



Apartment Association of Southeastern Wisconsin

Advocating for Sustainable Rental Housing

E-mail: membership@AASEW.org

Website: www.aasew.org

AASEW September Event: Exit Strategies

HOW TO DEFER TAXES ON THE
SALE OF YOUR PROPERTY,
INVEST PASSIVELY, AND ENJOY
YOUR LIFE.

MONDAY, SEPTEMBER 19TH

THIS MONTH WE WILL DISCUSS HOW TO EXIT
THE REAL ESTATE BUSINESS YOU'VE BUILT. OUR
PRESENTERS WILL DISCUSS HOW TO DEFER TAX
USING 1031 EXCHANGE AND PASSIVE ASSETS
THAT ARE 1031 ELIGIBLE THAT PROVIDE
MONTHLY INCOME.

6:00 PM - REGISTRATION AND
CHECK-IN

6:30 PM - PRESENTATION
AND Q & A

SOCIAL HOUR TO FOLLOW

MEMBERS:
**Free
Entry**

NON-
MEMBERS:
\$25

Appetizers and Cash Bar Will Be Available

Email admin@aasew.org for questions

Sonesta Milwaukee West
10499 W Innovation Dr
Wauwatosa, WI 53226

AASEW Mission Statement:

"The Apartment Association of Southeastern Wisconsin is your primary resource for education, mutual support and legislative advocacy for the successful ownership and management of the rental property."

The Apartment Association of Southeastern Wisconsin Inc.

2021 AASEW Board of Directors

President

Mike Cottrell (2022)

Treasurer

Tim Ballering (2022)

Executive Committee

Tim Ballering (2022)

Tristan Pettit (2022)

Directors at Large

Dawn Anastasi (2022)

Brandon Bruckman (2022)

Steve Belter (2023)

Jasmine Medina (2023)

Kurt Kasdorf (2023)



PO Box 4125
Milwaukee WI 53204
Phone: (414) 276-7378
Email: membership@aasew.org
Website: www.aasew.org

PRESIDENTS

CORNER

Mike
Cottrell
AASEW
President



Consider Donating to the AASEW

Legal Action asked the court to cut the "record retention period to one year for most eviction cases and keep the retention period at twenty years only for evictions where the court orders a renter to pay money back to their landlord."

The Wisconsin Supreme Court's decision on this will affect all rental owners. The Apartment Association is filing a reply to Legal Action's Petition.

The law firm that will draft the reply and appear on the industry's behalf at the oral hearing estimates the cost to be \$17,500.

So how can you help?

If you're not already a member, you could join the Apartment Association, a group that, over the past 40 years, has spent more than half of its dues income on lobbying and court actions to secure the rights of legitimate rental owners.

We also accept donations in any amount. Some larger owners who are members of the Association have made additional donations as they feel the issue is that important.

www.aasew.org/Donate

If you know any rental property owners who are not already a member, please encourage them to join the AASEW.

Membership in AASEW provides networking, education and mentoring. In addition to these immediate benefits AASEW members believe that the greater value of the organization is the strength in numbers it brings.

Our community consists of over 40,000 landlords in Southeast Wisconsin, alone we cannot fight the great strength of the local and state government, but together we can. We encourage you to get active in the Association and help make Wisconsin a better place for landlords to do business.

Rental Housing News from Around the Country



By Dawn Anastasi
AASEW Board Member

Here are some news articles about rental housing laws and items of interest from around the country:

Arizona

A new bi-partisan law was passed in Arizona in August by Governor Doug Ducey that seals eviction records for people who had their cases dismissed before a court judgment or if a judgment was made in their favor.

Settled Arizona eviction cases essentially will be hidden from credit reporting agencies so renters won't be dinged for evictions that never actually happened.

[Read the full article here.](#)

Florida

The Florida Association of Realtors and the Florida Apartment Association filed a lawsuit in Orange County's 9th Circuit Court to declare that the rent control measure ordinance already approved by the Orange County Commission is invalid because it failed to prove a housing emergency, as is required by state law for such measures.

The Realtors and the Apartment Association argued that Orange County not only did not prove a housing authority that severe, they also ignored advice from the County Attorney and from a consultant about what that should entail before adopting the ordinance.

The lawsuit charges that the ordinance did not establish a baseline against which a "grave housing emergency" could be measured.

[Read the full article here.](#)

It's important to stay up to date on what is happening in other states, because news travels among "tenant unions" that have been forming over recent years who may start to petition WI legislators to adopt unfair practices.

**COMMITTED TO SUPPORTING
OUR COMMUNITY**
PURCHASES AND REFINANCING
EXPERIENCED STAFF | COMPETITIVE RATES

OUR TEAM UNDERSTANDS YOUR UNIQUE NEEDS.
CONTACT US TO GET STARTED TODAY:

Garnet McLeod
Assistant Vice President
Relationship Manager
gmcLeod@townbank.us
414-831-5899

William Mathee
Assistant Vice President
Commercial Banking
wmathee@townbank.us
414-323-6185

TOWN BANK
N.A.
A WINTRUST COMMUNITY BANK

140 S. 1st St. | Milwaukee, WI 53204
414-273-3507 | www.townbank.us

MEMBER FDIC

WLB CO
QUALITY
EST. 1905
WISCONSIN LEGAL BLANK CO., INC.
749 N. 37th STREET
Milwaukee, WI 53208
414 344 5155 • wilegalblank.com

Leave the carbon mess behind with NCR Forms – the modern alternative to carbon paper! NCR Forms are an efficient way to provide multicolored copies of a single document with handwritten or typed information. Use them as order forms, packing lists, invoices, receipts, and more.

