even if you just buy one a year, you can still work your way to the top by providing what they really want: someone who can actually close.

Being Able to Close (Quickly)

It's important to remember that [wholesalers](#) get a property under contract with the ability to assign that contract to another buyer at a higher price. They then make the spread between the price they have it under contract for and what they can assign it to the end buyer for. Thereby, wholesalers are usually under the gun to close a property, so the ability of an end buyer to close quickly is essential.

The faster you can close, the better, as wholesalers will often want to close within 7-14 days. Furthermore, sometimes they have a hard deadline and need to close by a certain date. From time to time, wholesalers can push that date back with the seller, but many times they can't. And if they cannot move the close date, they will lose their [earnest money](#) and any potential money the deal could have made.

This means it's critical to be able to close reliably. Wholesale deals are usually not the ones you will want to (or be able to) get a bank loan on with a 30-day close and 15-day inspection period. Therefore, if you want to go after wholesale deals, it's important to either have cash on hand, find a private lender (or a [hard money lender](#) who can close quickly), or use a [HELOC](#).

In addition, it's not only important to be able to close, it's important to actually close.

Usually, wholesalers won't give you an inspection period for due diligence. Sure, you can do some, but whatever earnest money you put down is usually hard on day one. (One wholesaler we do a lot of business with demands \$5000 earnest money that goes hard on day one.)

Now, if you find something really bad with the property, you should ask to retrade on the price or back out. After all, everything is negotiable. But generally, that's a no go and certainly not going to win any points with the wholesaler for the next deal. And "the next deal" is really important, as we'll discuss later.

Indeed, there was one deal in which my [due diligence](#) on a property found a broken sewer line. I could have backed out, but the deal still made sense (barely), and I wanted to stay at the top of this wholesaler's list, so we closed. It's important to do what you can to maintain your relationships with good wholesalers.

This also means you should add a contingency to your repair estimate that accounts for the fact that your due diligence will usually be limited. Be ready for unexpected repairs. If that means you need to offer less than what the wholesaler lists the price at, do so. And yes, you can offer less than what a wholesaler is asking for. They usually have some room to negotiate.

Speed

Of course, most wholesale deals suck, so you will have to see a lot of garbage leads in your email inbox. But that's just part of the job. So, I try to get on as many wholesaler lists as possible by reaching out to them on the [BiggerPockets forums](#) or at our Real Estate Investors Association meetings. They also reach out to you quite often. And then, I check those emails as they come in throughout the day and reach out immediately on any that seem interesting.

With emailed leads, it's important to be fast. I don't recommend blind offers, but you should be ready to get up and go to the ones that look good as soon as possible. Sometimes they'll have open houses or group showings, in which case it will be hard to get a good deal. But oftentimes, if you're fast, you can get to the good deals before anyone else and, thereby, actually get a good deal.

What's more important here than the deal, though, is that once you can get that first deal, you can build trust and move up that wholesaler's list of favorite buyers.

Getting to the Top of the List

Getting to—or near—the top of a wholesaler’s list can be very lucrative. Oftentimes, wholesalers want to get a deal done with someone they know will close, especially when they have a hard close date or an odd deal. They also want to keep their best buyers happy. If they send each one out to their whole list and do an open house, they’re basically just a [real estate agent](#) trying to get the highest offer possible (which is the biggest criticism of wholesalers). In such cases, you can rarely get a good deal.

Wholesalers become a really good source of deals when you can get near the top of those lists. When wholesalers start calling you with potential deals that you alone have first dibs on as opposed to just having you as one of hundreds on a mass email campaign, that’s when you get the best deals.

Conclusion

[To be successful with wholesalers](#), the key things are to get yourself in a position where you can close without a bank loan, preferably quite quickly, and be flexible enough to call on and visit interesting properties quickly. Build in a rehab contingency and stick to your word when under contract (unless you find something really bad, of course), and try to work your way up the best wholesaler’s list to be one of their top buyers.

If you can do this, wholesalers become less of a means of filling your inbox with spam and more of a means of finding a consistent stream of quality deals.



Best Fall Treats: Cider, Pumpkin Spice Latte & Doughnuts!!!

REIA Of Wayne

BOARD MEMBER INFORMATION

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Jeremy Paul.....	734.770.1455.....	pauljer9my@gmail.com
Jerry Kirschner.....	248.867.0744.....	gkirsch888@aol.com
Liz Walker.....	313.443.8505.....	beneficialinvestments@gmail.com
Steve Ehrman.....	248.390.0738.....	steve@andrewsdreamllc.com

Ypsilanti Sued For Requiring Landlords To Hand Out Voter Registration Info

RPOAM Blog, 5/18/23



A group of landlords in Ypsilanti is suing the city for requiring them to deliver voter registration information and paperwork to tenants.

