

Holiday Party Success

Holiday Party Wrap-up

Our annual Holiday Party on December 2nd at The Broadcast Booth in Allen Park brought together our real estate investor community for an evening of good food, great company, and plenty of door prizes. It was wonderful to see so many familiar faces and welcome new members.



A Special Thank You!

A Special Thank You Goes Out To:

- Noel Insurance for their financial contribution
- Brian Phipps for his financial support
- Maria King for donated gifts, beautiful table decorations, and the amazing sweet treat table
- Jeremy Paul for additional door prizes
- Our entire board for promoting the event



Start 2026 Strong!

Join Us on January 6th

Happy New Year! As we begin 2026, January brings unique seasonal challenges and new opportunities for real estate investors. This month sets the tone for a successful year ahead.

January Meeting Details

Date: Monday, January 6th

Networking: 5:30 PM

Meeting: 6:00 PM - 8:00 PM

Location: Leon's Family Dining

23830 Michigan Ave., Dearborn, MI

Cost: Members FREE | Guests \$20



Why Attend?

Start the year by connecting with successful investors, sharing strategies, and gaining insights to help you navigate the 2026 real estate market. Whether you're looking to expand your portfolio, optimize your current investments, or learn from experienced professionals, this meeting is your best investment of the night!

New to Our Group?

Guests are always welcome! For just \$20, you'll have the opportunity to network with active investors, learn proven strategies, and discover if our community is the right fit for your real estate journey.

We look forward to seeing you on January 6th. Here's to a prosperous and rewarding 2026! Questions? Contact us for more information about membership or upcoming meetings.

Website: reiawaynecounty.org

Wayde Koehler, President

FEATURED ARTICLE



Protecting Your Properties: Winter Roof Essentials

Winter weather poses serious threats to your properties' roofing systems, and understanding these risks can save property managers thousands in emergency repairs. From heavy snow accumulation to destructive ice dams, the challenges of winter demand proactive attention and strategic planning.

Understanding Snow Load

The snow accumulating on your roofs weighs far more than most people realize. Fresh snow creates approximately 5 pounds per square foot for every 10-12 inches of accumulation, but packed or wet snow can weigh three times as much (SERVPRO, 2024). When property managers allow two feet of old snow combined with two feet of fresh snow to remain on a roof, the total weight can reach 60 pounds per square foot, exceeding the capacity of most residential structures. Most roofs can handle 20 pounds per square foot before becoming stressed, making vigilant monitoring essential during heavy snow seasons (WCF Insurance, 2024).



Warning Signs of Snow Load

Warning signs of excessive snow load include sagging ceiling tiles, cracks appearing in walls near the roofline, and doors or windows that suddenly stick or bind (FEMA, 2013). According to industry experts, property managers should focus snow removal efforts on drifted areas first, then remove remaining snow in the direction of primary structural members to prevent unbalanced loading (Arrowhead Insurance, 2022). However, FEMA cautions that attempting snow removal is often more hazardous than beneficial, and professional contractors should handle dangerous conditions (FEMA, 2013).

The Silent Destroyer: Ice Dam Prevention

Ice dams form when heat escapes from buildings into attics, warming roof surfaces and melting snow. As water runs down to colder eaves, it refreezes, creating a ridge of ice that traps additional meltwater behind it (University of Minnesota Extension, 2024). This backed-up water seeps under shingles and into walls, ceilings, and insulation, causing extensive damage that often goes unnoticed until spring. The University of Minnesota Extension emphasizes that ice dams are primarily caused by heat loss from homes, making proper insulation and air sealing the most effective prevention strategies.

Article Continued...



Preventing ice dams requires a three-pronged approach. First, property managers must ensure adequate attic insulation of at least R-30 to R38 in Michigan-based climates, with particular attention to roof edges where insulation is typically thinnest. Second, air sealing between heated spaces and attics eliminates the warm air that triggers snow melting. Common leak points include recessed lighting fixtures, plumbing vents, chimney penetrations, and attic access hatches (Alaska Housing Finance Corporation, 2024). Third, proper ventilation allows cold outdoor air to circulate through attics, maintaining uniform roof temperatures and preventing the warm-cold differential that creates ice dams (Emmons Roofing, 2024).