Useful where quantities, check marks, or signatures will be added to the form by hand.

- NCR Form 2 part (White, Canary)
- NCR Form 3 part (White, Yellow, Pink)
- Available run sizes: 100 - 500
- Glued on the short edge

• Invoices • Sales Orders
• Purchase Orders
• Work Orders

Bring **COLOR** TO YOUR TRANSACTIONS
Full Color NCR Forms are here!

Sizes Offered
5.5x8.5
and
8.5x11

2-PART
AND
3-PART
AVAILABLE

FULL
COLOR

How Can I Get the Most Out of a Contractor Visit?



By Jack Cookson, BuildZoom for Equity Trust

One of the most important parts of picking a contractor or architect for your real estate project is the site visit. (Throughout this article we use the word contractor, but almost all of the below applies to meeting an architect as well.) The site visit serves many functions, such as:

- It gives the contractor an opportunity to see the site, which gives them the ability to understand the project beyond plans.
- It is an opportunity to interview the contractor.
- It lets you gauge what it would be like to work with the contractor.
- It allows you to sell yourself and the project. Remember that great contractors are often in high demand, and they'll be assessing you as well.

Despite being a crucial step in the hiring process, the site visit is often overlooked or not fully utilized. Here are some tips on how to make the most out of these visits, so you can avoid pitfalls down the line and set yourself up to make the most informed decision.

Scheduling time

While contractor site visits can vary, they generally take between thirty minutes to an hour. To make the most out of these visits, we recommend scheduling them back-to-back or in as close succession as possible — a shorter time frame helps you compare and evaluate the contractors more accurately. Keep in mind it can be awkward to have two contractors run into each other. If you do schedule interviews back-to-back, leave a little buffer; 30 minutes should be enough.

There is nothing worse than being stood up. To stop this from happening, make sure to confirm the meeting. We've found that a text message confirmation 24 hours ahead of time is the best way to do this.

Continued on page 5

ARE YOU MAXIMIZING THE VALUE OF YOUR ASSETS?

Let Vrakas CPAs + Advisors help!

vrakas
cpas+advisors

LOCATIONS:

Brookfield & Kenosha

262.797.0400

vrakascpas.com/industries/real-estate

**TOP
WORK
PLACES
2021**

journal sentinel

Continued from page 4

What to do ahead of time

These visits are often short, so preparing ahead can go a long way.

- Send the contractor your plans and ideas to review ahead of time. The more you have, the better. By the time this meeting comes around the contractor should already have a pretty good idea of what you are trying to do.
- Ask them to check with the local building department and building code regarding your project. They should have a rough idea for what you can and can't do before showing up.
- Prepare your questions. You will obviously not be able to prepare everything, but having an outline is helpful (See below).

What to pay attention to during the meeting

- Did they come prepared? Did they look at your plans, etc.? Their level of preparation is indicative of what it will be like working with them.
- Did they actively engage with the property? Did you feel they really got a good sense for the space?
- Things to look for: measuring spaces, asking about the current materials and previous remodels, and looking at things from different angles.

Additionally, consider grading the contractor on four different criteria:

General requirements -- Are they a good contractor in general? Do they do good work generally? Do they have experience and are they experienced? Do they seem to know what they are talking about?

Project-related -- Are they a good fit for this specific project? Have they done similar projects in the past? Do they know how to execute this type of work? What about in your neighborhood and under your planning and building code?

Logistics -- Are they organized, responsive, and professional? A successful construction project involves a lot more than just the ability to build. These things matter!

Personality and working together -- Are they a good personality fit for you? You are going to work closely with this person for a while. Assume problems and unforeseen issues will arise. Would you feel comfortable having this person be the one who walks you through those issues?

Make sure you like them, trust them, and that they also feel comfortable enough to disagree with you or push back a little at times.

What questions to ask

As with any good interview, you should prepare questions ahead of time and assess candidates on similar criteria. We've found that asking the same questions to each contractor is the best way to compare.

General

1. How long have you been in business? How long have you been in the industry?
2. Can you describe your ideal project?
3. Can you walk me through your overall process? Take me through the major milestones from here until the project is finished.
4. Do you have any kind of warranty and insurance if any kind of accidents were to happen on the site, for both property and people?
5. How many other projects are you working on/plan to work on?
6. How big is your team?
7. (You want to know how many people will be working on your project. The general contractor will likely hire subcontractors for the work, which is normal, but it is important to know how large their crew is and how many people will be staffed for your project.)
8. What work do you sub out and what work do you perform in-house?
9. What is your license number?
10. Will you send me proof of insurance and bonding?
11. Do you have any references I can talk to?

