

BURB

BONA FIDE BIRMINGHAM

APRIL-JUNE 2021

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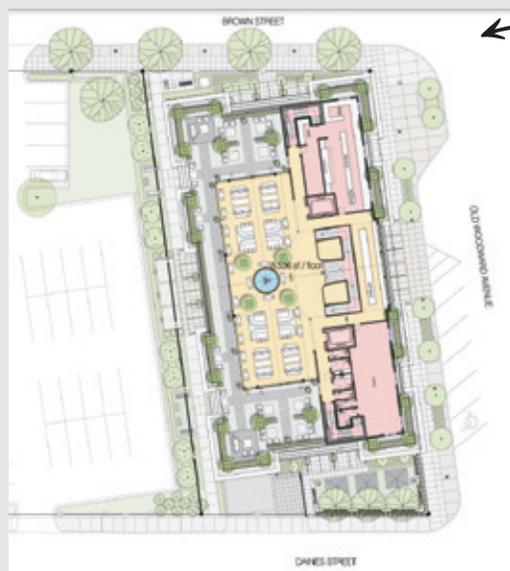
COVID WISDOM
AROUND TOWN

BIRMINGHAM

in Bullets...

NEW!

- Vestalia Home, which features Hunter Douglas blinds, is opening at 794 N. Old Woodward
- Cosmo Salon Studio has announced a new location at 255 S. Old Woodward (the former Ligne Roset). The concept allows individual stylists, massage therapists, nail techs, etc. to open and manage their own individual business inside the studio.
- Vibe Salon Suites has announced its intention to open at 670 S. Old Woodward (formerly Detroit Trading & Azar's). Vibe's suites are private studio spaces for independent salon owners within a larger building that is designed especially for beauty professionals.
- 1701 Bespoke clothiers will be providing custom clothing services and limited run ready-to-wear for Daxton hotel. Appointments may be made through Daxton hotel or online at 1701Bespoke.com
- All Seasons Phase 2 at 219 Elm Street (currently a vacant office building) has been approved for new construction of a multi-family independent senior living building.
- RH (formerly Restoration Hardware) proposed
 - A new 4 story building is proposed to be 50,483 sq.ft. in size (not including the underground parking level)
 - Mixed use with retail and design uses on the first 3 floors, and a restaurant on the fourth floor.
 - One level of underground parking is proposed to house 24 cars.
 - The planned Birmingham store would follow similar premier gallery stores in Palm Beach and Chicago.
 - RH has only 24 of these destination "Design Galleries" worldwide and only 10 of them with restaurants
 - Store would replace the current smaller "Legacy Gallery" within Somerset Mall
 - Planned site is the southwest of Brown and Old Woodward currently home to Roche Bobois furniture, Frank's Shoe Repair and Lutz Real Estate Investments



RH PROPOSAL



NEWS!

- A recent review of the possible reopening of the long dormant tunnel under Woodward Avenue by James Hock, Interim HR Director/Assistant City Manager, determined:
 - The water main now runs through the tunnel
 - The tunnel is not ADA-compliant
 - If it were re-opened, the City would incur all the costs of updates and maintenance
 Thus, it would likely be impractical to reopen the tunnel for pedestrian use.
- Birmingham Police statistics from their annual report:
 - Moving hazardous violations in 2020 were 1,672 down 59% from 2019
 - Moving non-hazardous violations in 2020 were 1,187 down 65% from 2019
 - Adult arrests totaled 145 in 2020 down 64% from 2019
 - Operating while intoxicated incidents in 2020 amounted to 26 down 70% from 2019.
 - Total calls for service in 2020 came to 21,167 up 3% from 2019
 - Calls for service involving persons experiencing a mental health crisis increased 37% in 2020 vs. 2019
- Both the Historic District Commission and Design Review Board meetings will now be televised.

- The city has created a Corridor Improvement Authority to accommodate expanded business development in the City's Triangle District. The initial focus will likely include the construction of an approximately 350 space public parking structure. It is anticipated that funding for the structure will be provided by a bond issue, which will be repaid through tax increment financing, special assessment and user fees.
 - The final stretch of Old Woodward will receive sidewalk and streetscape improvements starting next year. The project, expected to extend into 2023 will stretch from Brown to Landon and cost approximately \$1.2 Million.
 - Planned street projects to be completed this year include
 - Grant Street from Lincoln to Humphrey
 - Cranbrook from Maple to 14 mile
 - Oakland from Woodward to Old Woodward.
- Significant projects to be completed next year include:
- Peabody from Maple to Brown
 - Pierce from Lincoln to Bird
- The city's master plan is to be adopted by the end of the year. Work on the plan started in 2018 and work is currently being done to develop the 2nd draft.
 - For more info see TheBirminghamPlan.com

NOTEWORTHY!

