

A publication of Michigan Realtors®

# MICHIGANREALTOR®

## INTEGRATING COMRADERY

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*technology*

PLUS

Appraisal Credibility

Capitol Report

President's Report

Property Use Dangers



2019 Major Investors



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MICHIGANREALTOR®

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03.20

{ MARCH | TWO THOUSAND & TWENTY | VOLUME NINETEEN | NUMBER TWO }



## Many ways to get more involved in 2020

Spring, the season of hope and renewal, is upon us in Michigan and there is no better time to acknowledge the progress we have made so far this year and forge ahead with enthusiasm and commitment. We have begun this new year on the right foot with a solid path in front of us going forward.

Over 100 attendees started the year off right by joining us at the RPAC Fundraising Forum and AE Meeting in Lansing. We were delighted to welcome Meagan Luce as RPAC Trustee Chair and special guest Pete Kopf, 2020 NAR Realtor® Party Chair. This event continues to be an essential one for members who want to learn and put themselves in the best position as leaders in the industry.

In late January, we came together at Achieve, which was held this year at the beautiful Ann Arbor Marriott Ypsilanti at Eagle Crest. For those of you who have attended this event, you will surely agree that it is without a doubt the premier event for Michigan Realtors® members to network with some of the biggest industry influencers while learning about real estate industry trends, legislative developments and leadership. It was an honor to stand alongside our newly elected officers and directors as they were sworn in by Supreme Court Justice Beth Clement. I will be joined this year by our President-Elect, E'toile Libbett, and Treasurer, James Iodice.

The next step in staying on track and achieving your goals for 2020 is to attend the upcoming Broker Summit. Just a few weeks away from now, this event is critical to all Michigan Realtors®. It brings together elite brokers and Realtors® from around the state to discuss current real estate and market trends that impact your bottom line. You can expect engaging sessions on risk management, tech and video. When it comes to creating and implementing a complete business strategy to propel you forward, this event has it all with powerful tips, tricks and insights into your industry.

### 2020 BROKER SUMMIT

Wednesday, April 29

The Inn at St. John's, Plymouth

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Do you have what it takes to make 2020 a year like no other? With these events and the support of Michigan Realtors® you do! Take advantage of what this association offers you, and what your colleagues can offer you too. Share your skills and know-how with others by volunteering in some small (or big?) way this year. We're all in this together and we can make big things happen. We have many opportunities and welcome you all to explore your potential.

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**April 29, 2020**

**Broker Summit**

The Inn at St. John's, Plymouth

Are you a Broker, an aspiring Broker or a manager looking to gain a competitive edge on the issues that impact your brokerage? the Michigan Realtors® Broker Summit brings together elite brokers and Realtors® from around the state to address current real estate and market trends that impact their bottom-line.

**October 7-9, 2020**

**The Convention**

Amway Grand Plaza Hotel & DeVos Place, Grand Rapids

For Michigan Realtors®, The Convention is the largest gathering of real estate professionals, with over 1,200 in attendance. Over 80 companies participate in the industry tradeshow which showcases many products and services involved in the day-to-day business of real estate.

## LETTER TO THE EDITOR

*By Bob Taylor*

The proliferation of articles on the "industry disrupting trend" called "iBuyer" always catch my attention. So, it is in response to the January article in Michigan Realtor® that prompts this writing. However, it is not because this is an industry disrupter, but because it is not.

All real estate agents are taught early in their careers that all sellers want three things when selling and that one will usually be more important than the other two. They are:

1. The most money
2. A quick sale
3. Minimal inconvenience

Read Bob's full letter here:

<https://www.mirealtors.com/Portals/0/Documents/LettertotheEditorMarch20.pdf>

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## Important issues on the table, then the fall elections.

There is an early start for key Realtor® legislation this year. This early start is welcomed considering that the legislature and the Governor will soon be in the middle of yet another budget negotiation. Last year's legislative session saw two rounds of budget negotiations. The Governor vetoed approximately \$1 billion in funding from the first budget the legislature sent her in September, and they could only come to terms on a handful of items to restore before they broke for the holidays. The budget took up some significant room on the legislative calendar the second half of last year and, as a result, the legislature passed the fewest bills since 1960. Depending on who you ask, this might be a good thing.

Nonetheless, Michigan Realtors® is hard at work trying to put some momentum behind a few timely issues before the budget starts taking up significant time and the 2020 elections bring policy making to a halt.