Project-related

1. What is a recent project you completed that feels the most similar to this one? Dive into one project in detail. (Each construction project is different with its own challenges and intricacies. Make sure this isn't the first time the contractor has worked on a project similar to yours.)
2. Have you ever done any projects in the area? If so, how familiar are you with the permitting and planning processes? What issues do you anticipate with the building department for this project?
3. What is the most common issue you've seen with projects like this?
4. Will you walk me through what the timeline for this project would look like?

Continued on page 6

Continued from page 5

Logistics

1. When would you likely be able to start this project?
2. What does your payment schedule look like?
3. Do you generally work on projects cost-plus or fixed price?
4. What is the best way to contact you? How can I contact you after hours if needed?
5. Who is the foreman for this job? And who will be my primary contact for the project?
6. Will you have a dedicated team working on this project, or do your teams work on multiple projects at once?
7. In an ideal situation, when in the process do you join the project? (Some contractors prefer to be involved early, while others prefer to come in right before construction starts. Neither is necessarily better than the other, but it does make sense to understand how their preference fits your project.)
8. How involved will you be in the design process? (Contractors can be a great resource for estimating and understanding building feasibility during the design process. See if yours will be involved and what that means.)
9. Will you obtain all permits and handle working with the local building department? (Most contractors will help you get all permits and approvals. Navigating the building department is a challenging process that contractors can help with.)
10. How do you track and update on progress? I know some contractors use Gantt charts and other tools, do you use anything like that? (You want to stay informed throughout the entire project. Good contractors have a process to track progress and keep you in the loop.)

Personality and working together

1. How do you handle issues when they arise? Have you ever had any problems with other homeowners? If so, how did you resolve them? Can you tell a specific story? (Issues are likely to arise, so you should plan for them before the project starts. Good contractors still have issues, but they handle them well. Learn how and when you and your contractor will communicate. Learn how they will assess problems, identify them early, and deal with them before they grow out of control. Ask for specific examples from past projects. If they say they've never had any problems on any of their past projects, that's a red flag!)

2. Have you ever been behind schedule on a project? If so, what steps did you take to remedy that?
3. How do they handle changes (changes to construction projects are referred to as change orders) to the project if necessary or requested? (Let's face it, your project will likely change a little as you go. Before you start, you should understand how your contractor handles and bills change orders. You don't want to be surprised by project changes that the contractor is forced to make. You also want to understand how any changes you want to make will be implemented.)

What contractors look for in clients

The visit is a two-way interview. Like you, the contractor is evaluating whether your project is a good fit for their business.

You definitely want to dive in to understand a lot about them, but also remember to show that you will be a great client to work with. Be presentable, reliable, and professional.

A contractor is looking for:

- Someone that has their ducks in a row. A little homework and planning can go a long way here.
- Someone that can make decisions.
- Someone that will not micromanage.
- Someone with realistic expectations
- Someone that can pay their bills.
- Someone that is a good personality fit.
- Someone who is good at communicating and resolving conflict or disagreements

How to finish things up

- Bring up any reservations you have. Give them a chance to address your hesitations about working with them
- Set concrete next steps
- Send a follow-up email with notes and next steps

While some of this might seem like a lot, preparing well for the site walkthrough will make a difference.

Hopefully, at this point, you are prepared to have a productive site visit and gain more information about your contractor before you hire.

What An Economic Downturn Means for Real Estate Investments



By J Scott, *BiggerPockets.com*

There's a lot of talk these days about economic cycles, particularly recessions. I've noticed that many people assume that with an economic downturn, real estate will get hit as hard as the broader economy and other asset classes.

The truth is, while real estate does sometimes get hurt during a downturn, there is much less correlation between real estate and the broader economy than most people believe. In fact, during more than half of the previous 34 recessions, dating back over 150 years, real estate has either not been affected or hasn't been affected nearly as severely as other asset classes like stocks.

Why Does Real Estate Not Get Impacted As Much?

A few reasons:

- Real estate isn't just any old investment. There is intrinsic value in real estate assets, so they tend to be more resilient to economic forces.

- Recessions tend to occur after periods of increased inflation. Where do people like to put their money during inflationary periods? Real estate. Both the underlying asset and the debt that can be associated with real estate are great hedges against inflation.
- When the stock market drops and other asset classes get hit, many investors look to real estate as a wealth-preservation option. Real estate values rarely go to zero or anywhere near zero, unlike investments in some other asset classes.

For these reasons, real estate often operates in a counter-cyclical fashion to the broader economy.

In fact, back in the late 19th century, an American economist named Henry George wrote about why our economy goes up and down in cycles (remember, this was before the Federal Reserve existed).

And, unlike today's economists who attribute cycles to inflation and interest rates, George believed land speculation was the driving force behind these cycles.

Here is George's theory on how land speculation caused the boom/bust cycle we see in the economy:

Continued on page 8





Se Habla Español

Humberto's

Pest Mgmt. Services

Where Returning Your Peace of Mind is Our #1 Priority!

WE SERVICE FOR:

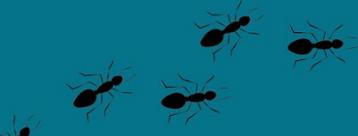
- ▶ Bedbugs
- ▶ Roaches
- ▶ Ants
- ▶ Mice
- ▶ Rats
- ▶ Squirrels
- ▶ Racoons
- ▶ and a Lot More!



