



MEMBER OF
MONROE COUNTY LANDLORD ASSOCIATION
MICHIGAN RENTAL HOUSING ASSOCIATION

September 25, 2025

President:	LeRoy Peters	777-6014	P.O. Box 852, Monroe, MI 48161
Vice President:	Scott Bredschneider	777-6565	2110 Rauch Rd, Erie, MI 48133
Treasurer:	Connie Ammerman	730-3826	6400 Zink Rd, Maybee, MI 48159
Asst Treasurer:	Barb Runyon	289-4273	P.O. Box 852, Monroe, MI 48161
Newsletter Editor:	Debbie Peters	457-5086	P.O. Box 852, Monroe, MI 48161
Secretary:	Victoria Simonelli	693-7379	2916 Sharon Dr, Monroe, MI 48162

Guest Speaker: Bill Vandaele, Realtor

Meeting called to order at 7:08 PM by LeRoy Peters.

1. Bill Vandaele
 - a. Realtor with Coldwell Banker for 15 years
 - b. State of real estate market
 - i. Houses selling for above asking price
 - ii. Sellers asking for highest and best within a couple of days
 - iii. Caused by shortage of available houses
 1. People locked into low interest rates reluctant to sell
 2. Shortage of builders
 3. Houses on market for average of 39 days in 2025
 - iv. It is unlawful for lenders to communicate with appraisers
 - c. NAR lawsuit
 - i. Potential buyers must now sign a touring agreement prior to viewing a house
 - ii. Open Houses are exempt from the agreement
 - d. Agent Fees
 - i. Brokers set a minimum percentage that agents can go down to for agent fees when buying/selling. Sometimes this can be as low as 2.5%.



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- ii. The seller usually pays the agent commissions because buyers are already paying a great deal of money that the seller is coming into.
 - iii. If trying to buy a house that is not on the market, agents can be hired as “transaction coordinators”.
 - e. Buying Tips
 - i. Look for well-kept homes, look for hidden or masked damages
 - ii. Get a professional inspection
 - iii. If financing, have a preapproval letter in hand
 - iv. Be quick with an offer
 - v. “Cash is King” – sellers will take cash over financing to avoid appraisals and inspections.
 - vi. “Marry the mortgage, Date the interest rate”
 - vii. Use comparable homes (comps) to see what a home is worth
 - viii. It is possible to buy a house with a credit card (Lynette Fisher)
 - f. We can send our information to Coldwell Banker if we have vacancies
2. Motion to adjourn the meeting by Lisa
- a. Second Motion by Connie
 - b. Meeting Adjourned, 7:54 PM

NOTE: Business cards of speakers that have attended our meetings, as well as local contractors and other useful people can be found by [CLICKING HERE](#). You can then click on individual cards to make them bigger.

Attendees:

Mike & Victoria Simonelli, LeRoy & Debbie Peters, Connie Ammerman, John & Nina Hana, Barb Runyon, Tom Wagner, Lynette & Jeff Fisher, Don & Lisa Iott