### WRITTEN REQUIREMENT FOR REAL ESTATE COMMISSIONS – SB 253

For all intents and purposes, this bill solidifies what we have all known to be true when creating a commission agreement – for a commission agreement with a seller or buyer to be enforceable, the agreement must be in writing. And up until a couple of years ago, every real estate professional understood that in order to establish a claim for a commission, under the Statute of Frauds, the agreement had to be in writing. This still holds true as a best practice, but a ruling by the Michigan Supreme Court in the case of North American Brokers, LLC. V. Howell Public Schools left the door open that a verbal promise could be enough. In their decision, the court more or less stated that because of previous case law, a verbal promise can trump the Statute of Frauds requirement, and if the legislature feels differently, they need to make that clear. With SB 253, the legislature is looking to do just that.

The Michigan Senate recognized the importance of protecting brokers and their clients by passing SB 253 in December by a vote of 33-0. The bill moved on to the House judiciary committee where it also received overwhelming support to make sure that the law is clear and without exception. Given its track record of support throughout the legislative process and across both side of the aisle, the bill should have a clear path to the Governor's desk by March.

### CLARIFYING HOME SECURITY – HB 5421

The words from the old Rockwell song "Somebody's Watching Me" could not ring truer nowadays. You should never assume that when you are out in public, or as a real estate professional with clients in someone else's home, you have any type of privacy. Advances in home security have brought us way past the days of the nanny cam in the teddy bear. As such, Michigan's surveillance statutes have lagged behind and put homeowners at risk at breaking the law in attempting to keep their property and their family safe.

Under Michigan law, video monitoring of your home has always been allowed so long as it wasn't used for "lewd and lascivious purposes." Their words – not mine. This is commonly understood as the homeowner exception for security purposes. One could argue that audio is also an aspect of monitoring. However, because there is also separate section concerning audio recording, requiring consent of at least one of the parties to the conversation, there exists a question of whether the homeowner exception applies to audio recording.

As you well know, new home security features now include both video and audio surveillance and it has never been easier and more affordable for homeowners to secure their property with audio and video devices. More to the point, there is no reason why a homeowner should not have the full complement of audio and video when protecting their private property. That said, we are concerned that technology is outrunning the law on this point, creating confusion within the real estate market, and demanding a simple but important fix.

Representative Graham Filler (R- Dewitt) introduced HB 5421 to harmonize Michigan's audio and video surveillance statutes to clarify that for home surveillance purposes, a homeowner does not need to have the consent for an audio recording, so long as it is not for lewd and lascivious purposes. This change will also bring the statute into line with current Michigan State Police practices and protect seller's during real estate showings.

Representative Filler chairs the House Judiciary committee where his bill is referred. In February Michigan Realtors® testified in support of HB 5421 highlighting the importance of clarifying the law for buyers and sellers alike. The bill received overwhelming support in committee and is now before the Michigan House of Representatives. If the bill

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passes into law, it will provide buyers and their agents with a clear understanding that the private residence they are visiting may be equipped with audio and video recording equipment and that they don't have an expectation of privacy in someone else's home.