414-595-7378

1248 S. 30th Street

Se Habla Español



Continued from page 7

First, we start with the fact that land has a fixed supply; we can't make more of it. In economics, we refer to this as inelastic supply. When something has inelastic supply, if demand for that thing increases, so does the price. When the demand for land increases, the price of land increases.

Next, we assume that in most cases, developers purchase land to develop today and resell in the near future. The prices developers are willing to pay for raw land reflect what the developers can sell the property for in a year or two if they start developing now.

But during an economic boom, investors (people like you and me) will start to buy land on speculation—in other words, not to develop now, but to hold in the hopes that the price will increase in the future. These speculative purchases push land prices beyond the point where developers can make a profit, so developers are forced to stop buying.

When developers stop buying, they stop building. And when they stop building, this causes an economic ripple throughout the economy, hurting industries such as construction, heavy equipment, and building material manufacturing. This results in an economic recession, especially in those industries.

Eventually, speculators realize that they won't be able to make money on their land purchases, and they start selling off their inventory at reduced prices, spurring developers back into action. Developers start building again, manufacturers start selling again, and the whole cycle repeats.

Over the past 160 years, this real estate cycle has been very consistent. It doesn't occur as often as the general economic cycle we often talk about (the "business cycle"); instead, this cycle is on its own timetable. And, historically, it has occurred about every 18 years. With the exception of several decades after the Great Depression, this 18-year cycle has been remarkably consistent, producing downturns in the real estate market independent of the broader economic downturns we often talk about.

Continued on page 9



ASPEN CROSSING
APARTMENTS

NOW ACCEPTING APPLICATIONS
1, 2, 3 & 4 BEDROOM APARTMENTS
AND TOWNHOMES

- Off-Street Parking
- Washer/Dryer Hookups (select homes)
- Utilities Included
- Appliances Included
- Window Coverings
- 24-Hour Maintenance
- Balcony (select homes)
- Playground
- Security

Office hours Monday thru Friday, 10 am – 3 pm. Call to schedule an appointment. Rent based on income. Income restrictions may apply. "Equal Housing Opportunity"

CALL FOR MORE INFO!
414.355.7814

WallickCommunities.com | Voice/TTY: 800.553.0300 

9239 North 75th Street, #1 | Milwaukee, WI 53223

Established
with the
investor in
mind

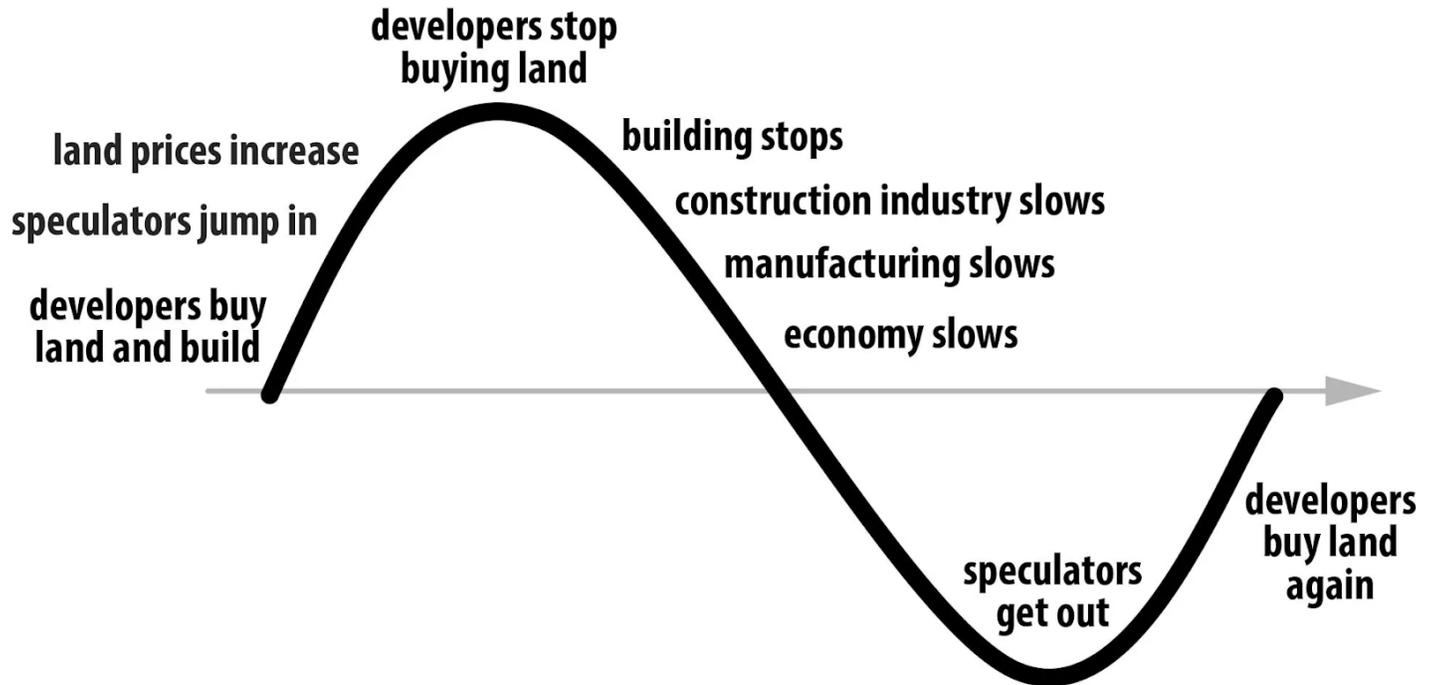
Bartsch Management is a full service property management company including property acquisition, management and sales. Our expertise ensures the highest quality of care in all dealings involving your property- from management of rentals, to full-service maintenance, to listing your property, to final sale.



bartschmanagement.com
414.763.7160

Continued from page 8

See the image below for what this cycle looks like:



Final Thoughts

Personally, I believe that both the business cycle and the real estate cycle exist, and they are driven by different, though often interrelated, economic forces.