The legal challenge, filed by Thomas More Society attorneys in the U.S. District Court in Eastern Michigan, follows the Society’s success in challenging an East Lansing ordinance, which city leaders eventually repealed. “Ypsilanti is violating the First Amendment rights of these landlords,” said Thomas More Society Special Counsel Erick KAARDAL. “The city’s choice to disseminate voter registration tools is in no way relevant to a housing rental agreement and should not involve those who own or manage properties in its implementation. “Ypsilanti’s city code states, unbelievably, that landlords who fail to provide paper copies of voter registration information to their tenants are subject to a municipal civil infraction. It’s outrageous and it’s unconstitutional,” he added.

The one-count lawsuit alleges a violation of the landlords’ civil rights and calls on the courts to declare the city’s ordinance as unconstitutional.

A spokesperson for the attorney said no other lawsuits on the matter are planned in Michigan. However, they are looking at other states, but he declined to disclose which ones.

Article by Dana L. Smith, Karoub Associates.

Around Town With Real Estate Investor Groups

(Call group to confirm meeting dates before attending as they are subject to change.)

- **REIA of Wayne County**
Meets 1st Tuesday of the month at LEOMS Family Dining 23830 Michigan Ave., Dearborn
Meeting starts with networking at 5:30pm
Meeting starts at 6:00 pm and ends at 8:00pm
Call Wayde Koehler at 313 819-0919 for details
- **Oakland REIA**
Meets 2nd Thursday of the month at Troy Community Center in meeting room.
Networking at 6:00pm Meeting 7-9pm
Call Brian Sullivan at 248 327-0588 for details
- **Netro Detroit Investors Meet-Up**
Meets 4th Thursday of the month at McVee’s Pub & Grub 1129 Long Lake Rd., Troy
Meets 6:30-9pm
- **Pontiac Landlord Group**
Meets 1st Thursday of the month at Ally Cat Café 31 N. Saginaw, Pontiac (Downstairs)
Starts at 6:00 for dinner and meeting follows
Call Dan Cary at 248 431-3273 for details
- **Monroe County Landlord Association**
Meets 4th Thursday at Quatro’s on Telegraph Rd. Meeting starts at 6:00pm.
Call Debbie Peters at 734 457-5086 for details
- **Jackson Area Landlord Association**
Meets 4th Monday of the month at The Napoleon Café, 6816 W. Brooklyn Rd. Jackso; Dnnner @ 5:30 and speaker at 6:30pm

TUESDAY SEPTEMBER 5, 2023

Rental Property Owners Association of Michigan 2023 Lobby Day



Join us to meet with members of the Michigan house and senate to inform and share the thoughts, concerns and victories of the housing industry on the behalf of property owners from around the state of Michigan.

Please register by Tuesday, September 5th if you plan to attend.

WHEN: Wednesday, September 20th, 2023

WHERE: Michigan State Capitol

100 N Capitol Ave

Lansing, MI 48933

The day will begin with scheduled meetings with members of the legislature and senior staff. We will also be hosting a luncheon for RPOA-M members Landlords and legislators.

Please Contact Naria King for more information at 248 259-3268.

R.E.I.A. Membership Benefits

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What Is Security Deposit Insurance and Is it Worth It?



POSTED ON [JUNE 2, 2023](#) BY [PATRICK FREEZE](#)

As a landlord, it's essential to protect yourself at all costs. Therefore, most landlords require a security deposit and the first month's rent while signing a lease with a new tenant. However, there are other solutions to help protect your property and your finances. For instance, you may consider requiring security deposit insurance. In today's article, we'll discuss the differences between a traditional cash payment and security deposit insurance and whether it's necessary or beneficial for both parties.

Security deposit insurance is a type of policy that protects landlords and tenants in the event of damage or unpaid rent throughout a lease agreement. Generally, landlords or [property management in Northern](#)

[Virginia](#) charges a security deposit that's refundable at the end of a lease term, so long as there's no damage or unpaid rent during the lease. However, some landlords require tenants to purchase a security deposit insurance policy instead of requiring tenants to provide a cash security deposit.

The tenant typically pays for a security deposit insurance policy covering damages or unpaid rent. For instance, if a landlord files a claim, the insurance company will investigate the claim and may pay the landlord for any damages or unpaid rent covered in the policy. Security deposit insurance is an alternative to traditional cash deposits, and it may be helpful for a few reasons. For instance, cash security deposits can be costly for tenants without guaranteeing they'll get the money back. Additionally, security deposit insurance gives landlords additional protection and an alternative to the time-consuming process of pursuing legal action due to unpaid rent or property damages.

Traditional Deposits vs. Security Deposit Insurance

Security deposits and security deposit insurance are both intended to protect landlords financially, whether a tenant fails to pay rent or causes property damage. However, there are some key differences between the two. A security deposit is a [sum a tenant pays at the beginning of a lease agreement](#). The landlord holds the deposit and typically returns it to the tenant at the end of a lease term as long as there's no damage to the property or unpaid rent. On the other hand, security deposit insurance is a type of policy that tenants can purchase to protect against damages or unpaid rent. So, instead of providing cash at the beginning of a lease term, a tenant pays a premium to an insurance company, which provides coverage for most claims made by the landlord. The choice between a traditional cash payment and security deposit insurance depends on landlords' and tenants' individual needs and preferences.