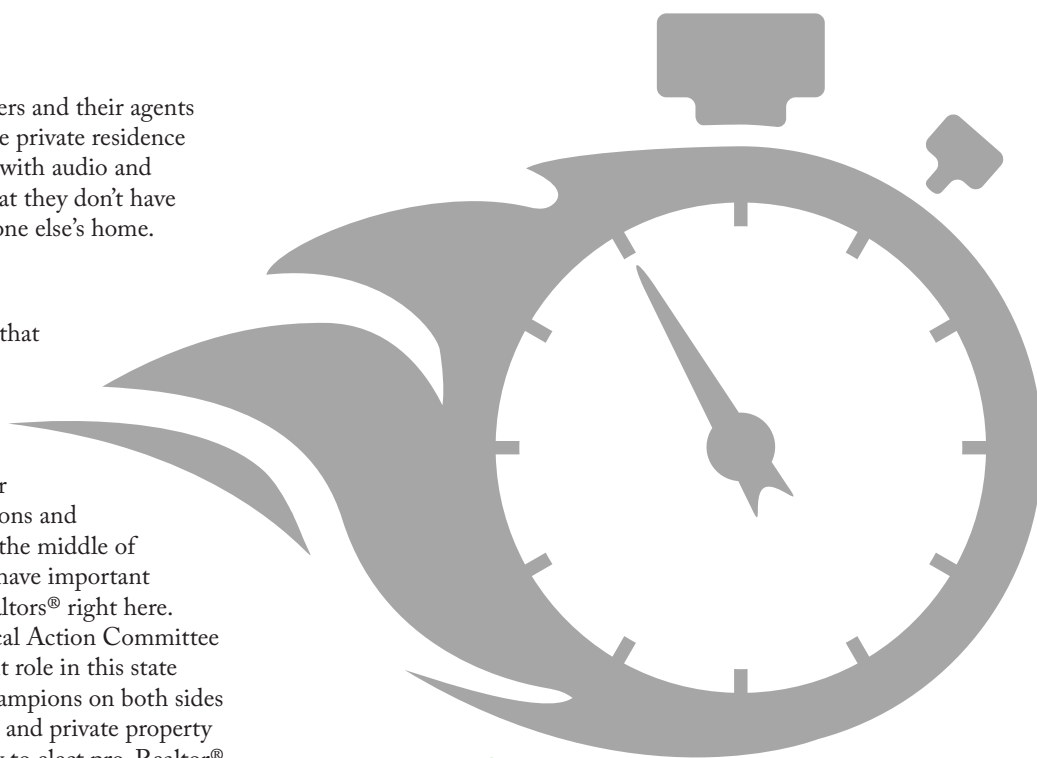
## 2020 ELECTIONS

This is an election year. It's a year that promises to stir passions, polarize people, and make you want to avoid social media. The presidential election and national politics are set to take center stage. It will drive most conversations and promises to be nasty. However, in the middle of the national conversation we also have important Michigan elections impacting Realtors® right here.

The Michigan Realtors® Political Action Committee (RPAC) is set to play an important role in this state election by endorsing Realtor® champions on both sides of the aisle to protect our business and private property rights. RPAC works constructively to elect pro-Realtor® candidates that understand our business and the importance of real estate to the state's economy. You are not going to agree with every endorsement that RPAC makes and RPAC is not telling you how to vote. It is, however, serving a meaningful guide to let you know where candidates stand on our issues. Many, if not all, candidates undergo a local association interview process to learn about Realtor® issues and explain their views on those issues. And to clarify, RPAC support is through your voluntary contributions to RPAC – not your dues dollars. Perhaps most importantly, RPAC endorsement decisions are made by Realtors® across the state through their volunteer work on committees at your local and state associations.

My intent here is to give you background and understanding on how these decisions are made. I also encourage a little civility when it feels like those around you may not have any. The Realtor® party is strong, and we continue to be a bipartisan association that looks out for the best interest of our members, their business, a vibrant real estate market, and the protection of private property rights.

Please follow along for breaking news through our social media and E-news publications. Additionally, be the first to receive legislative Call for Action alerts on your mobile phone by texting the word "REALTOR" to 30644. ●



Michigan Realtors® is hard  
at work trying to put some  
**MOMENTUM BEHIND A  
FEW TIMELY ISSUES**

before the budget starts  
taking up significant time  
and the 2020 elections bring  
policy making to a halt.



# Permissable Uses of Property – Be Careful What You Say

BY GAIL A. ANDERSON  
AND MELISSA A. HAGEN

Realtors® are often called upon to answer questions about the possible uses of a property that is being offered for sale. When responding to these types of inquiries, there are any number of ways for Realtors® to create potential liability for themselves, one of which is to make assumptions based upon the current or prior use of the property.

An Illinois case decided last summer provides a good illustration as to how this can happen. In this case, a broker listed for sale a below-grade condominium unit. Before the listing, the unit had been used as a convenience store called “Stop & Shop Grocery.” The listing broker created advertising materials based upon old MLS listings which indicated that the property was zoned commercial. The broker also looked at a Chicago zoning map to verify the zoning. Unfortunately, the map only showed the zoning for the above-ground structure and not the below grade space. In the new MLS listing, the broker described the property as a “[f]ormer location of a Stop & Shop Grocery” which would be “[p]erfect for grocery, medical clinic, fitness center, restaurant/bar . . .”

