



The Dearborn Rotary X-Ray

October 12, 2017

Jim Ives, Editor

Thursday's Speakers



Come Thursday 10-19-17 to watch our newest member Celia Nasser be inducted into Dearborn Rotary.



President Bob with today's speakers Tim Hillmer and Kimberly Tutas from Century-21 Curran and Christie



Future Meeting
Duty Roster
10-19-17

Greeter
Kathy Gapa

Guests and Visitors
Kathy Gapa

Invocation
Sue Dabaja

50/50
Martha Hnatiuk

X-Ray Editor
David Anderson

Future Meetings

10-19-17
Erin Byrnes, Dearborn City Beautiful Commission

10-24-17
Dbrn, Rotary Foundation Mtg
Noon
Drbn Chamber Offices

10-26-17
Brittany Davis, Physical Therapist,
Fall Prevention in Older Adults

11-2-17
Santa Snaps Orientation - Club Assembly

11-7-17
Club Board Mtg.
Dbrn. Schools Admin Bld. 5:30PM

The Rotary Foundation Giving—Every Rotarian Every Year



Our goal for annual giving is set at 7,000.00 . If every member contributes to the Rotary Foundation “Every Rotarian Every Year” program, we will make the pledges with no problem. Remember “It’s not about the money, but what the money can do.” The following people have contributed at least \$100 this year to The Rotary Foundation.

CDG Jim Ives, Diane Ives, Al Martin

Due to privacy rules at Rotary International, we no longer know who has contributed to the Foundation. With that said, If you have submitted money to The Rotary Foundation in excess of \$100 and would like to be recognized here, please let Merritt Robertson know of your contribution.



Announcements

- Need X-Ray meeting minute writers. Promise maximum writing is only once every six weeks. Can volunteer for even once a quarter or year. Please contact David Anderson.
- Janice Gilliland is looking for greeters and invocation givers. Please let her know if you’re willing to serve. Sign-up sheets are being passed at the meetings to be a greeter, invocation giver, or run the 50/50 raffle for a particular date. Please volunteer.



Santa Snaps sign up has started. We start taking photos November 17th, so sign up to volunteer with Eric Rader (ewrader@hfcc.edu).

Thursday Meeting's Summary

President Bob Gleichauf led today's meeting. Travis Furlow did the invocation, which was about everyone having a story, sharing your story, sharing story of Rotary and to share your passion. Today's two guests were our speakers and they were introduced later in the meeting.

Announcements

President Bob encouraged us to invite family and friends to assist at this year's Santa Snaps, which is rapidly approaching. It starts Friday, November 17, 2017 and runs every night through Saturday, December 23, 2017. There are 37 nights, seven volunteers per night, or 259 volunteer slots to fill. Sign-up board is in at back of room and will be at each meeting. You can also e-mail Eric Rader (ewrader@hfcc.edu) directly to sign up.

Jessica Haddad is once again working with LaFontaine Automotive and Toyota to sponsor this year's Santa Snaps. Thank you Jessica!

Merritt Robertson announced there are multi-night captain positions on the board to fill, too. Dearborn Rotary's Little Free Library is in front of Bigby Coffee on Michigan Avenue near ACE Hardware. Library has been successful and we need to restock books. If you would like to donate, bring **a few** at a time to Merritt.

Ray Trudeau invites volunteers to accompany him and a Rotary Team, December 13 to 20, 2017 to "Children of Dump" school in Chinandega, Nicaragua. They are taking 2,400 Christmas present boxes to students served by the school. Travel dates have changed because of logistics issues caused by recent hurricanes. Contact Ray if you are interested in going.

Maysam Allie-Bazzi led the 50/50 raffle today with an assist by Neil Allen. Ray Trudeau was prescience and said he did not have to leave podium after his announcement because he was going to win. President Bob drew the winning ticket and Ray was this week's winner. There was a rumble from the membership regarding the win and Dan Hogan spoke of "ethics" in the 50/50 drawing.

Our two speakers, Kimberly Tutas and Tim Hillmer from Century-21 Curran and Christie in Dearborn, gave us a real estate market update, and were introduced by Program Chairperson David Anderson. Kim is Vice President of Business Development and an associate broker. Tim has been a sales agent for three years and is on track to sell \$6,000,000. in volume this year and has earned two quality service awards. Presentation by Tim incorporated PowerPoint.

Tim Hillmer described Dearborn market as presently having a low house for sale inventory and it is affecting sales. Presently we have two months of inventory. At other extreme, back in 2008-2009 we typically had nine months of inventory. Dearborn Heights has 1.5 months of inventory. Downriver area has one month of inventory. It is a great time to sell. Prices are spiking.

Typical question Tim receives as a Realtor is: "What is my house worth?" He listed six items that add value to homes. They included newer roof, windows, kitchen, bathrooms, furnace/air conditioning/hot water tank, and finished basement.