I would argue that in 2008, the severity of the Great Recession was exacerbated by the fact that the business and real estate cycles both hit a downturn simultaneously.

The real estate market collapsed right on schedule, almost 18 years after the last major real estate downturn started in 1989, which saw a correction of over 25% in many markets.

And we were about six years into the business cycle after the 2001 downturns, almost exactly the average length of time between business cycles over the past 150 years. So, while 2008 may not have been inevitable, for those of us who follow cycles, the timing wasn't overly surprising.

While I'm certainly not going to claim that I have any reliable information about whether real estate will get hit during the upcoming recession, and if so, how badly.

I would caution anyone from assuming that real estate will necessarily see a downturn as bad as the broader economy or other asset classes. Real estate could get hit, but if history is an indicator, it's far from certain that we're in for anything major.

In fact, if you believe in the history of cycles, you should probably be more worried about real estate in 2026, 18 years after the last major real estate crash, than 2022.

Emergency Service 24/7/365 Answered Live 414-264-7470



Respond. Restore. Renew.



Full Restoration Mitigation



Water Damage



Fire Damage



Storm Damage



Mold & Air Quality



Temp Safety



Vehicles vs. Buildings

All Building Emergencies 24/7/365



Advertising Rates for the OWNER

Ad Size	# of Runs	Total Cost
Business Card	6	\$200
	12	\$250
Quarter Page	1	\$50
	6	\$275
	12	\$500
Half Page	1	\$80
	6	\$325
	12	\$550
Full Page	1	\$150
	6	\$600
	12	\$1,000

Notes:

- Ads are black and gray scale in print unless other arrangements are made.
- Ads will appear in color in the electronic copy of the newsletter if color ads are provided. Ads may appear in color when printed if they are on the inside back cover at the time of printing.
- If an ad is changed during a run, blocks may still be purchased, however, there will be a \$25 charge for each new/changed ad.
- Additional costs may be incurred if your ad needs to be designed or modified. Please contact the AASEW office with any questions or changes at (414) 276-7378.
- Ad space for more than one run must be purchased in blocks of 6 or 12 consecutive runs, and must be paid in full to receive block prices.

HUD Publishes FY 2023 Fair Market Rents

The U.S. Department of Housing and Urban Development (HUD) today published Fair Market Rents (FMRs) for Fiscal Year 2023. FMRs, published annually, are an estimate of the amount of money that would cover gross rents (rent and utility expenses) on 40 percent of the rental housing units in an area. Nationally, FMRs will increase by an average of approximately 10 percent, enabling more households with housing vouchers to access affordable, stable housing.

For FY23, HUD is using private sector data to estimate changes in FMRs to address a temporary data availability challenge and to align with market conditions. The basic methodology that HUD uses to estimate FMRs remains the same.

“One of the reasons that housing voucher holders are unable to use those vouchers is because the value of their vouchers has not kept up with rapid rent increases,” said HUD Secretary Marcia L. Fudge.

“These new FMRs will make it easier for voucher holders facing this challenge to access affordable housing in most housing markets, while expanding the range of housing opportunities available to households. The new FMRs reflect the reality of housing unaffordability for many households, while supporting our efforts to improve affordability and accessibility for all Americans. HUD and the Biden-Harris Administration recognize the burdens of housing costs and are committed to expanding access to affordable housing through a wide range of necessary efforts, from boosting housing supply to providing more vouchers to help households with higher housing costs.”

Because rents have risen so quickly recently, voucher holders are increasingly unable to find units available to rent within HUD payment standards. The new FMR levels announced today will enable the voucher program to keep up with rent increases in the private market. These new FMRs will allow voucher holders to access and secure leases in more units so that they can benefit from the housing affordability and stability that vouchers provide.

Continued on page 11

Continued from page 10

HUD is required by law to set FMRs every year. FMRs, which go into effect on October 1, are used in several HUD programs, including to determine the maximum amount that a Housing Choice Voucher will cover.

Fiscal Year 2023 FMRs

www.huduser.gov/portal/datasets/fmr.html#2023

Fiscal Year 2023 FMR Fact Sheet

www.hud.gov/sites/dfiles/PA/documents/FMR_factsheet_FAQs.pdf

Since taking office, the Biden-Harris Administration has repeatedly acted to help vulnerable renter households attain quality and stable housing. For example:

- The American Rescue Plan and FY22 budget collectively provided nearly 100,000 new housing choice vouchers. This includes about 20,000 new flexible incremental housing choice vouchers that HUD expects to allocate in coming weeks via formula to most communities across the country.
- The President's FY23 budget proposes 200,000 additional housing vouchers.
- In June, HUD announced \$43 million in FY21 funding to fund approximately 4,000 new incremental housing choice vouchers, or "Stability Vouchers," focused on people experiencing unsheltered homelessness, including in rural areas.
- The American Rescue Plan also included \$5 billion to create housing and services for people experiencing or at risk of homelessness, and provided tens-of-billions of dollars for Emergency Rental Assistance, which improved housing stability for over 6 million unique households, including 700,000 HUD-assisted households.