- According to a report from the Planning Division, over the past 6 years, 563 structures in the city of Birmingham have been demolished for an average of 94 per year. This represents nearly 6% of the 9,575 total residential, commercial and public principal structures in the city.
- 83% of Birmingham residents are within .25 miles (1,320 feet) of a park and nearly all residents are within .5 miles of a park.
- Fortunately, Birmingham is home to a 2.5 mile section of the Rouge River. Unfortunately, most of the river south of Birmingham has been piped and paved over.
- A recent report from the Birmingham Shopping District claims that retail occupancy in the city is a healthy 96% while office occupancy is 88%
- A proposed phase 3 of the Baldwin Public Library building plan with a construction start planned for 2023, features:
 - New street-level entrance allowing for improved accessibility
 - Café and collaboration space
 - Improved lighting
 - Circulation area renovation
 - Idea Lab expansion
 - Updated plaza



PHASE 3 BALDWIN PUBLIC LIBRARY RENDERING

VIBE SALON SUITES



Meet Mari



State Rep. Mari Manoogian was born and raised in Birmingham, Michigan, and is serving her first term representing the 40th District, which includes Birmingham, Bloomfield Hills, Bloomfield Township, and a portion of West Bloomfield Township. She currently serves as Assistant Minority Whip for the House Democrats. We caught up with Mari in her hometown of Birmingham.

What was it like growing up in Birmingham when you were in high school? You live in Birmingham now, so what was it like then?

Birmingham has always been just an awesome place to live. As a kid, I grew up skating at the Birmingham ice arena, which is where I learned to figure skate. I figure skated all through elementary school to college. When I think about my memories here as a child, I think about playing in our parks, going for walks through town, and shopping in downtown Birmingham back when Jacobsen's was still there and Crowley's as well. My grandmother actually wrapped gifts at Crowley's. So, I have really, really strong, fond memories of Birmingham from when I was a kid. And now to see Birmingham sort of grow with us as a society, moving into the 21st century with everyone who lives here, has been really great as well. The mainstays in town, like Caruso Caruso, stick around for many, many years, but also seeing new restaurants pop up like Townhouse—that's been a really great thing to see.



Have you and your family been living in the Metro-Detroit, Birmingham area for your whole life?

Yes. Actually, since my family came to his country we've been living in the Metro-Detroit area throughout Southeast Michigan. My mother has lived in Birmingham since the 1980s, and my parents have lived in the home that they still live in since the late 1980s. When we immigrated here, we escaped the Armenian Genocide three generations ago and settled in Metro-Detroit just because it was the right place to be for folks, frankly, who were looking to start their lives over. When it came to finding community and shared experiences here, the Metro-Detroit area was the best option for them.

Do you still spend time with the Birmingham community when you get a break in your busy schedule?

I live in Birmingham and I actually commute to Lansing. I spend three days a week in Lansing, and try to come home in the evening after we take our votes—hopefully it's not a really long day and not super late, which means there's usually consensus and not a whole lot of arguing. If I can make it home and it's been a late day, sometimes I pick up a pizza at Primo's on Adams Road on the way home. But yes, I try to come home pretty much every night if I can, and I of course love spending time here on the weekends and when the House is not in session.

What is your favorite place to go in Birmingham?

You're going to make me choose? Well, I have a lot of favorites. When I was campaigning in 2018, our team's favorite place to go after we knocked doors was the Griffin Claw. There's just an open space—hopefully soon we'll all be able to get back together in that way—but having a big picnic table to be able to sit with a big team of people to hang out and debrief about what we were doing for the day was something that we always looked forward to. Once word got out that the Claw was our hangout, people from all over the state wanted to come and help us out because folks knew that we always made it really fun even though we were working. So that's one of our favorite places to go as a team. I live really close to Cannelle, so I walk there pretty frequently to grab coffee and pastries. Spending time in downtown Birmingham and in our parks and of course, at the ice arena, has always been one of my favorite places to be in Birmingham.

Did Birmingham have any influence on how you became interested in public service and politics?

Yes, living in the City of Birmingham influenced my decision to enter public service, but also my parents had a significant impact, too. My father is retired now, but he was a labor organizer and retired as the chief of staff for the national

Utility Workers Union [of America]. I grew up in a family that really understood politics, and growing up, I understood it to be something that young people, like my sister and I, needed to understand in order to really appreciate the world that we live in. Even as a kid I can recall there being questions with the city about developing a piece of land or a park or something like that, and my dad would organize the neighborhood to attend a City Commission meeting. I remember going to these meetings even as a kid. Seeing that first-hand experience of the impact that you can make in your own community when you stand up and you use your voice to express your opinions is something that I've carried with me throughout my entire life.

Have you noticed that Birmingham has continued to provide experiences for people to get involved? Would you like to see a little more of that?

I think there can always be room for improvement, but I think the City of Birmingham does a fantastic job especially with including young people in the political process. Seeing so many students from Seaholm and Groves and our private schools get involved in the political process by being student delegates or student members of different committees has been really great. It's a tradition that's been held for a long time and seeing that tradition continue here is really excellent.

“I think there can always be room for improvement, but I think the City of Birmingham does a fantastic job especially with including young people in the political process.”

Who do you admire most and why do you admire that person?

It's kind of cliché, but I really admire my mother. In my political life I talk a lot about my dad because he has the most natural connection to politics through the work that he did. But my mom was a small business owner, and she raised my sister and me while my dad travelled a lot for work. There were many nights when it was just the three of us girls. She managed to juggle a really successful vocational rehabilitation practice while making sure that our family was able to thrive together. I remember back when I was a kid, there were some really rough nights when we really missed my dad, or somebody didn't want to do their homework, or something happened at work and my mom had to stay late. I really admire her being able to work through all of these challenges. She even pursued her PhD in counsellor education, and ended up earning her PhD as an adult throughout all of this as well. So, she's someone I always look to for juggling

all of the challenges life throws at you, but also enjoying being a mom, too.