A potential buyer saw the listing and contacted the broker for more information. The buyer told that broker that he was interested in buying the space and renting it to a grocer or other commercial tenant. Eventually, the buyer and his father toured the unit during which time they saw refrigerators and other fixtures that had been left in the space by the operators of the Stop & Shop Grocery. The broker told them that Stop & Shop Grocery had been operating at the property for over 30

years but had recently vacated the property. The broker added that the space would be “great for a grocery store” because of its layout.

After the tour, the buyer contacted a potential grocery store tenant. The potential tenant was interested and, along with the buyer, toured the space with the broker. At that time, the broker once again told the buyer that the space “would be a great grocery store.”

Eventually, buyer purchased the property for \$600,000. However, the lease transaction between the buyer and the buyer’s prospective grocery store tenant fell through when the condominium association failed to approve the tenant’s lease conditions of an elevator and signage. The buyer then began lease negotiations with a second tenant, which was a dog grooming business called “Club Barks.” Club Barks soon discovered that the space was actually zoned residential and could not be used for a dog grooming business.

Upon learning the true zoning of the space, the buyer tried to get the zoning changed. The rezoning failed because the condominium association would not give its approval which was necessary to change the zoning. The buyer stopped paying its condominium assessments and eventually lost the property through foreclosure.

The buyer sued the broker for fraud and negligent misrepresentation. The Illinois court found that the broker had misrepresented that the space was suitable for, and could be used as, a grocery store. The court found that the broker was liable for this misrepresentation in large part because it was something that the buyer himself could not



# Real estate use agricultural commercial



“

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”

have discovered since the correct zoning could not be determined from reviewing the zoning map. Even though the broker's misrepresentation appeared to have been innocent, the broker was found to be liable because the buyer could not have discovered that the space was not zoned for commercial use through “ordinary prudence.”

In an earlier case, a broker had listed a home with an office addition that had been used as a chiropractor's office for many years. The listing described several factors of the home's interior, exterior and amenities. It also contained a list of several in-home businesses as suggested uses for the home's office addition, including “dentist.” A potential buyer who had driven by the home and seen the “for sale” sign contacted the listing office and asked for a showing. During the showing, the buyer asked the listing agent whether the home could be used as a dentist's office. He was assured that it could and soon thereafter purchased the property.

The buyer spent the next several months installing his dental equipment and preparing his office for his intended full-time practice. He then received a notice from the county zoning enforcement office

advising him that the home could not be used for a dental office. Apparently, the chiropractic office had been a legal nonconforming use. After a hearing, the zoning board concluded, and a court later agreed, that the use of the property for a dental office rather than a chiropractor's office constituted a change of use and was therefore not a continuation of the legal nonconforming use.

As in the more recent case, the listing broker here argued that the buyer could have easily discovered the zoning information on his own and therefore should not be permitted to rely on the broker's misstatements. The court rejected this defense, noting that in this instance, the misrepresentation could not have been discovered by simply looking at the zoning ordinance. Here, the buyer's right to use the property as a dentist's office turned upon a finding as to whether a dentist's office was the same “use” as a chiropractor's office. This finding required a month's deliberation on the part of the county zoning board of appeals. Since the answer was not obvious, the buyer's reliance on the broker's representation was deemed to have been justified.

In a similar Idaho case, a holistic

health business known as “Path to Health” hired a broker to help it locate a property where it could operate its business. The broker showed them a condominium unit designed for commercial space. According to the owners of Path to Health, the broker told them that he had checked the zoning and repeatedly assured them that it would be fine.

After it purchased the condominium unit, Path to Health discovered that the property was not zoned for commercial use and that previous businesses had operated under conditional use permits that could not be transferred. While the buyer was able to get its own conditional use permit, it nonetheless sought to rescind the transaction citing concerns about future permits.

Path for Health sued the broker for breach of contract, negligence and breach of fiduciary duty. The broker's defense in large part was based upon the buyer's agency agreement which explicitly provided that Realtors® have no duty to investigate zoning. The trial court relied on this language in the buyer's agency agreement to throw out the case against the broker.

The appellate court held that the trial court should not have thrown out the case against the broker. First, there was testimony that the buyer's agency agreement had not been signed until after the buyer had agreed to buy the property (and after the broker had told the buyer that the property was properly zoned). Second, the court held that just because the buyer's agency agreement made clear that the broker did not have a duty to investigate zoning, such language “did not give the brokerage and its

# use agricultural residential industrial

agents license to mislead clients by providing false information.”