Due to significant interruptions in public data sources caused by COVID-19, HUD supplemented public data with data from private sources to ensure the accuracy of the FY23 FMRs. This methodological change - which incorporated public feedback through a notice of proposed changes - is only applicable to FY23.

Calculating the FY23 FMRs in this way ensures that FMRs accurately reflect recent, steep rent increases in many communities and will make it easier for households in those communities to use their vouchers to rent affordable homes.

BUY OR REFI MULTI-FAMILY PROPERTY WITH THE #1 SBA LENDER IN WI!



Summit Credit Union's your go-to partner for rental and investment property financing – from duplexes to 100-unit properties.

- Competitive rates and low closing costs
- Fast, local underwriting and local servicing
- Experts who understand your needs
- Support for all your business (and personal!) goals

REACH OUT TO GET STARTED

608-243-5000 | 800-236-5560

SummitCreditUnion.com

no. 1 SBA LENDER IN WISCONSIN
among credit unions*



 Insured by NCUA

*SBA Lender of the Year Award for Credit Unions as awarded by the Small Business Administration of Wisconsin in February, 2021. © Summit Credit Union 2022



AASEW Business Member Directory

ATTORNEYS

Attorney Tristan R. Pettit
Petrie & Pettit
250 E Wisconsin Ave #1000
Milwaukee, WI 53202
tpettit@petriepettit.com
t: (414) 276-2850
www.LandlordTenantLawBlog.com

Roney & Knupp LLC
1031 N. Astor Street
Milwaukee, WI 53202
evan@rkmilwaukee.com
t: (414) 299-3875
f: (414) 271-4424

CERTIFIED PUBLIC ACCOUNTANTS

Vrakas CPAs + Advisors
William A. Bares, CPA
445 S Moorland Rd Ste 400
Brookfield, WI 53005
wbares@vrakascpas.com
t: (262) 797-0400
f: (262) 797-7895
www.vrakascpas.com/

CREDIT REPORTS

Landlord Services
Kathy Haines
1443 Emilie St.,
Green Bay, WI 54301
infoserv99@yahoo.com
t: (920) 436-9855
www.wicreditreports.com

EXTERMINATORS

Humberto Pest Mgmt. Services
Humberto Lagar Cardenas
1248 S 30th St.
Milwaukee, WI 53215
hpestmgmt@gmail.com
t: (414) 595-7378 (PEST)
www.hpestmgmt.com

FINANCING

The Equitable Bank
2290 N Mayfair Rd
Wauwatosa, WI 53226
mike.cottrell@equitablebank.net
t: (414) 777-4183
www.theequitablebank.com

FINANCING

Gain 1031 Exchange Company, LLC
Patrick Harrigan, CES
200 S Executive Dr, Suite 101
Brookfield, WI 53005
Patrick.harrigan@gainexchangecompany.com
t: (262) 402-8072
www.gain1031exchangecompany.com

Insight Investment Advisers LLC
200 South Executive Drive, Suite 101
Brookfield, WI 53005
brandon@investwithinsight.com
t: (414) 322-3237

Kohler Credit Union
Daniel Hanson
5727 Superior Avenue
Sheboygan, WI 53083
dhanson@kohlercu.com
t: (262) 518-1786

Summit Credit Union
Garnet Mcleod
2208 E Moreland Blvd
Waukesha, WI 53186
t: (608) 243-5000 x1344
garnet.mcleod@summitcreditunion.com

Town Bank
Garnet Mcleod
140 S 1st Street
Milwaukee, WI 53204
t: (414) 831-5899
GMcLeod@townbank.us

Tri City National Bank
Yanni Bambarakos
5555 S 108th Street
Hales Corners, WI 53130
t: (414) 840-5943
Y.bambarakos@tcnb.com
www.tcnb.com

FIRE DAMAGE, FLOOD & RESTORATION

Giertsen Company of Wisconsin
W223 N798 Saratoga Dr
Waukesha, WI 53186
erics@giertsenco.com
t: (262) 522-1918
<https://giertsenco.com/>

Sid Grinker Restoration
Shari Engstrom
Emergency Service 24/7/365
Milwaukee, WI
t: (414) 264-7470

FITNESS

Johnson Commercial Fitness
Ketih Shellberg
7585 Equitable Dr
Eden Prairie, MN 55344
keith.shellberg@johnsonfit.com
t: (262) 328-4566
Commercial.2ndwindexercise.com

FLOORING

Carpetland USA
Jaime Best
1451 S 108th Street
West Allis, WI 53214
jaimeb@carpetlandwi.com
t: (414) 292-3500

FORMS / LEASES

WI Legal Blank
Steve Russell/Rick Russell
749 N 37th St
Milwaukee, WI 53208
info@wilegalblank.com
t: (414) 344-5155
www.wilegalblank.com