What are a few things on your bucket list?

First of all, I'm not married and I don't have children, so I would like to have a family and be a mom one day. I'm Armenian-American, so my family and our community is really important to me. Being able to pass down those traditions in my family is something I really hope that I'm able to do. I'd also really like to travel internationally a bit more. I was fortunate to study abroad in Rio de Janeiro, Brazil during the 2016 Olympic Games, and I have been to Moscow and a city in Siberia called Tyumen, but I haven't been to Europe and I haven't been to Africa. So, I'd really like to go and take a couple big international trips in my lifetime as well.

Where do you think your career is going to take you next?

Well, I really am focused right now on serving this term and hopefully winning re-election for my third and final term in the Michigan House of Representatives. With that being said, we're gearing up for a big redistricting process where the districts all change and there's a lot of really wonderful opportunities here in Michigan that are not having anything to do with running for office. I'm the youngest woman serving in the legislature, so for me, I think it's really important to just stay focused on what we're doing in my office, but also make sure that we're setting our state and our region up for success so our community has many opportunities to prosper.

What are some of your guilty pleasures?

I don't know that this is necessarily a guilty pleasure, but I try to keep to workout routine. In my first term, I found that I was not really making enough time for myself to unwind and recharge. I know that sounds a little selfish when you're a politician, but it's really hard to balance things and make sure you feel like you're doing a good job taking care of yourself but also taking care of the office that you serve. I work out pretty religiously on my Peloton; shout out to Alex Toussaint and Cody Rigsby for the great playlists.

My legislative director, who I actually went to college with and have known for a very long time, and I have really gotten into watching this TV show called 9-1-1: Lone Star. It is a Rob Lowe TV show about a fire department in Texas and it's quite good. It's definitely my pandemic guilty pleasure. I do find that I re-watch the same stuff over and over again. I've watched the Queen's Gambit like everyone else did, and the Britney Spears documentary, but I've watched The West Wing probably seven or eight times.

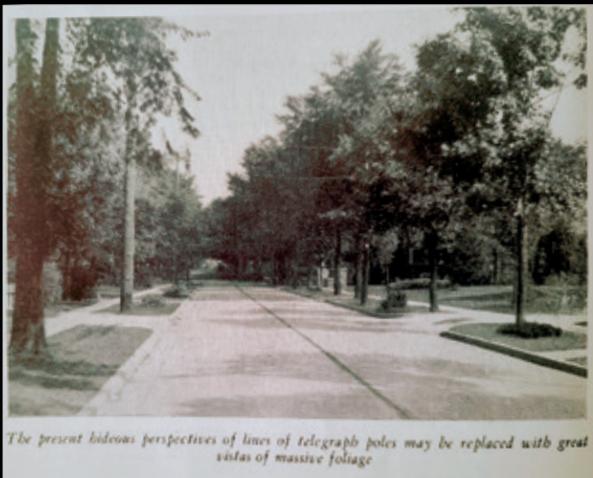
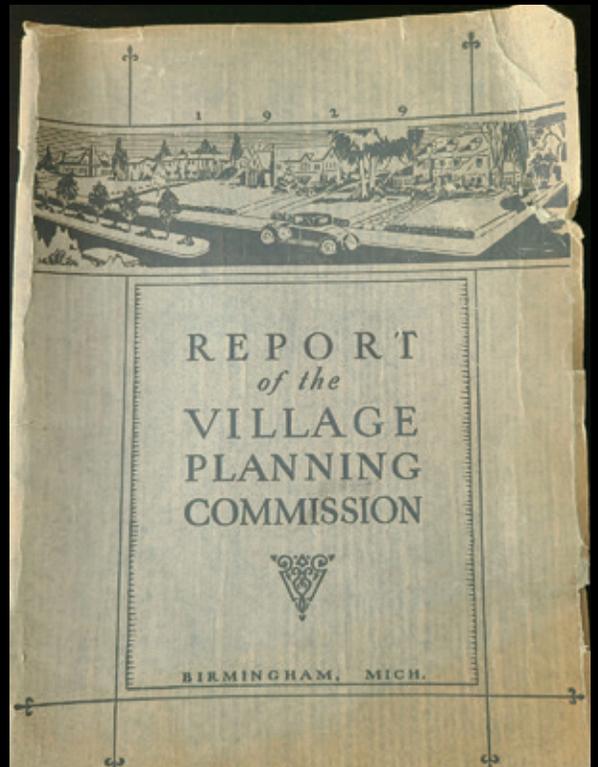


THE ORIGINAL BIRMINGHAM PLAN

The 1929 Report of the Village Planning Commission is regarded as the original master plan of Birmingham. Arthur Comey, a national authority on city planning, developed the plan. The plan was published by The Birmingham Eccentric.

Mr. Comey graduated cum laude from Harvard University at the age of 21 in 1907 with a landscape architecture degree. At Harvard he studied under Frederick Law Olmsted and then worked in park design in the public sphere after graduation. He shifted to urban planning a few years later, creating large-scale plans and competitive designs for cities across the US.