These cases illustrate a couple of things. First, when listing property, do not rely on old information. Laws and ordinances change. What may have once been a permissible use, may no longer be a permissible use. This is true even if the use in question is the same as the current use. The current use may have been “grandfathered in” when the applicable zoning ordinance was amended. Do not let potential buyers push you into answering questions that you are uncertain about. Remember, the

more complicated the zoning situation, the more likely the court is to conclude that the buyers were entitled to rely on the representations of the broker instead of conducting their own investigation.

Second, if you represent a buyer, remember that even if your buyer’s agency agreement specifically provides that you have no duty to investigate the property’s zoning classifications, this will not protect you if you voluntarily assume that obligation by making representations as to the permissible uses of the property.

Third, keep in mind that a zoning ordinance is not the only thing which may preclude certain uses. Documents such as condominium bylaws and restrictive covenants may also restrict what buyers can and cannot do with their property. And, these restrictions may not be consistent. For example, a zoning ordinance may permit the use of a property as a dentist office, but the condominium bylaws may not. ●

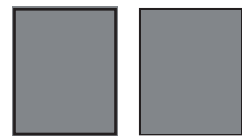


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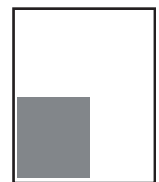
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# today's tech

BY DAVE ZITTING

## Why it has yet to meet the greater needs of the housing consumer

Relationships matter in real estate, and that will never change.



From Silicon Canal to Silicon Slopes to Silicon Prairie, tech cities continue to pop up across the nation. As long as the consumer continues to evolve and with them demand them tech gurus, they will be there to respond. Although many sectors have found success amidst this rise in tech, it seems others have tried and missed the mark. , the reasons why a business or technology was not successful is not what we are here to discuss and for time's sake, we won't. But what I want to discuss is one major area in technology that more than often gets overlooked: comradery.

As we all know, buying and selling a home is a very emotional transaction for more than 85% of the nation's housing consumer population (due to financial capabilities and experience). emotion drives brokerages to specialization, which encourages consumers to need a human connection and coaching, not just A.I. This is what many tech gurus fail to recognize and easily overlook. However, we have been trained to expect new and modern consumer experiences. Let's call this Pre-Desire-User-Experience (PDUx). The concept is easy to whiteboard, but much more challenging to deliver.

### *A New Set of Expectations*

Simply put, consumers have a new set of expectations based on other contemporary consumer experiences (think Amazon, Uber, Grubhub, Apple, Airbnb, etc.). The idea is to the consumer with what they need and want at the moment or before they think they want it. If your customer's inner-speak is, "I need and want... and where do I start...?" the question then becomes, how does the housing industry respond? Unfortunately, as a whole, we haven't.

When consumers buy and sell a home, they are required to complete this transaction while navigating many different industries—real estate sales, real estate financing, moving services, home products and services, security, energy and utilities, warranty, insurance and more. Let's refer to each of these industries as kingdoms, all of which are vying for the consumer's attention, but operate quite competitively and separate.

Today, most technology strategies are focused on staying within each of these various kingdoms, and often the gurus themselves establish their careers within that sector. The individual industries that make up the Housing Market are a somewhat esoteric set of knowledge. And, more consideration needs to be on the actual result. We must all ask the question, are we responding to our customer's needs? We need to look beyond the traditional Net Promoter Score and Social Surveys, asking, "Were you satisfied with the lending experience?" What we need to ask is, "did you enjoy selling and buying a new home?" Unfortunately, that answer is most often unequivocally, "no."





## Managing the Outcome

Housing consumers gauge met expectations based on two very straight forward outcomes: Was it easy or difficult? And, was it fair? When consumers are forced to work with multiple, disjointed industries to complete a single transaction, each of which is complex, it makes it nearly impossible to meet these trained and ingrained expectations. This disjointedness also dramatically increases the overall cost of housing.

As a whole, regardless of what industry career path you operate within, you need to start asking some new questions: Do you satisfy our client's overall housing expectations? And, are you doing it in a way that supplies delight when buying a home, while at the same time providing PDUx and saving your customer money in the process? If you want to respond positively to these questions, it may be time to expand your current technological strategy. There is a way to come together as an industry to create this type of comradery, save money and streamline processes while unilaterally making it easy for all parties involved.