Pros and Cons of Security Deposit Insurance

Security deposit insurance can be an excellent option for tenants who want a more flexible and affordable alternative to cash deposits. Additionally, they're suitable for landlords who want additional protections.

However, it's important to carefully [review the terms and potential disadvantages](#) of the policy to fully understand what it is. That said, here are some pros and cons for landlords and tenants.

Pros for Tenants

- **Less Costly Than Security Deposits-** Security deposit insurance premiums generally range from around \$10 to \$50 monthly. This is more affordable than paying a large sum upfront that's often equivalent to one month's rent.
- **Insurance Provider Makes Decisions-** Instead of your landlord telling you how much you need to pay, the insurance provider makes the final decision when a claim's submitted.

Cons for Tenants

- **Not All Providers Are Reliable-** Security deposit insurance providers vary in their customer service and response time while reviewing claims.
As such, finding a highly rated and reputable provider is crucial.
- **Premiums Can Become Expensive-** While security deposit insurance premiums are generally low in cost, the premium can total more than a traditional security deposit if you rent for over 12 months. As such, insurance may only make sense if you rent short-term.

- **No Refunds-** Tenants who pay rent on time and don't cause damage can get a refund of their security deposit at the end of their tenancy. However, they cannot get their insurance payments refunded, adding more costs for tenants.

Pros for Landlords

- **Covers Property Damage and Unpaid Rent-** Security deposit insurance ensures the landlord will receive rent and other fees despite a tenant's financial issues.
- **Eliminates the Need for a Security Deposit-** Security deposit insurance can eliminate the need to collect a security deposit from each tenant, which saves time and effort (unless you have a property management team).
- **Can File Claims Before the Tenant Moves-** Landlords cannot deduct costs from traditional security deposits until the tenants move out and a move-out inspection is complete. However, with an insurance policy, landlords can submit a claim during the lease term.

Cons for Landlords

- **The Company Evaluates Each Claim-** There's a chance the insurance company may deny your claim. Unfortunately, this makes it harder to get the required funds to cover missed rent payments or damage repairs.

Is Security Deposit Insurance Necessary?

Security deposit insurance is unnecessary for most landlords, as traditional deposits are still the norm for many rental agreements. However, whether or not it is necessary depends on landlords' and tenants' individual needs or preferences. An insurance policy can be a viable option for tenants if they're looking for a more flexible and affordable alternative to cash deposits. However, [reviewing the terms and potential disadvantages](#) of the policy to understand what it entails is crucial for all tenants.

On the other hand, for landlords, insurance provides the same protections as traditional cash deposits but eliminates the need for them. However, there's a chance that claims can be denied by the insurance company, which makes it harder to get the funds needed to cover missed rent payments or property damage repairs. Ultimately, the decision to require insurance or traditional cash payment is up to the landlord or property management company. That said, it's crucial to weigh the pros and cons of each option and consider the specific needs of your rental property business before making a decision.

Author: Patrick Freeze is a licensed real estate broker and Baltimore native with over a decade of experience in the real estate and property management industry.





Contractors:

(Note: REIA of Wayne does not support or make any recommendations regarding contractors. It is up to you to do your due diligence when hiring any contractor. This is for information purposes only.)

Heating and Cooling:

Pollard Heating and Cooling...313 551-4011
 Main Heating and Cooling.....248 650-8511
 Mega Rooter H & C.....313 254-3529
 Expert Heating and Cooling...734 672-1818

Plumbing

Waterwork Plumbing.....248 542-8022
 Bennies Plumbing.....313 388-5561
 Shaw's Plumbing.....313 285-4361

Tub Reglaze

Surface Solutions.....734 455-0200
 TNT Refinishing.....810 358-0744
 Michigan Tub Refinishing.....313 304-9639

Tree Trimming/Removal

Paul Harris-Tree Trimming.....734 775-6974
 Jaun's Tree Service.....301 804-7504

Roofing

Jeff Williams Roofing.....734 341-3843
 Kanga-Roof.....566 255-0308

Painting

Diamond Painting.....248 935-4514
 Dante's Painting (Edmond).....586 610-1812
 Sergio Guerrero.....313 282-9119
 Kip the Painter.....313 213-4603
 Edgar Plass.....313 926-3814

Handyman

American Skilled Svc.....313 264-9579
 Handyman Service Plus.....313 242-7372

Lawn Service

J& A Lawn Service (Jason).....727 906-7958
 Classic Cuts (Liz).....313 989-8713

Locksmith

American Lock & Key.....734 281-1454

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Ideal Home Improvement.....734 624-3454
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Hunts Window and Doors.....313 318-1581

Appliance Repair

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