



March 20, 2020

The Honorable Gretchen Whitmer
Governor, State of Michigan
PO Box 15282
Lansing, MI 48909

Dear Governor Whitmer:

There are many functions the land title industry performs on a regular basis during normal times such as facilitating the home buying process, employing local residents, fraud prevention, etc...

One of the essential functions we do during a time of crisis is the securitization of credit on real property. Without real estate transactions, the economy will lose access to credit. If a lender cannot secure their position on real property, they will no longer loan credit (money) against it. Here are a few examples:

- **Farmers** – if they lose access to credit from real property they cannot finance crops, if we have no crops we have no food
- **Residents** – if they lose access to withdraw equity (money) from their homes they will not be able to buy everyday needs and/or services
- **Business** – if they lose access to withdraw equity (money) from real property they could struggle to pay employee wages and/or buy products and supplies for their businesses that put money back into the economy

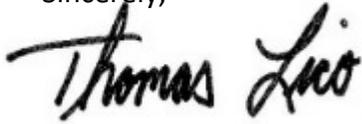
Another essential function for the land title industry is when we facilitate a transaction we collect fees for various levels of government (IRS, state, city). Without real estate transactions, the government would lose out on different fees and with the help of collecting tax revenue.

If the land title industry along with the real estate industry in general is shutdown people who are in the middle of a transaction or have an upcoming transaction could find themselves homeless.

As a note, according to National Association of Realtors in 2018 the real estate industry accounted for \$84.6 billion or 16.0% of the gross state product in Michigan. In a time of crisis, we need to keep the real estate industry active to help our state economy.

In addition to land title professionals, other real estate industry partners who are essential to the continuing of real estate transactions include but are not limited to lenders, realtors, homebuilders, appraisers, County Register of Deeds, County Treasurers, City Assessors, etc...

Sincerely,

A handwritten signature in black ink that reads "Thomas Lico". The signature is written in a cursive, flowing style.

Tom Lico, President
Michigan Land Title Association

cc: Senator Mike Shirkey, Majority Leader
Senator Jim Ananich, Minority Leader
Representative Lee Chatfield, Speaker of the House
Representative Christine Greig, Democratic Leader