As the city continues to develop our 2040 Birmingham Plan, it is interesting to review some of passages of the our original plan, completed over 90 years ago.



The present hideous perspectives of lines of telegraph poles may be replaced with great vistas of massive foliage

1. "During the past 10 years Birmingham has grown from a quiet village community of 2,500 to a metropolitan suburb of 12,000."
2. "While no close estimates are, in the nature of the situation, possible, even without counting on a much expanded apartment house population at the center, 90,000-120,000 will eventually be living within the present area of Birmingham."
3. "As Birmingham becomes more urban the need for parks and other public recreation areas will develop rapidly. During the same period the opportunities to establish such areas will practically disappear."
4. "The numerous private golf courses of the region





afford extensive areas of attractive open landscape besides providing recreation to a portion of the community. History elsewhere has proven however, that they are apt to be temporary in duration and are likely to be cut up for house lots just when their open space value becomes greatest. Every golf ground now existing in the Birmingham Region should become a permanent part of the park system."

5. "In the quality of the appearance of its street improvements Birmingham has an opportunity to retain and enhance its well-deserved reputation as a suburb of distinction. High-grade pavements not too wide for the traffic that will use them, well constructed curbs and broad curves at intersections, ample park strips for trees and in some cases shrubbery, uniformly placed concrete walks, again of a width that is needed for the pedestrian travel, all go to stamp a community as a desirable one in which to live."

6. "Overhead wires are an unmitigated eye-sore. They should be placed under ground as fast as financial circumstances permit, particularly where concentrated on main streets. "

7. In Birmingham two family or duplex houses need not be specifically provided for. New two family houses have no place in the extensive recent subdivisions nor in

the earlier cottage developments, except perhaps in the same area as is proposed to be thrown open to apartments of all types. The conversion of single family dwelling to accommodate two families should likewise be restricted to these apartment house areas."

8. "There should be provision for a future scenic park drive which will form a really attractive entrance to Birmingham worthy to herald its charming character, and in itself perhaps the most beautiful feature of the Village."

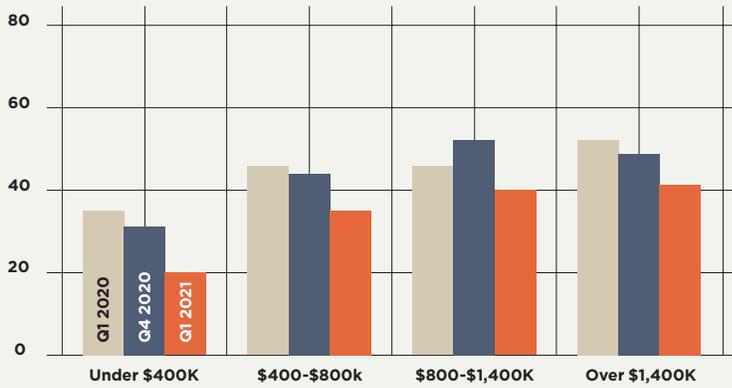
9. "The water supply is at present adequate and planned to accommodate a considerably larger population. Should it eventually prove incapable of being increased enough to meet the needs of a large community, Detroit's own ample supply from Lake Saint Clair may then be tapped, so that this problem appears to be settled."

10. "In business buildings particularly, on the other hand, there is the greatest range between the well-designed building fitting its site and either the ugly strictly utilitarian or the blatant type so often erected. Taste in these things is rising gradually. It may be stimulated indirectly by education and more directly by example. One well-designed building goes far to raise the standard of an entire neighborhood. A further step should be taken in a progressive community such as Birmingham. Whenever a building is proposed to be erected unsuited to its site it will be worthwhile to sit down with the designer and owner and suggest how to improve the design."



MARKET

1ST QUARTER 2021



Available

ACTIVE LISTINGS

Inventory continues to shrink



Sold!

TOTAL SALES

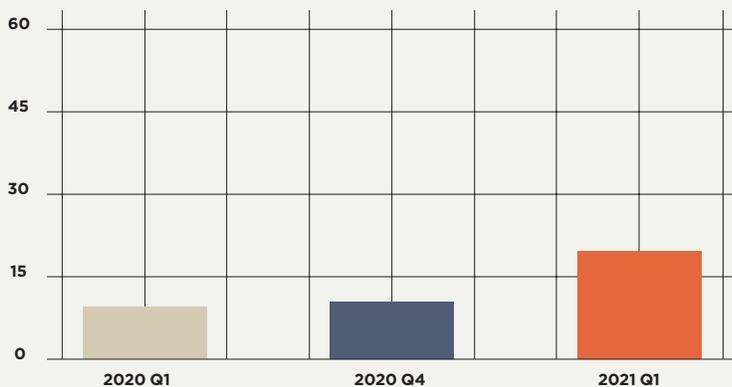
Sales continue to be restrained by inventory



Price

AVERAGE \$/S.F.

