

TUESDAY NOVEMBER 7, 2023

R.E.I.A.
Real Estate Investors Association
Wayne County



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

HAPPY THANKSGIVING!

November Meeting: Tuesday November 7th

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

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

Member Meeting 5:30 PM, Presentation 6:30PM



November is Election Time for the Wayne REIA Board of Directors

Since the Candidates are all Incumbents

we will vote by show of hands at the November meeting:

Incumbants are: Wayde Koehler: President. Maria King: Vice President, Mike Sloan: Secretary, Jeremy Paul: Treasure, Jerry Kirschner: Trustee, Elizabeth Walker: Trustee.



Directors Board Monthly Meeting:
Tuesday November 14, 2023
at 6:00pm, at Leon's Family Dining
Members always welcome





November Topic:
Wills and Trusts for Property Investors
Speaker: Michael Sims, Attorney
Sims Law Offices P.C.

Michael Sims has been a practicing Attorney with Sims Law Office P.C. for over 14 years. He completed a BA in Political Science at MSU and went on to complete his Juris Doctor in Law at U of D-Mercy. His practice focuses on Property Law and Wills and Trusts

He will Present On:

- The difference between a Will and a Trust and why both may be needed.
- Do you need to have a certain net worth to make these documents necessary?
- The different types of trusts and how property might be purchased directly into the trust,
- Tax consequences of placing property deed into child or inheritors name vs into a trust.
- When should these documents be drafted?
- Should a Real-estate Attorney do this or should we work with an "elder law attorney"?
- How is will and trust maintained through life and what happens after death?



From the President's Desk
Wayne Koehler

Here we are, heading fast toward the end of the 2023. Hopefully I will see you all at our annual Holiday Party and we can swap this year's crazy and wonderful experiences as landlords.

When I look to the accomplishments of our REIA this year, I'm proud of what this small group has done. We have managed to come through the pandemic continuing to provide members with monthly opportunities to network and learn how to be a good landlord or "Housing Provider". We were able to build partnerships with other RiAs including Oakland and Mid-Michigan which allowed us to bring in Mr. Landlord a national speaker, and thanks to those of you that attended the event, we earned enough from that event to offset some of the cost of the holiday party. So thanks to all who made the drive to Troy to participate!

Our Board also participated heavily in RPOA's (Rental Property Owners Association) Lobby Day in September and is currently partnering with Oakland REIA to help shape ongoing landlord-tenant policy and specifically to address proposed "Tenant Bill of Rights Laws" that may come before the Michigan legislature in the next year.

We are in process of updating our Bi-Laws to ensure they fit the best interests of the association and its members. We are also working on a method to accept credit card payments. So, its been a productive year. Have a great holiday season! Ill see you at the Holiday Party!

GB Appliance Outlet

(Located on Fort St. just West of Southfield Rd.)

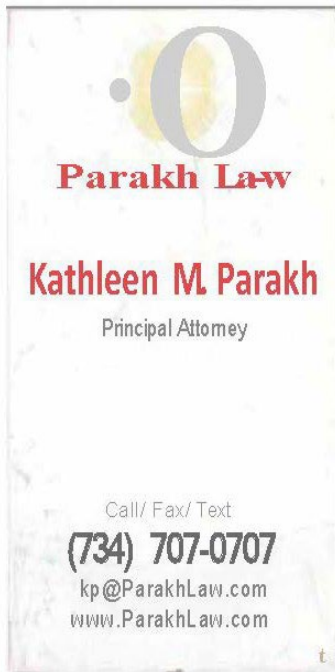
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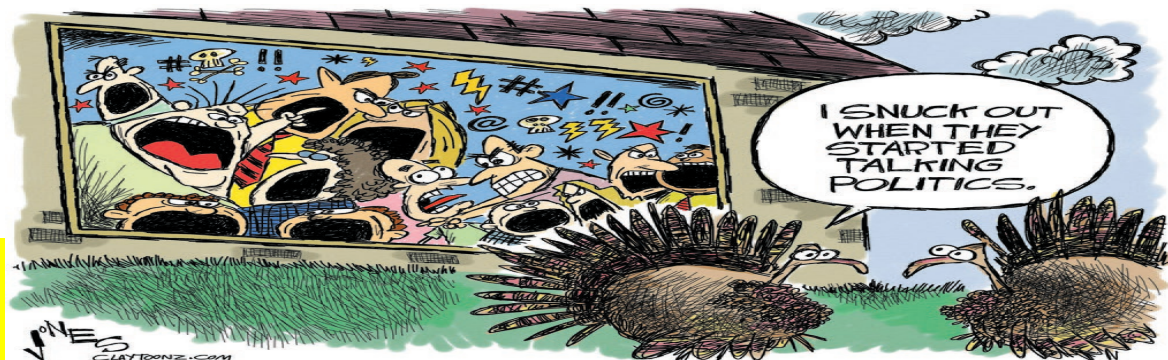
Gee Scott Owner: 313 334-4210



Real Estate Attorney



Collection Attorneys



RPOA is fighting the Tenant Bill of Rights Legislative Proposals

It will take effort and money to prevent this ridiculousness!