HARDWARE

Home Depot
Michael Dwyer
2% Cash Back On All Purchases
Michael_dwyer@homedepot.com

INSURANCE

Glazd, Inc.
Madeline Wall
PO Box 620037
Middleton, WI 53562
madeline@glazd.com
t: (608) 509-3193
www.glazd.com

P&C Insurance
Bob Dummer
405 N Calhoun Rd #203
Brookfield, WI 53005
bdummer@pc-insurance.net
t: (262) 784-0990
www.pc-insurance.net

AASEW Business Member Directory

INSURANCE

American Family Insurance

Jeff Van Dam
13620 W Capitol Dr #F
Brookfield, WI 53005
jvandam@amfam.com

LIGHTING & ENERGY

Energy House LLC

Doug McFee
N52W27222 Elizabeth Dr
Pewaukee, WI 53072
dmcfee@wi.rr.com

WE Energies

Tim Craft
231 W Michigan P488
Milwaukee, WI 53203
Tim.craft@wecenergygroup.com
t: (414) 221-4951
www.we-energies.com

PAINT & PAINTING SUPPLIES

Sherwin Williams

Milwaukee, WI
swrep6301@sherwin.com
t: (262) 549-9007
www.sherwin-williams.com

REAL ESTATE BROKERS

Greg Chadwell RE/MAX Lakeside

1200 E Capitol Dr Ste 200
Milwaukee WI 53211
t: (414) 801-8411
www.414agent.com

Goldman Group at RE/MAX

Graig Goldman
21075 Swenson Dr, Waukesha
WI 53185
t: (414) 788-0449
ggoldman@remax.net

REAL ESTATE CONSULTING

Reviving Homes LLC
Marc Dykes
1660 N Prospect Ave Unit 1910
Milwaukee, WI 53202
t: (414) 877-0222
t: (248) 514-6616
marc@revivinghomesllc.com

TOWING & RECOVERY SERVICES

Always Towing & Recovery, Inc

3700 W Wells St
Milwaukee, WI 53208
melgaglione@icloud.com
t: (414) 933-7666
www.alwaystowingandrecovery.com

UTILITY MANAGEMENT AND BILLING

Utility Services LLC

Dave Mielke
PO Box 5125
Elm Grove WI 53122
dave@utilityservicesllc.com
t: (262) 649-4650
www.utilityservicesllc.com

WATER HEATERS

Reliable Water Services

Dawn Kemple
2400 S 102nd St, Suite 103
Milwaukee, WI 53227
info@reliablewater247.com
t: (800) 356-1444
www.reliablewater247.com

PROPERTY MANAGEMENT

Appleton Rental Homes

Sara Lanaghan
8210 W Appleton Ave
Milwaukee, WI 53218
t: (414) 462-9962
sara@appletonrentalhomes.com

Aspen Crossing Apartments

Layne Hurst
9239 N 75th St #1
Milwaukee, WI 53223
LHurst@wallick.com
t: (614) 552-5647
www.wallick.com

Bartsch Management LLC

Brian Bartsch
PO Box 26915
Milwaukee, WI 53226
info@bartschmanagement.com
t: (414) 763-7160

PROPERTY MANAGEMENT

Berrada Properties Management Incorporated, LLC

Joe Berrada
PO Box 241191
Milwaukee WI 53224
t: (414) 386-8302

Horizon Management

5201 E Terrace Drive
Suite 300
Madison, WI 53718
b.hildebrandt@horizondbm.com
t: (608) 354-0908

Prospect Management Company

t: (414) 540-0004
help@pmcwi.com
www.pmcwi.com

MPI Property Management, LLC

6700 W Fairview Ave
Milwaukee, WI 53213
t: (414) 933-2700
www.mpiwi.com

Real Property Management Greater Milwaukee

Christine Gregory
2312 N Grandview Blvd, Suite 210
Waukesha, WI 53188
cgregory@rpmgreatermilwaukee.com
t: (262) 409-2050
www.rpmgreatermilwaukee.com

Wisconsin Lakefront Property Management LLC

Eileen Robarge
info@windwardcovellc.com
t: (866) 542-5851
www.lakefrontpropertyllc.com



AASEW OWNER Article Guidelines

Would you like to submit an article for publication in the AASEW newsletter?

Here are the current submission guidelines:

Deadline for all submissions is the first of each month. The newsletter will be delivered electronically to the membership around the 10th of the month.

Limited print copies of the newsletter may be available at the General Membership Meeting following its publication.

We are happy to accept one article per author per newsletter. Please keep the article to approximately 500 words in length.

Any edits made to an article (generally for length) will be approved by the contributor before it is published.

All articles must be properly attributed.

The Editorial Staff reserves the right to select articles that serve the membership, are timely, and are appropriate.

Do you want to become one of our Business Partners?

Visit our [website](#) and learn more about exciting benefits, advocacy, education, and legislative and business support provided by the **Apartment Association of Southeastern Wisconsin**.

Join Us Today!