Big increases in the upper end of the market



New

NEW SINGLE FAMILY HOME PERMITS

Demand driving robust level of new home permits



BY THE NUMBERS

1ST QUARTER
2021 RESIDENTIAL
SALES

Address	Sales Price	Price/ S.F.
599 Merritt Lane	\$1,242,000	\$868
273 Euclid Avenue	\$5,125,000	\$794
752 Lakeside Drive	\$2,600,000	\$553
172 Pleasant Street	\$655,000	\$545
608 Stanley Boulevard	\$2,215,000	\$540
1415 Suffield Avenue	\$2,750,000	\$496
400 Pleasant Street	\$2,550,000	\$434
175 Aspen Road	\$2,020,000	\$424
144 Linden Road	\$2,675,000	\$423
285 Hawthorne Street	\$1,535,000	\$403
503 Shirley Road	\$1,225,000	\$392
1005 Wimbledon	\$1,500,000	\$387
1721 Holland Street	\$750,000	\$383
321 Aspen Road	\$2,410,000	\$381
1259 Ruffner Avenue	\$875,000	\$381
1974 Hazel Street	\$962,700	\$378
510 Westchester Way	\$1,748,000	\$377
1045 Bennaville Avenue	\$740,000	\$370
1383 Cedar Drive	\$1,236,000	\$364
1996 Webster Street	\$1,000,000	\$362
1271 Lake Park Drive	\$1,450,000	\$357
1707 Hazel Street	\$400,000	\$357
1825 Maryland Boulevard	\$1,175,000	\$350
1492 Villa Road	\$325,000	\$349
1936 Cole Street	\$930,000	\$344
1785 Bates Street	\$985,000	\$344
1000 Floyd Street	\$690,000	\$338
1523 Ruffner Avenue Avenue	\$840,000	\$336
998 Suffield Avenue	\$935,000	\$336
660 Woodland Street	\$700,000	\$335
1465 Stanley Boulevard	\$950,000	\$333
1395 Chapin Avenue	\$330,000	\$330
1188 Washington Street	\$1,150,000	\$329
2834 Manchester Road	\$715,000	\$328
1384 E Lincoln Street	\$230,000	\$326
1938 Bradford Road	\$354,900	\$323
1072 Davis Avenue	\$847,000	\$322
1558 Webster Street	\$1,075,000	\$321

Address	Sales Price	Price/ S.F.
533 Bennaville Avenue	\$1,025,000	\$320
2288 Northlawn	\$492,000	\$319
2216 Manchester Rd.	\$1,075,000	\$318
1700 Pembroke Road	\$1,050,000	\$318
567 Baldwin Court	\$1,775,000	\$317
855 Bird Avenue	\$657,000	\$316
1552 Henrietta Street	\$554,000	\$314
1400 Holland Street	\$680,000	\$311
1946 Stanley Boulevard	\$360,000	\$310
780 Randall Court	\$710,000	\$310
512 Bird Avenue	\$280,000	\$307
480 Pleasant Street	\$1,045,000	\$307
455 Larchlea Drive	\$585,000	\$306
1563 Webster Street	\$315,000	\$306
547 Merritt Lane	\$975,000	\$305
1324 Bird Avenue	\$825,000	\$304
2350 Yorkshire Road	\$1,250,000	\$303
2380 Yorkshire Road	\$432,000	\$301
990 Bird Avenue	\$650,000	\$295
2666 Pembroke Road	\$350,000	\$294
245 Catalpa Drive	\$850,000	\$292
907 Ruffner Avenue	\$600,000	\$291
1848 Banbury Street	\$335,000	\$288
1572 Humphrey Avenue	\$231,000	\$288
925 Hazel Street	\$900,000	\$288
2810 Manchester Road	\$430,000	\$288
2684 Pembroke Road	\$340,000	\$286
723 Oakland Avenue	\$790,000	\$283
1828 Henrietta St	\$720,000	\$281
333 Valley View Lane	\$645,000	\$280
179 Catalpa Drive	\$725,000	\$279
1040 Bennaville Avenue	\$770,000	\$278
870 Chapin Avenue	\$664,000	\$277
1201 Cole Street	\$380,000	\$276
1005 Stanley Boulevard	\$615,000	\$274
1260 Lyonhurst Street	\$943,000	\$273
899 Chapin Avenue	\$575,000	\$272
789 Shirley Road	\$872,500	\$272

Address	Sales Price	Price/ S.F.
865 Tottenham Road	\$495,000	\$269
338 Pilgrim Avenue	\$671,000	\$269
1023 Bennaville Ave	\$710,000	\$268
1095 Willow Lane	\$1,130,000	\$267
1560 E Lincoln Street	\$336,001	\$267
1170 Arden Lane	\$485,000	\$267
1963 Holland Street	\$690,000	\$264
1295 Lakeside Drive	\$625,000	\$264
1345 E 14 Mile Road	\$200,000	\$263
1263 Brookwood St Street	\$980,000	\$261
138 E Lincoln Street	\$790,000	\$257
1539 Emmons Avenue	\$296,900	\$256
960 Mohegan Street	\$895,000	\$255
640 Shirley Road	\$1,170,000	\$254
1506 Haynes Street	\$365,000	\$251
1196 Holland Street	\$357,500	\$248
737 Greenwood Street	\$1,225,000	\$247
1638 E Melton Road	\$370,000	\$244
1288 Saxon Drive	\$472,500	\$243
1192 Lake Park Drive	\$775,000	\$241
1444 Humphrey Avenue	\$190,000	\$241
508 Linden Road	\$900,000	\$240
157 E Frank Street	\$638,520	\$238
895 S Glenhurst Drive	\$499,999	\$237
1687 Quarton Road	\$635,000	\$231
906 Putney Street	\$425,000	\$229
1641 Webster Street	\$389,900	\$228
1764 Mansfield Road E	\$270,000	\$220
445 S Cranbrook Road	\$430,000	\$219
1311 E Lincoln Street	\$221,000	\$214
2898 Yorkshire Road	\$243,600	\$214
856 Lakeview Avenue	\$952,000	\$214
397 S Cranbrook Road	\$491,000	\$207
2180 Avon Lane	\$515,000	\$206
1697 Latham Street	\$465,000	\$204
1572 Emmons Avenue	\$275,000	\$204
1460 Maryland Boulevard	\$511,000	\$201