Wayne REIA will be outlining in coming months how you can get involved.

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



Photo by [Tierra Mallorca](#) on [Unsplash](#)

Author Cody McBride. Blog; July 18,2023. info@techdeck.info

Promote Your Investment Property (and Find Great Tenants) With These Tips

Investment properties are an excellent way to generate income, but the rental process is anything but passive. Property owners must learn to promote their rentals, source applicants, and screen prospective tenants. [House Management LLC](#) can help you get started.

Highlight Property Features

Creating [a space that renters will love](#) is the first step in promoting your investment property. Since almost half of [renters say features are more important](#) than affordability, focus on updating units and offering as many amenities as possible. Highlighting these amenities and perks in your marketing materials and social media outreach to ensure you're catering to the right prospective tenants. Good-quality listing photos, social media shares, and paid advertisements can help you reach the right audience.

Promote Your Property for Free

When most property owners think of promotion, they jump straight to paid advertisements. Yet there are free and low-cost ways to advertise vacancies both online and through in-person interactions.

For example, [social media platforms are free](#) and reach multiple demographics in specific geographic areas. Using geotags can boost social media reach and connect you with locals. Plus, if you decide to use social media platforms for ads, [geotagging those advertisements](#) is a way to target your tenant search.

You should also use search engine optimization (SEO) strategies to push your posts and listings up in search results. While mastering SEO takes time, [you can learn basic practices](#) (like adding keywords and utilizing headings) through free online resources.

Don't forget in-person or word-of-mouth advertising, either. Rental properties are often a hot commodity, so spreading the word could help you find a great tenant. Something as simple as posting a "for rent" sign can attract leads, but there are other ways to fill vacancies.

Screen Tenants Carefully

Screening tenants is often the most stressful part of filling a vacant property. Even with a long list of applicants, it's challenging to determine who is the best fit. However, landlords must adhere to state and federal law when soliciting information from tenants and making rental decisions.

For example, as Lawyers explains, [property owners may not ask](#) whether tenants have children or if they have ever been under arrest. Asking for employment, credit, and income information is fair game, as is requesting information on past evictions and bankruptcies.

[Verifying applicant-reported information](#) is an essential step in the screening process. [Property owners can run credit reports](#) with credit bureaus such as TransUnion, Equifax, or Experian for a fee; you can pass the cost on to the applicant in most cases.

[Checking references](#) is also a must-do and could help you avoid selecting a tenant who looks good on paper but has a poor tenancy history.

Streamline Property Management

Whether you plan to manage your property solo or have a team to handle daily responsibilities, [consistent management is crucial](#). With an involved property manager or owner, tenants are less likely to break rules and more likely to take good care of the property.

Setting aside a maintenance budget is the first step in caring for the property and ensuring tenants don't go the DIY route. Investing in [repairs and upgrades results in deductible expenses](#), per the Internal Revenue Service, which can help reduce your overall property management cost.

Having someone on-call to support tenants' needs helps ensure that your renters notify you of any issues and keeps your property in good repair. If your rental property is in the Detroit area, [contact House Management LLC](#) to set up management processes.

Get Your Property Rented

Finding good renters is half the battle when you own an investment property. The other half comes with advertising vacancies and processing applications, plus myriad other administrative tasks. But with these tips, you'll feel better prepared to become a landlord and build mutually beneficial relationships with responsible tenants.

REIA Of Wayne BOARD MEMBER INFORMATION

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Liz Walker.....	313.443.8505.....	beneficialinvestments@gmail.com
Steve Ehrman.....	248.390.0738.....	steve@andrewsdreamllc.com

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FACT SHEET: Biden-Harris Administration Takes on Junk Fees in Rental Housing to Lower Costs for Renters [Whitehouse.org, Blog, 7/19/23](https://www.whitehouse.org/blog/2023/11/07/rental-junk-fees)

Major rental housing platforms and several states join the President's effort to crack down on rental housing junk fees for consumers and increase transparency

Today, President Biden is announcing a new front in his crackdown on junk fees: rental housing. From repeated rental application fees to surprise "convenience fees," millions of families incur burdensome costs in the rental application process and throughout the duration of their lease. These fees are often more than the actual cost of providing the service, or are added onto rents to cover services that renters assume are included-or that they don't even want.