Proactive Preparation

Fall roof inspections represent the most valuable investment property managers can make before winter arrives. Maxwell Roofing recommends conducting thorough inspections before winter sets in, examining roof membranes for punctures or tears, checking flashings around penetrations, and addressing sealant failures promptly (Maxwell Roofing, 2024). The inspection should extend beyond the roof surface to include gutter systems, which must be thoroughly cleared of leaves and debris to prevent water buildup and potential ice dams during winter months (Manifestly Checklists, 2024).



Commercial properties face additional complexity due to rooftop equipment, modified roof structures from HVAC or solar additions, and warranty requirements for regular professional maintenance (All Climate Roofing, 2025). TEMA Roofing Services recommends that property managers establish roof asset management programs to centralize maintenance information and schedule preventive services across multiple properties (TEMA Roofing Services, 2022). These programs prove especially valuable for managers overseeing portfolios with diverse roof types and varying maintenance needs.

Budgeting for Roof Maintenance

Budgeting for roof maintenance demonstrates financial wisdom that protects long-term property values. Roof-Crafters suggests that property managers budget 1-2% of roof value annually for repairs and inspections, noting that regular maintenance costs prove far more manageable than expenses associated with major repairs or premature roof replacement (Roof-Crafters, 2024). This proactive approach not only prevents costly emergencies but also maintains warranty compliance, which most manufacturers require through documented regular maintenance (CentiMark, 2024).

Insurance coverage depends on proper documentation of maintenance activities. Reliable Insurance Agency emphasizes that homeowners and commercial property insurance typically covers damage from ice dams and snow load, including water damage to interiors, but maintaining thorough records of inspections, repairs, and routine maintenance protects coverage and provides evidence for claims (Reliable Insurance Agency, 2023). Property managers should photograph conditions regularly, record snow depths and removal activities, and maintain detailed inspection logs throughout winter months.

Article Continued...



Maxwell Roofing notes that building owners and property managers who invest in preventative maintenance can avoid dealing with unexpected expenses that disrupt budgets and strain tenant relationships (Maxwell Roofing, 2024). Emergency roof repairs during winter often cost ten times more than preventive measures, making fall preparation an essential rather than optional investment.

Taking Action

Property managers should begin winter preparation by scheduling professional roof inspections during fall, well before the first snowfall arrives. Buildium recommends at least two roof inspections every year, one in spring and one in fall, to address damage from extreme weather before it worsens (Buildium, 2025). The fall inspection provides the opportunity to repair damaged shingles, seal flashing, fix drainage issues, and address ventilation deficiencies before winter weather makes repairs more difficult and expensive.



Gutter maintenance deserves special attention as winter approaches. Rainbow Restoration emphasizes that clogged gutters prevent melting snow from draining properly, contributing directly to ice dam formation and potential structural damage (Rainbow Restoration, 2024). Property managers should ensure gutters and downspouts are thoroughly cleaned and tested for proper flow, with downspouts directing water at least six feet from building foundations.

Winter roof protection combines knowledge, preparation, and vigilant monitoring. Property managers who understand the physics of ice dams, recognize the warning signs of excessive snow load, and invest in preventive maintenance protect their properties from devastating damage while avoiding emergency repair costs that can quickly overwhelm budgets. The investment in fall inspections, proper insulation, and strategic planning pays dividends throughout winter and extends roof lifespan by years.