**IRISH
PUB**

DICK O' DOWS

**IRISH
PUB**

...STRAIGHT TO THE PINT!



THE DOW

For nearly 25 years, Dick O'Dow's has provided Birmingham a casual spot to unwind, meet up with friends and, most recently, watch sports. Throughout the past quarter century, Mitch Black has been the face of the beloved pub. Burt sat down with Mitch to get his side of the story...

How did Dick O'Dow's get its start?

We opened in September of '96 on Friday the 13th. The name of the pub is the combination of the names of my two original partners. Dick O' Connor and Pete Dow came to me and they were working in advertising. They had some connections and some work they had done with Guinness overseas. They were looking for an operating partner, and I could work and I had a little bit of money. Dick passed away about 12 years ago, and then I bought his share to the estate. Pete is now 88 and when we were looking at redoing the back room in 2017, he said, "You know, if I put more fish in that barrel then I'm not going to see them at my age." He said, "I'll make you a deal you can't refuse to buy me out," and honestly, if it wasn't for his generosity, there's no way I could have been able to [buy] both shares. It worked out great for us.

How did you end up getting into the restaurant and bar industry?

I couldn't afford to go to college and I was working on the line at a factory. This was back in the seventies when we were having all the trade wars and all the layoffs. I realized that my family were all factory people and if I stayed there, my life had peaked. Not that it's a bad thing, but it's... a thing. I opened up the second or third video rental store in Oakland County. By the time I was in the middle of my twenties I had opened up fourteen stores. It was pretty crazy. I didn't have all of them myself: I either had partners or I just set them up and got them rolling. The store I worked out of was in Sylvan Lake where I live. It was a pretty big store, and there was a restaurant with a liquor license that had gone out of business next

to it. With the market getting saturated and cable coming in, the video store days were numbered. It turned out I could buy the restaurant for very little money. So, I converted my video store and that restaurant into about a 10,000 square foot sports bar. We were very successful.

So, how has business changed here in Birmingham over time?

The town itself has changed dramatically. When we first opened up, there was nothing like a pub here. We were a very different animal. There were a few restaurants around, but we were definitely an anomaly for Birmingham. There was much more of a shopping base and very little office. We found that we were able to do well just because we were very unique. Back in the early nineties, there was a whole resurgence of culture, and Irish was at the forefront. [It included] clothing and dress and styles and riverdance, so the timing for an Irish pub was just about perfect.

Dick and Pete originally wanted to open up a bunch of pubs like this across the country, and one of the reasons they really liked Birmingham is that Birmingham didn't have anything like this. They thought that if it can work in Birmingham, it can work anywhere, which kind of makes sense. As opposed to going to a town where you become part of a destination, as in Royal Oak or Ann Arbor, we were kind of the destination. So there wasn't really competition for what we were doing. We got off to a fast start. Dick had some health issues and a few personal things crop up and decided, "Let's just stay with the one place."

I do think that the city has done a great job diversifying and bringing a lot of relevance and a lot of interest in some really cool concepts. The bistros were definitely a change to help increase the foot traffic when the city switched from being more retail-based to more office space. It's definitely a different city. And

this gave people a reason to stay in Birmingham: There were lots of options. They didn't have to go to the same one or two places. They had lots of things to choose from with lots of different things to offer. We absolutely love the changes and the options Birmingham has had since we've been here.

What's the strangest or funniest story you have about Dick O'Dow's? Do you have a story you'd like to share?

Yes, some of them are true. I would probably say the 2004 Ryder Cup. Everybody knew that it was a once in a lifetime event at Oakland Hills. A huge part of our clientele was from Birmingham, obviously, and belonged to a lot of the local clubs. We knew that we had an opportunity to just have a great time. One Sunday, I thought it was going to be quiet. It was an okay day, and I left at about 6:00 and told the staff, "Don't call me unless the place is burning down." I went home and fell asleep and I got a call at about 8:00 from one of the managers that said, "You don't want to miss this. You need to come back up here." There was a line of hundreds of people out front. I came in and all the players were standing on the bar—all the European players—and they were leading the whole pub in songs. Everybody was singing. Brendan Shanahan, for the Wings obviously, [was there] and so was Joey Harrington, who was quarterback for the Lions. His cousin was Pdraig, who was on the team. Mike Tirico was here as well, hanging out, and it was just kind of a once-in-a-lifetime experience.

We've had the Stanley Cup here a dozen times and we were a big hangout for the Wings. The one thing that we've always done is you'll never find any pictures. People are here just to be themselves and have fun, and they don't want to necessarily feel that they are going to be judged or not allowed to be like everybody else.