Houses in Dearborn in one neighborhood area with three bedrooms, a garage, and basement sell at a range of values. Ones with all six items updated sell in upper range. Everything old for all six items sell in lower range. Average selling price per sq. ft. including entire range of sales prices is \$105. per sq. ft. in this neighborhood.

Kim Tutas asked Tim if she spent \$20,000. updating her kitchen would she get \$20,000. back, when she sells. Tim said she would probably get back maybe 50% of her investment. He encouraged us to make improvements to enjoy in our homes and not for investment purposes.

We were encouraged by Kim to work with a Realtor and not simply an agent. Realtors have to follow a code of ethics, plus are licensed by the State as an agent. Non-Realtors are only licensed agents.

Kim asked the crowd what they value in a Realtor. Honesty and flexibility were answers given. Jessica Haddad appreciates a Realtor that will provide services based on Jessica's work schedule. Kim Tutas encouraged us to interview multiple Realtors, because all Realtors have different personalities and work styles.

Eric Rader, Bob Gleichauf, Dan Hogan, Ray Trudeau, Martha Hnatiuk, Jim Thorpe, Rick Goward, and Margaret Blohm all had questions or comments. Check you local municipality if a basement bedroom requires a second egress. Sellers all have unique personalities and different motivations. Presently it takes 30 days to sell a house and then an additional 45 days for the inspections, appraisal, title work, and closing; so figure 75 days. A Realtor cannot give an opinion of quality of local schools, but can direct you to websites with quantifiable data regarding school quality. City inspectors will list improvements needed to bring a house up to code. Realtors can give sellers names of handymen to do improvements or can write sales agreement requiring buyers to make repairs. Appraisers usually use sales that occurred in last three to six months. Sometimes appraiser's valuations lag the market.

Realtors give guidance to customers. It is customer who makes final decision regarding selling or buying. Realtor can suggest taking offer, countering offering, or declining offer, but it is customer who makes final decision. Realtor's ethics give guidance on handling "best price possible vs. selling quickly".

It is Tim Hillmer's opinion's "for sale by owner" properties loose about 10% to 15% of value, based on sales history he has observed. Not having a professional involved with pricing of the property and sale negotiations frequently shortchanges the seller. Market information from Zillow and Trulia frequently does not match actual local market. There are people buying and selling houses on line without ever visiting properties prior to sale. Some on-line sale individuals have run into problems with the sale, such as title. Tim's office has assisted these individuals in solving their on-line sales problems.

Kim and Tim were both thanked by President Bob for their presentations and invited to sign a children's book, for the Dearborn Public Library. Dearborn Rotary Club meeting ended with us reciting the Four-Way Test in unison.

Respectfully submitted,

David Anderson

Regular Attendance

Regular attendance is essential to a strong and active Rotary club. The emphasis on attendance is traced back to 1922, when Rotary International announced a worldwide attendance contest that motivated thousands of Rotarians to achieve 100 percent attendance year after year. Many Rotarians take great pride in maintaining a 100 percent record in their own club or by making-up at other Rotary club meetings. Although the bylaws of Rotary require members to attend only 60 percent of all meetings, the custom has emerged that 100 percent is the desirable level. Rotary stresses regular attendance because each member represents his own business or profession, and thus the absence of any member deprives the club of the values of its diversified membership and the personal fellowship of each member. From time to time, proposals have been made to give attendance credit for various reasons or to lower the minimum requirement. Such attempts generally have been rebuffed by the clubs acting through the Council on Legislation.

Currently we have 16 members with perfect attendance!

Meeting Make-Ups

Absences from regular club meetings may be made up in various ways listed in the Standard Rotary Club Constitution. Members who attend an RI meeting, such as a district conference, can credit the days attended to make up for club meetings missed as a result of attending the RI meeting. There several other ways as well. To achieve Rotary International's regulation of maintaining a minimum 60 percent attendance record, up to half of this requirement can be achieved by making up missed meetings:

- At other regularly established Rotary Club meetings including e-clubs or online clubs.
- At a District Assembly or Conference.
- At a Rotary International Convention or Conference.
- At a Dearborn Rotary Club Service project, including things like Santa Snaps, Adopt-a-Highway, scholarship meetings, etc.
- At any gathering designated as a "makeup meeting" by the club president.
- Attending a fellowship meeting; e.g., Christmas party, club fundraiser
- Attending an Interact Club meeting
- Attending an Rotaract Club meeting
- Attending a complete Dearborn Rotary Club Board Meeting or Dearborn Rotary Foundation meeting.
- Online for an online club or the club makeup.

Make sure to inform our attendance secretary that you have made up a meeting; it helps your attendance and the club's overall attendance.