The technology is here and readily available amongst all industry kingdoms. It's time that we work together to supply real estate professionals with predictable and sustainable career experience, while at the same time finally meeting our clients' overall expectations. We can delight them if we work together and think together. ●



*Dave Zitting's mortgage industry career launched in 1989, and within ten years, he was Co-Founder and CEO of Primary Residential Mortgage, Inc. (PRMI). After a successful exit from PRMI, Dave, co-CEO of Avenu Technologies, Inc., became laser-focused on Avenu's work to enhance the real estate sales process through revenues and career opportunities for real estate agents. IntroLend, MoneyTips, and HomeKick are collaborative technological platforms that create ease for the home buyer and new revenue streams for professionals.*

# Appraisers' Scrutiny Throughout the Data Collection Process Part 1

BY MICHEAL R. LOHMEIER,  
MMAO(4), PPE, FASA, MAI, SRA

An essential part of an appraiser's valuation process is determining the market information that is needed to properly prepare an appraisal report as well as the sources for collecting it. This is referred to as the appraiser's "data collection process." The old adage "garbage in, garbage out" is a fundamental thought paradigm when planning the data collection process. If the market information used by the appraiser is not reliable, then the results of the appraisal will not be credible. Every appraisal report must be based on reliable market information about the subject property (i.e., the property which is the subject of the appraisal), the market area the subject property is located within and the comparable properties used in the approaches to develop its value.

When people read appraisal reports, their attention often focuses on the type of analyses done and the conclusions reached. Very little, if any, attention is given to the data collection process followed. This is a shortsighted focus, as the data collection process leads to the appraiser's analyses performed and opinions developed. For example, when using the sales comparison approach, the subject property is compared to similar properties which have sold, and the appraiser applies adjustments to each of the comparable property sales' prices for any value-related differences. The comparable sales used, and adjustments applied is a small part of the appraisal process and is actually just the end-results of a part of the data collection process plan. The larger picture revolves around decisions made for what data was collected and to what sources were relied upon for the information.

The data collection process plan is shaped by first determining the appraisal problem for each appraisal assignment.

## THE APPRAISAL PROBLEM

Every appraisal report is a tool meant to help solve a client's appraisal problem. Prior to determining a data collection process plan, an appraiser must first know what the client's appraisal problem is. At the onset of every appraisal assignment, the appraiser must identify the following elements in order to fully understand its client's appraisal problem.

1. **CLIENT AND OTHER INTENDED USERS.** The client is the party(s) who engage the appraiser; while other intended users are others who may also rely on the appraisal report. For example, in a property assessment dispute, an appraiser's client is typically the Petitioner or Respondent (i.e., property owner and municipality). Other intended users include the Michigan Tax Tribunal, who will rely on both parties' appraisal reports in determining the value of the property.
2. **INTENDED USE.** The appraisal report's intended use is the purpose of the appraisal. Intended uses may include property assessment appeal, determining tax exemption benefits, collateral valuation for financial institution lending, divorce, merger and acquisition, purchase or sale, investment, insurance, noncash charitable contribution and a variety of other reasons.
3. **STANDARD OF VALUE.** The standard of value (i.e., type and definition of value) provides the measurements that the appraiser's opinion is developed on. Some of the common standards of value include market value for lending and divorce, true cash value for assessments, insurable value for replacement purposes, and fair value for financial reporting.
4. **EFFECTIVE DATE OF APPRAISAL.** Commonly referred to as the appraisal report's "date of value," it provides the context of market conditions that the appraiser's opinions are valid. For example, December 31 is the effective date of value for Michigan property assessments for the subsequent tax year (e.g., December 31, 2019 is the date of value for 2020 assessments). In many assignments, such as for financial institution lending, the effective date is the date the appraiser inspects the property. Depending on the use of the appraisal, the effective date may be retrospective, contemporaneous, or prospective.
  - A retrospective effective date reflects a valuation context of market conditions and opinions which precedes the current market. Such as preparing an appraisal today with an effective date of December 31, 2016.