*Sources for this article can be found on page 5 of the newsletter

Roofing Specialists in Our Area:

Jeff Williams Roofing (734) 341-3843
Kanga-Roof (586) 276-7614
Derrick Yate (734) 489-2632



Resource Articles

Alaska Housing Finance Corporation. (2024). Protecting Your Home From Ice Dams. <https://www.ahfc.us/blog/posts/protecting-your-home-ice-dams>

All Climate Roofing. (2025). Commercial Roofing Maintenance for Property Managers. <https://allclimateroofing.com/commercial-roofing-maintenance-property-managers-need-know/>

Arrowhead Insurance. (2022). Steps to Prevent Winter Property Damage to Roofs. <https://www.arrowheadgrp.com/blog/prevent-winter-property-damage/>

Buildium. (2025). Roof Maintenance Tips for Property Managers. <https://www.buildium.com/blog/roof-maintenance-tips-property-managers/>

CentiMark. (2024). Commercial Roofing Services for Property Management. <https://www.centimark.com/about-us/industries/property-management-roofing>

Emmons Roofing. (2024). How to Prevent Ice Dams and Water Damage on Roofs. <https://www.emmonsroofing.com/blog/roof-repair/how-to-prevent-ice-dams-and-water-damage-on-roofs/>

Federal Emergency Management Agency (FEMA). (2013). Snow Load Safety Guide, FEMA P-957. https://www.fema.gov/sites/default/files/2020-07/fema_snow_load_2014.pdf

Manifestly Checklists. (2024). Seasonal Maintenance Checklist. <https://www.manifest.ly/use-cases/property-management/seasonal-maintenance-checklist>

Maxwell Roofing. (2024). Commercial Roofing Tips to Help Building Owners Prepare Roof for Winter. <https://www.maxwellroofing.com/blog/commercial-roofing-tips-to-help-building-owners-prepare-roof-for-winter/>

Montana State University Extension. (2024). How to Prevent Roof Damage from Winter Ice Buildup. <https://apps.msuextension.org/magazine/articles/4450>

Rainbow Restoration. (2024). What Is an Ice Dam? + How To Prevent One. <https://rainbowrestores.com/blog/what-is-an-ice-dam>

Reliable Insurance Agency. (2023). Snow And Ice-Related Insurance Claims. <https://reliablemn.com/snow-related-homeowners-insurance-claims/>

Roof-Crafters. (2024). Roof Maintenance Tips for Property Managers. <https://www.roof-crafters.com/learn/roof-maintenance-tips-property-managers>

SERVPRO. (2024). Snow Can Damage Your Roof or Cause a Roof Collapse. <https://www.servpro.com/resources/how-to-protect-your-roof-from-snow-damage>

TEMA Roofing Services. (2022). Preventing Ice Dams on Your Commercial Roof. <https://temaroofingservices.com/preventing-ice-dams-on-your-commercial-roof/>

University of Minnesota Extension. (2024). Dealing with and Preventing Ice Dams. <https://extension.umn.edu/protecting-home-rain-and-ice/dealing-and-preventing-ice-dams>

WCF Insurance. (2024). Safely Controlling Roof Snow-Load Damage. <https://www.wcf.com/safely-controlling-roof-snow-load-damage>

REIA Membership Benefits

Why Join? The Benefits Speak for Themselves!

Connect with investors, landlords, and contractors while accessing expert-led presentations, monthly newsletter, and guest speakers with the latest industry insights. Members receive a free 3-month Mr. Landlord Newsletter subscription, court-approved property management forms, and exclusive discounts at Sherwin-Williams, Office Max, and major retailers. Build your investment team through trusted referrals for rehabs and property management, plus stay informed through advocacy connections with local and state officials. Contractors enjoy steady streams of long-term business opportunities from our active member network.

Annual membership is **\$135 for individual and spouse** (fully tax-deductible). Your fee supports speakers, website maintenance, insurance, newsletters, events, and a Lansing lobbyist advocating for landlord and investor interests. Our volunteer board takes no compensation, ensuring every dollar strengthens our community.



R.E.I.A. of Wayne County Board Meeting

Join us for the Board of Directors meeting on Tuesday, January 13th at 6:00 PM.

Location: Leo's Coney Island, Michigan Avenue, Dearborn.