Rental housing fees can be a serious burden on renters. Rental application fees can be up to \$100 or more per application, and, importantly, they often exceed the actual cost of conducting the background and credit checks.

Given that prospective renters often apply for multiple units over the course of their housing search, these application fees can add up to hundreds of dollars. Even after renters secure housing, they are often surprised to be charged mandatory fees on top of their rent, including "convenience fees" to pay rent online, fees for things like mail sorting and trash collection, and even so-called "January fees" charged for no clear reason at the beginning of a new calendar year. Hidden fees not only take money out of people's pockets, they also make it more difficult to comparison shop. A prospective renter may choose one apartment over another thinking it is less expensive, only to learn that after fees and other add-ons the actual cost for their chosen apartment is much higher than they expected or can afford.

Today, the President will outline several new, concrete steps in the Administration's effort to crack down on rental junk fees and lower costs for renters, including:

- New commitments from major rental housing platforms-Zillow, **Apartments.com**, and **AffordableHousing.com-who** have answered the President's call for transparency and will provide consumers with total, upfront cost information on rental properties, which can be hundreds of dollars on top of the advertised rent;
- **New research from the Department of Housing and Urban Development (HUD)**, which provides a blueprint for a nationwide effort to address rental housing junk fees; and
- **Legislative action in states across the country-from Connecticut to California-who** are joining the Administration in its effort to crack down on rental housing fees and protect consumers.

These announcements build on the President's effort to tackle junk fees across industries. President Biden has repeatedly called on federal agencies, Congress, and private companies to take action to address junk fees across the economy, and ensure Americans are provided with honest, transparent pricing. These hidden fees increase the costs consumers pay: studies have found that consumers pay upward of 20 percent extra when the actual price of the product or service is not disclosed upfront. Providing consumers with the full price they can expect to pay creates competition among providers to lower costs, without relying on hidden fees. Earlier this year HUD Secretary Marcia Fudge released an open letter to housing providers and state and local governments to encourage them to adopt policies that promote greater fairness and transparency of fees specifically faced by renters.

Today's actions include:

Commitments by rental housing platforms to show total costs up front. Each month, tens of millions of customers search online to find their next apartment or house. Today, major rental housing platforms are answering President Biden's call for pricing transparency and announcing new steps to provide consumers with up-front information about fees in rental housing, building on recent actions by private sector leaders in other sectors, including airlines and event tickets. By providing the true costs of rent, people can make an informed decision about where to live and not be surprised by additional costs that push them over budget.

These companies are making the following announcements:

- **Zillow** is today launching a Cost of Renting Summary on its active apartment listings, empowering the 28 million unique monthly users on its rental platform with clear information on the cost of renting. This new tool will enable renters to easily find out the total cost of renting an apartment from the outset, including all monthly costs and one-time costs, like security deposits and application fees.
- **Apartments.com** is announcing that this year it will launch a new calculator on its platform that will help renters determine the all-in price of a desired unit. This will include all up-front costs as well as recurring monthly rents and fees. The Apartments.com Network currently lists almost 15 million active availabilities across more than 385,000 properties.
- **AffordableHousing.com**, the nation's largest online platform dedicated solely to affordable housing, will require owners to disclose all refundable and non-refundable fees and charges upfront in their listings. It will launch a new "Trusted Owner" badge that protects renters from being charged junk fees by identifying owners who have a history of adhering to best practices, including commitment to reasonable fee limits, no junk fees, and full fee disclosure.

New research on policy innovation to address rental fees. Today, HUD is releasing a new research brief that provides an overview of the research on rental fees and highlights state,

local, and private sector strategies to encourage transparency and fairness in the rental market, including capping or eliminating rental application fees; allowing prospective renters to provide their own screening reports; allowing a single application fee to cover multiple applications; and clearly identifying bottom-line amounts that tenants will pay for move-in and monthly rent. The brief provides a blueprint for how everyone from local government to landlords can do better for renters.

Recent state actions to address the hidden and unfair fees.