I can remember the Wings' tragedy with the limo. [Sergei] Fedorov would come up here every night after he'd go to the hospital, just to decompress and grab a bite to eat and talk. It was interesting how a lot of people kind of misinterpret him as a person. He was just devastated by that [crash]. It was just a very emotional thing for him. We still stay in touch. He got elected to the hockey Hall of Fame; he stopped in for a couple of drinks and didn't even tell me why he was in town. He just told me he was here to talk to his folks. I can go on for hours—it's just crazy.

Would you say that that's your favorite part about working here?

I think it's really twofold. I recognize how fortunate I am to be able to have done the things that I've done, meet people, and be a part of the community for so long with little to no skill. I'm very blessed that I've got my wife to kind of sit quietly behind the sidelines and make sure I don't screw anything up. So to me, that's the most important thing. I never thought I'd have a chance to have a lot of the experiences I've had and the relationships I've had with a lot of people. I've always been kind of old school: I grew up in the time

when you went to a bar and somebody that actually cared was there. And in the age of all corporate things, I think people are very disenfranchised. I think that they miss that communication and that human connection. I think that's something that we do a very good job of providing for them. You have people that are transplanted from other places and don't have a network and friends, and this becomes a home. We've had groups of people here that treat us exactly like a pub. They're here almost nightly. They don't drink a lot, but this is their place. They meet their friends here. They tell stories and they have conversations when good things and bad things happen.

In terms of engaging with the Birmingham community, do you see any changes in the next five or ten years?

I look at how we've been able to weather changes and stay relevant. For some people, we're perceived as an older person's bar, and the pub definitely has a feel of an older generation. Re-concepting the back room and opening the Dow as a separate entity has been a big key to our success: not being afraid to take a chance, step out of the box, and reinvent ourselves. After seeing how well it worked out, [my wife] Sharon and I have decided that we'll try to be cool every 25 years. It's nice.

What do you do in your free time?

[My family is] a big racquet family. We belong to the BAC. I've got a 19-year-old daughter who's a freshman at Albion, and a high school freshman down at U of D, so for us it's watching kid's sports. That type of stuff. And in the warmer weather, we grab a bite to eat on the boat.

What would you recommend to someone who has never eaten at Dick O'Dow's before?

I would tell them to be prepared to be surprised. Our fish and chips are great. We were just rated one of the best places in Metro Detroit for fish and chips. We like to say that the things that we do are a little bit different than anybody else. We started doing sliders and that type of concept about two years before we opened the back room, [based on] seeing the trend shifting to more shareable food. The comfort food like the pretzel bread with homemade beer cheese that has been in pubs forever has been tremendous. We sell a ton of that.

What is the most useless fact that you know?

That in the Canary Islands, there are no canaries. And in the Virgin Islands... there are no canaries either.





BIRMINGHAM BROKER BRIEF

Stuart Jeffares, MBA, Associate Broker

Sometimes Less is More

Times are good for Sellers. Multiple offers are the norm and homeowners who are selling are seeing very attractive amounts being proposed for their home. It is so tempting to jump on the highest amount and start the celebration...right? Well, sometimes that might be the best overall offer but sometimes the higher amount might be to either offset additional risk, worse terms or part of a ploy to renegotiate later. Let's look at these 3 potential purchase agreement pitfalls.

Risk

Purchase agreements can be loaded with risk. Uncertainty abounds; can the buyer come up with the earnest money? Certainly, a cash offer (with a proof of funds statement) is optimal but 75% of homes are not bought with cash. Having a third party involved in the transaction brings with it,

risk. Can they be approved for their mortgage? Do they need to sell in order to buy? Can their lender be trusted when they produce a pre-approval letter that it accurately reflects the odds that they will make a firm mortgage commitment in a timely manner? These are all areas of uncertainty that by the time they become certain will have eaten up valuable market time. Upfront due diligence by a savvy experienced listing agent can go a long way to lessening these concerns.

Terms

There are an incredible amount of terms in an offer and some will likely be much more important to you than others. If you need time to find a house, favorable possession terms are desired. If you have small children, elderly parents or just value your privacy, offers including subsequent visits by ancillary inspectors, architects, designers and subcontractors would not be desired. Also, anything can happen before closing and thus a closing date in the distant future could be a potential issue. Also, skimpy earnest money deposits may be inadequate to get a buyer who gets cold feet to

perform. A good agent will make sure the writers of prospective contracts understand the ideal terms desired by the sellers and craft their offers accordingly.

Renegotiation

Opportunities to renegotiate can alter the balance of power that was present when multiple suitors were clamoring for your home. A low appraisal is probably the most common of these opportunities. Another common opportunity for renegotiation is the inspection. Both of these events can be largely mitigated with requests for favorable language and pre-signing discussions with the prospective purchasers.

All things equal, the highest offer is best but "all things" are rarely equal as many of today's sellers are finding out.

Stuart Jeffares is a Birmingham based Associate Broker and Residential Builder who writes about the industry. He welcomes questions and feedback at: TheJeffaresGroup@gmail.com



The Bridge is Back!



BY TROY BERGMAN

Yes, the Bridge is back!...Bridge Loan, that is.