Volunteer Board Members Contact Information

Wayde Koehler.....313.819.0919.....housemgt@comcast.net
Maria King.....248.259.3268.....kingm625@yahoo.com
Mike Sloan.....313.618.5277.....sloanmaintenance.llc@gmail.com
Jeremy Paul.....734.770.1455.....pauljer9my@gmail.com
Jerry Kirschner.....248.867.0744.....gkirsch888@aol.com
Liz Walker.....313.443.8505.....beneficialinvestments@gmail.com
Dave Moody.....734.362.3328.....dave@rrepros.com

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.

Appliance Repair

Keith Devoy Appliance Repair.....313 689-2446

Concrete

Nelson Concrete..... 313 212-3927

Asphalt repair, seal, top..... 248 818-5149

Construction/Remodeling

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

Ishtar Construction.....313 720-3556

Electrician

King Billy's LLC.....313 333-6467

Haddix Electric Co.....313 386-7299

Handyman

American Skilled Svc.....313 264-9579

Handyman Service Plus.....313 242-7372

Pest Control Service

Stop Pest Control.....313 914-2981

Plumbing

Waterwork Plumbing.....248 542-8022

Bennies Plumbing.....313 388-5561

Shaw's Plumbing.....313 285-4361

Roofing

Jeff Williams Roofing.....734 341-3843

Kanga-Roof.....586 276-7614

Heating and Cooling

Main Heating and Cooling.....248 650-8511

Mega Rooter H & C.....313 254-3529

Expert Heating and Cooling...734 672-1818

Lawn Service

J & A Lawn Svc (Jason).....727 906-7958

Classic Cuts (Liz).....313 989-8713

Locksmith

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

Painting

Diamond Painting.....248 935-4514

Dante's Painting (Edmond).....586 610-1812

Sergio Guerrero.....313 282-9119

Ishtar Construction & Painting....313 720-3556

Tub Reglaze

Surface Solutions.....734 455-0200

TNT Refinishing.....810 358-0744

Michigan Tub Refinishing.....313 304-9639

Tree Trimming/Removal

Juan's Tree Service.....301 804-7504

Paul Harris-Tree Trimming.....734 775-6974



Advertise with Us!



Alpine Land Surveying
YOUR FLOOD ZONE EXPERT
KAROL L. GROVE, PS

11590 Highland Rd - Suite 100
Hartland, MI 48353
P: 877-99-Remove
www.floodzoneexpert.com



MATTRESS & APPLIANCE OUTLET

Gee Scott
3706 Fort St. Lincoln Park, MI
P: 313-334-4210
Visit: GAApplianceOutlet.com



My Rehab Consultant

UNIQUE HOME CONSULTANT ADVISORS
HUD 203K CONSULTANT
FANNIE MAE HOMESTYLE CONSULTANT
VA REHAB CONSULTANT

Walter L. Williams - P1528
www.myrehabconsultant.com
E: 203k@myrehabconsultant.com
P: 877-399-203K



Joshua K. Sterling
(734) 225-6934
www.EpicPropertyManagement.com

12863 Eureka Rd
Southgate, MI 48195
josh@epicpropertymanagement.com

Jacob Aaron Kahn

Attorney & Counselor at Law

LAW OFFICE OF
ANTHONY WAYNE KAHN

(248) 442-2322
KAHNLAWMI.COM
JACOB@KAHNLAWMI.COM

33110 Grand River Avenue
Farmington, Michigan 48336-3120



PARAKH LAW

KATHLEEN M. PARAKH

- PRINCIPAL ATTORNEY -

PH: 734-707-0707

kp@ParakhLaw.com
www.ParakhLaw.com



Mohammed Chandoo,
Business Consultant Tax Expert
23936 Michigan Ave., Suite B
Dearborn, MI 48124
313-278-1040 (OFFICE)
248-270-8280 (CELL)

**Home Appliance
Outlet**

***10% Off Any Appliance
w/AD***

(734) 699-5330
851 Sumpter Rd, Belleville
1 mile south of I-94
Belleville Rd. Exit 190
(Located in Belle Plaza)

WARRANTIES ON ALL APPLIANCES