In March, the White House convened hundreds of state legislative leaders, and released a resource entitled, "Guide for States: Cracking Down on Junk Fees to Lower Costs for Consumers." Since the President drew attention to the pervasive issue of junk fees throughout the economy, a number of states have already gotten to work to crack down on rental housing fees, including:

- Colorado. Enacted House Bill 1099, which allows prospective renters to reuse a rental application for up to 30 days without paying additional fees; and House Bill 1095, which limits fees to tenants when landlords fail to provide a nonrenewal notice that disguise fees as "rent," and limits the amount a landlord can mark up a tenant for third-party services.
- Rhode Island. Enacted House Bill 6087 to limit rental application fees beyond the actual cost of obtaining a background check or credit report, if the prospective tenant does not provide their own report.
- Minnesota. Enacted Senate File 2909, which includes a requirement for landlords to clearly display the total monthly payment and all nonoptional fees on the first page of the lease agreement and in all advertisements.
- Connecticut. Enacted Senate Bill 998 to prohibit a landlord from requiring a fee for processing, reviewing, or accepting a rental application, and set a cap of \$50 on the amount that can be charged for tenant screening reports. The law also prohibits move-in and move-out fees, and certain fee-related lease provisions, including certain late fees related to utility payments.
- Maine. Enacted Legislative Document 691 to prohibit a landlord from charging a fee to submit a rental application that exceeds the actual cost of a background check, a credit check, or another screening process. The law also prohibits a landlord from charging more than one screening fee in any 12-month period.
- Montana. Senate passed Senate Bill 320 to require landlords to refund application fees to unsuccessful rental applicants except any portion of the fee used to cover costs related to reviewing the application, including conducting a background check. Landlords may only charge candidates for the actual cost of obtaining a background check or credit report.
- California. Senate passed Senate Bill 611 to require the mandatory disclosure of monthly

rent rates, including disclosure of a range of payments, fees, deposits, or charges, and to prohibit certain fees from being charged.

Earlier this year, the Consumer Financial Protection Bureau and the Federal Trade Commission, both independent agencies, requested information on tenant screening processes, including how landlords and property managers set application and screening fees, which will help inform enforcement and policy actions under each agency's jurisdiction. The CFPB has noted that background checks too often include inaccurate or misleading information and risk scores that lack independent validation of their reliability.

Today's announcements build on the Eiden-Harris Administration's ongoing efforts to support renters, including through the release of a first-of-its-kind Blueprint for a Renters Bill of Rights and a Housing Supply Action Plan, focused on boosting the supply of affordable housing-including rental housing. Reducing housing costs is central to Bidenomics, and recent data show that inflation in rental housing is abating. Moreover, experts predict that roughly 1 million new apartments will be built this year, increasing supply that will further increase affordability. The actions announced today will help renters understand these fees and the full price they can expect to pay, and create additional competition housing providers to reduce reliance on hidden fees.

In the coming months, the Eiden-Harris Administration will work with Congress, state leaders, and the private sector to address rental junk fees and build a fairer rental housing market. On July 26, the Senate Committee on Banking, Housing, and Urban Affairs will host its first-ever hearing on junk fees, including in the rental housing market.

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 LEONS 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

Your Membership Dues at Work:

Rental Property Owners Association of Michigan 2023 Lobby Day



Liz Walker meeting with Representatives



Tommy O'neil & Wayde Koehler

Several members of our Board of Trustees along with Oakland REIA Trustees and members attended this year's RPOA Lobby Day in Lansing. In attendance from Wayne REIA were, Wayde Koehler (President) Maria King (VP), Steve Ehrman (Trustee) and Liz Walker (Trustee).

Unfortunately, we were not able to catch the representatives as they left the floor of the Capital Bldg. because they had a mandatory attendance on the floor for a vote. Erika Farley RPOA Director, (Rental Property Owners Association) noted that typically legislators would be walking on and off the voting floor and we would be able to steal a few moments with each Senator. It just so happened on that day we could not benefit from that strategi despite Ms. Farley's best efforts to coordinate the opportunity. However she arranged a luncheon which both legislators attended or their Aides. There were at least 75 people in attendance with about 20 different Legislators.

Ms. Farley gave us all a list of talking points to incorporate into our conversations. The legislators responded positively to our comments and seem to genuinely be interested in hearing Landlord's experiences and a call to pull the reigns on the many bills being proposed that espouse to be for tenant's benefit. We focused on explaining that the already small housing market might be even smaller if property Investing with rentals becomes less or unprofitable due to lack of rent, increased fees to operate and increased evictions because we can't properly vet our tenants. It was a successful day.