You probably have heard of this financial tool but perhaps not really understood how it can help the prospective buyer be successful. Typically, homeowners who are moving rely on money they'll get from the sale of their current home to fund the purchase of their future home. In today's hyper-competitive housing market, one of the biggest challenges buyers face is making an offer to purchase without burdening their offer with a contingency of selling their current home. In today's market this "contingent" purchase offer is most likely D.O.A and probably won't be accepted; enter the Bridge Loan. This alternative financing program allows buyers to pull money out of their existing house to use towards the down payment on their future house. By doing this, it allows buyers to eliminate a contingent offer and make an offer much more likely to gain the sellers attention.

The Bridge Loan is perfect for buyer's who have:

- ... a substantial equity position in their current home. The Bridge Loan allows you to borrow up to 75% of your homes current value
- ... a majority of their assets tied up in the equity of their current home
- ... limited sources of funds outside of their home to use for a down payment
- ... the ability to qualify for two mortgage payments

One of the most common questions buyer's have when considering a Bridge Loan, is "how long do I have to make two mortgage payments?" The Bridge Loan payment actually will be similar to a traditional mortgage payment in that it is made monthly until you sell your current home. Often in today's seller's market, we are seeing a client's current home selling so quickly that they never end up making any payments on the Bridge Loan!

Obviously, there are a few requirements for the Bridge Loan:

- Current home must be listed for sale in the MLS prior to closing on the Bridge Loan
- Maximum loan amount is \$548,250
- Bridge Loan closes 24 hours in advance of the new home purchase closing

So, if you want to make your offer for your new dream home as competitive as possible, a Bridge Loan might just be the perfect tool!

Troy is a Birmingham based mortgage expert.

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Pandemic Academics

BURB asked folks around Birmingham, from +6 feet away, of course,
“What lesson has the global pandemic taught you?”

“That people and organizations can make unthinkable adaptations when circumstances require it, and that Birmingham neighbors demonstrate kindness in wonderful and creative ways.”

Therese Longe
Mayor Pro-Tem
Birmingham resident

“This is no hoax....”

Tracy Hackman, Lawyer,
Birmingham Resident

“Without a doubt, being an avid reader has helped me through this pandemic immensely! Reading has transported me to many worlds beyond the here and now.”

Melissa Mark
Baldwin Public Library
Chair, Board of Directors

“We got very clever in our ability to continue relationships and help the community; virtual wine dinners with local bistros, leveraging ski wear for outdoor winter dining, lots of takeout and hours playing Euchre on the Trickster app. I suppose creativity is the progeny of difficulty and desire.”

Stuart Jeffares,
Birmingham Realtor,
Birmingham Resident

“Kindness and compassion are paramount.”

Amelia Berry
University of Michigan student,
BPS graduate

“Learned to appreciate the advantages of living in a walkable city with great outdoor facilities and traditional neighborhoods.”

Gordon Rinschler
Retired Birmingham resident

“I learned the importance of neighbors. We celebrated birthdays and graduations with car parades and birthday banners up and down the street. At Seaholm we had the seniors decorate cars and drive through the neighborhood honking horns and being kids. We found ways to celebrate when celebrating was so crucial.”

Barbara Harte
Seaholm High School teacher

“As former City Commissioner and Mayor I too often used rhetorical questions in speaking publicly. Now in retirement and during this Pandemic, I am finally learning to no longer ask rhetorical questions. What’s the point?”

Scott Moore
Former Birmingham City Commissioner and Mayor

“Reading a book set in another country is a great way to imagine that you’ve left southeast Michigan for the afternoon.”

Rebekah Craft,
Baldwin Library Director

“The restaurant business was probably harder [hit] than any business. After being in this business for 30+ years, like anything else you get worn down, and you maybe take for granted the relationships that you’ve built. You take for granted your place in the community and the things that you can do. The pandemic taught me how much I miss it. Now I realize how important being part of the community is to myself and Sharon. That’s a huge part of my DNA.”

Mitch Black
Birmingham Pub Owner

“Not to take life for granted. You never know what might come around the corner.”

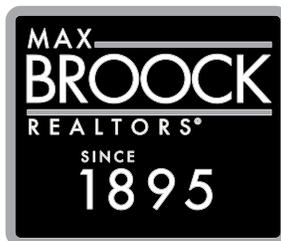
Nicole Emerson
Oakland University student, BPS graduate



Family, not franchise

family owned

After 125 years, still Birmingham's [^] Broker



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Residential Customer

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Settle for More

*"Went above and beyond to help me out.
I would recommend Stuart to everyone who
needs to buy or sell a home. When I am ready to
move I will call him and no one else!"*



*"Stuart did an outstanding job in marketing our home.
As a result we had multiple offers within days..."*



"Can not imagine buying a home without his help."



*"He was (and still is) a trusted family adviser;
not just a Realtor."*



*"With his builder's license, Stuart has a wealth
of information on strategies for options to make
improvements to target houses and staging plans in
preparation for our house sale."*



*"His expertise was so helpful in properly staging
our home, taking great pictures, and applying
the pressure for buyers to come to the table
with their best offer!"*

Stuart Jeffares, MBA
Associate Broker, Residential Builder



5/5 CUSTOMER RATING



MAX
BROOCK
REALTORS®

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