- A contemporaneous effective date reflects a valuation context of market conditions and opinions which are the same as the current market. Such as preparing an appraisal today as of today.
  - A prospective effective date reflects a valuation context of market conditions and opinions which forecast into the future. Such as preparing an appraisal report today, but as of a time in the future when the property is constructed per plans and specifications.
5. **RELEVANT CHARACTERISTICS OF THE SUBJECT PROPERTY.** This includes physical, legal and economic characteristics.
  6. **ASSIGNMENT CONDITIONS.** These are conditions required and specific to each appraisal assignment, such as client requirements, assumptions and extraordinary assumptions, hypothetical conditions, laws and regulations, jurisdictional exceptions and other conditions which directly affect the appraiser's scope of work.

Any of the above assignment elements can cause the data collection process to become extremely difficult. For example, retrospective and prospective effective dates provide an additional degree of complexity relating to collecting proper data. A retrospective effective date of December 31, 2016 requires the appraiser to mentally go back in time and examine data which reflects the context of market conditions back then. It can be challenging to find historic information and emulate the decision-making mind set of buyers and sellers.





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After identifying the appraisal problem, the next step is identifying the proper scope of work to solve it. An appraiser's scope of work involves the type and extent of research and analyses in an appraisal assignment. An appraiser's scope of work includes determining the proper data collection process plan. The data collection process plan includes (1) identifying the market research information needed and (2) the sources the information will come from.

There are three categories of market information the appraiser needs to collect and examine: (1) subject property data, (2) market area data, and (3) comparable property data.

## SUBJECT PROPERTY DATA

Subject property data consists of the relevant characteristics associated with the ownership and use of its land and building improvements categorized into physical, legal and economic characteristics. It's important to understand that not all features possessed or present in the subject property are relevant.

Appraisers analyze properties and their markets to determine which features are "relevant characteristics." Relevant characteristics are features which may affect a property's value or marketability.

Identifying relevant characteristics is a judgment by the appraiser and requires competence in that type of assignment, including the specific type of property and the market in which the property is sold. I've read appraisal reports where appraisers have identified a wide range of physical features which they noted as not value-influencing (i.e., not relevant). Some of these have included

wine cellars built underground and not directly accessed from the house, a wet bar and fireplace in a basement, and having more than one kitchen in a single family home. That doesn't mean that these same features may not be relevant to a different property, in a different market or under different market conditions. Relevance is measured within the context of the property type, market conditions and the appraisal problem.

When collecting data about the subject, the appraiser collects information that's relevant pertaining to its legal, physical and economic characteristics. For example, legal characteristics may include information about the ownership interest of the subject property (e.g., fee simple, leased fee) building codes and zoning ordinances. Physical characteristics may include information about building's size, overall condition, location and site features. Economic characteristics may include information pertaining to a property's vacancy, rent charged, and operating expenses.

To be continued in next issue... ●



***Michael R. Lohmeier**, MMAO(4), PPE, FASA, MAI, SRA, is the City Assessor for the City of Novi. He has authored and taught extensively on subjects involving real estate, valuation, property tax, and standards of professional practices locally and nationally. He is available for further questions relating to this article at 248.347.0493 or his email at [mlahmeier@cityofnovi.org](mailto:mlahmeier@cityofnovi.org)*



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*This tribute is intended for viewing only by members. This is not a public solicitation.*

The Business & Events section provides a cost-effective way for members and service providers to advertise to over 32,000 Realtors® across the state of Michigan. To have your business card sized ad (2" x 3.5") featured in the next issue for only \$200 for Michigan Realtors® members and \$250 for non-members, contact Joe Kras at 800.454.7842 or [jkras@mirealtors.com](mailto:jkras@mirealtors.com).



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# Michigan Placemakers | March 2020

## What benefits do you see in your community from placemaking engagement?

Being part of a project like this allows the community and Realtors® to come together on a different level. By helping to make a beautiful, useful space for everyone to enjoy, the community and our visitors can see first-hand that Realtors® live, work, play and enjoy our city.

## Why did you choose this particular community partnership?

Bay City has been working towards revitalization for the past 3 years. In the late 70's, the city dedicated the park to Bay County Realtors®, naming it "Realtor Park", so the project was perfect for our involvement. The park is in the center of the main corridor leading in and out of Bay City, but also in a neighborhood. We worked with other sponsors to add sidewalks, benches and a beautiful sculpture.

## Grant Recipient

Chamber of Commerce Foundation

## Location

Bay City, MI

## Completion Date

October, 2019

## Funded in part by:



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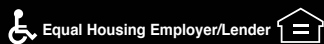
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