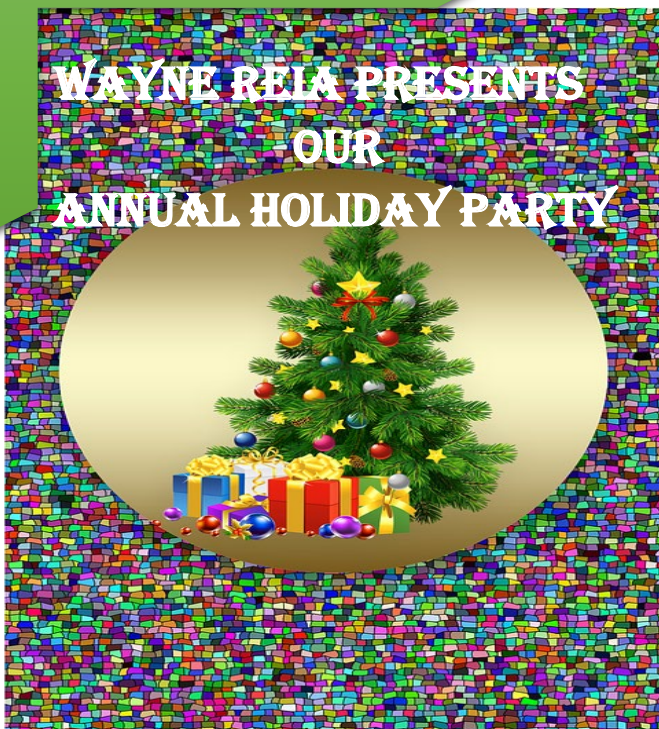
What's Next?...No We Are Not Done Yet!

There are over 450 Representatives in Michigan and will need to be contacted by everyone. Remember there are far more tenants than landlords. If we want to combat the push from the extreme groups then every

landlord needs to take part because the proposed laws that come under “The Tenant Bill Of Rights” will strip landlords of the right to deny tenants based on their source of income (Section 8). It will prevent us from checking and denying rental based on criminal background or credit score.

We have been partnering with the Oakland REIA to write our own list of talking points. Peter Wilens is an Oakland REIA Board Trustee and also in the RPOA Lobby Group. His career was working as an Analyst and we have the good fortune of benefiting from his skills. He worked with our combined groups including Maria King, and Jerry Kirschner to ensure the accuracy and comfort of landlords to establish a page of talking points and actually devised budgets to show legislators what the unintended consequences would cost both landlords and tenants. We will be sending these documents to all of you when they are completed. We count on each of you to contact your state representative in the area you live and call to talk with him or her and go over the talking points in a friendly positive manner. Let them know that the tenant bill of Rights laws being proposed will have unintended consequences that will negatively effect the housing market, property owners that pay substantial property taxes and will not help those struggling for housing in the way they intend. This is a “Do It Now” activity. We also have to keep doing this as these proposals come up in the state capital for vote.

So in person meetings with your State Representative is best but it is not always practical or possible to jump in the car and drive to Lansing. Alternatively attend the Representative local Town Hall meeting or write letters or last option call and express concerns on the phone.



**PLEASE JOIN US FOR
DINNER & COCKTAILS**

At: Crystal Gardens

**16703 Fort St,
Southgate, MI 48195**

**When: December 5th
6PM-Close**

**Cost: Members \$30.00 per person
\$40.00 per person (paid in
Advance) by November 15th
\$45.00 per person at the door.**

Dress: Casual or Holiday wear

Fee includes: Unlimited Buffet Dinner and all you can drink Bar

R.E.I.A. Membership-Benefits

- Socializing, Networking, Networking & Networking
- Strong focus on Landlord needs including specific rehab and rental presentations
- Monthly Newsletter and Guest Speakers
- Opportunities to personally meet and talk with local business owners/contractors
- Free 3 month subscription to Mr. Landlord newsletter.

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SPEED BUMP By Dave Coverly



Which costs more?
Did you get your furnace(s) cleaned and tuned up?
Dirty furnaces lead to cracked heat exchangers and the cost is a whole new furnace.
Tune Up= Max \$100
New furnace =\$2500+
Don't skip seasonal maintenance!



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.)

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 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

Other

Floor/Counter Repair313 718-2998

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

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

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Ideal Home Improvement.....734 624-3454
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Appliance Repair

Keith Dvorkin.....313 689-2446

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