**Save 30% on Your
Bagster® Bag Collection***

Save Now

Coupon Code: 100-SMR22
Expiration Date: 9/23/2022

Gain1031
Exchange
QUALIFIED INTERMEDIARY

Helping Property Sellers
Avoid Taxes

CES
1031
Certified Exchange Specialists on Staff



Creating Comfort With The 1031
Exchange Process

262.402.8072
gain1031exchangecompany.com

How Mediate Milwaukee Serves Tenants and Landlords

By PrincessSafiya Byers, Milwaukee Neighborhood News Service



Mediate Milwaukee's Joanne Lipo Zovic (left) and Amy Koltz (Photo by PrincessSafiya Byers)

At the height of the pandemic, Franklin Colon said he lost his job because he had to stay home with his small children.

The single father of three started to apply for new jobs but had no luck. Afraid he and his children would be out on the streets, he reached out to Mediate Milwaukee for help.

"The mediators saved my life," he said. "They walked me through the entire process from communicating with my landlord to applying for and getting rental assistance."

That's the premise of what Mediate Milwaukee does for its clients.

Mediate Milwaukee, 1915 N. Martin Luther King Jr. Drive, is a nonprofit that provides free mediation services for tenants and landlords.

"The primary reason people reach out is because they are at risk of being evicted. But sometimes people reach out because they are having a dispute with their landlord or tenant and can't communicate," said Joanne Lipo Zovic, one of the organization's mediators.

"We work with everyone but prioritize those who are at risk of losing housing."

The organization does this by bringing parties together.

Continued on page 16

Always
MILWAUKEE, WI
TOWING & RECOVERY
"Gets the Job Done"

"FOUNDERS OF THE FREE PARKING ENFORCEMENT PROGRAM SINCE 1999"

ANY TIME, ANYWHERE, and ALL THE TIME:
Towing of illegally parked vehicles at
NO COST to you, 24 hours a day,
7 days a week, 365 days a year.

Always Towing & Recovery Inc.
Melissa Gaglione—Account Executive
Cell (414) 839-9786
melgaglione@icloud.com

Continued from page 15

“Mediation is a neutral safe space,” said Dean Fiorentino, a landlord. “They help us find a common ground and get a mutual understanding.”

Fiorentino said communication can be one of the biggest challenges he faces when working with tenants.

“Mediators are able to explain what I may be trying to explain to tenants without the emotions,” he said. “Honestly, I can say the exact same thing as mediators, but tenants respond better to it when it’s them.”

Also, he said, Mediate Wisconsin frames, in writing, what he and a tenant collectively agreed to—something he wouldn’t have the capacity to do otherwise.

Amy Koltz, the president and executive director of Mediate Milwaukee, said the nonprofit employs three paid staff and has a few volunteers. Last year, the organization received 1,200 applications for its services. So far this year, there have been 431 applications, she said.

Shawn Payne went through mediation with his property management company after losing his job and becoming unable to pay rent.

“We had come to an agreement, and I was on track to pay back, but I guess they (the property management) lost patience and filed an eviction,” Payne said. “I reached out to Joanne and explained the situation, and she switched gears and helped me get rent assistance, so I was able to stay in my apartment.”

Mediate Milwaukee has spoken at AASEW membership in-person events in the past, as well as through a collaboration with the Rental Housing Resource Center.

How to contact Mediate Milwaukee:

- Phone: (414) 939-8800
- Online: www.mediatewisconsin.org

How to contact the Rental Housing Resource Center:

- Phone: (414) 449-4777
- Online: www.renthelpmke.org

Are you doing the proper tenant screening?

Have you checked your applicant's credit history?

Is the applicant financially creditable to live in your property?

Privileges have to be earned, just like good credit, and renting from you is a privilege.

Visit our Website at WICreditReports.com

ONLINE CREDIT REPORTS
As low as \$12 per report for Association Members.
Call for a volume discount quote

National Criminal and Eviction searches available

I CAN HELP ALL LANDLORDS BIG AND SMALL



Kathy Haines, Owner
Landlord Services, LLC
Serving Landlords for over 20 years!
Phone 920-436-9855
Email Infoserv99@yahoo.com

IN-STOCK CABINETRY
(4) LOW-COST DOOR STYLE OPTIONS
MADE IN USA / FULLY ASSEMBLED
DOVETAIL DRAWERS

*MENTION THIS AD AND GET A
FREE 36" SINK BASE WITH PURCHASE
OF 10+ CABINETS*
(INITIAL ORDER ONLY)



K.G. STEVENS
WISCONSIN-BASED & FAMILY-OWNED

980 N. 45th Street, Milwaukee, WI
www.kgstevens.com / (262) 432-1060

Boot Camp 2022 Registration Now Open!



[Register Here](#)

The Landlord Bootcamp is back!

When: Saturday, November 12, 2022

Time: 8:30am - 6:00pm

Where: Sonesta Milwaukee West
10499 W Innovation Dr
Wauwatosa, WI 53226

Prices:

- \$199.00 -- AASEW Member
- \$349.00 -- Non-Member
- \$350.00 -- Boot Camp + 12 Month Membership

All prices include lunch.

Taught by **Attorney Tristan Pettit**, who drafts many of the landlord tenant forms for Wisconsin Legal Blank. Attorney Tristan Pettit has given similar landlord-tenant law seminars to fellow attorneys, landlords, and property manager organizations that charge their members \$400-\$500. This is your opportunity to learn all of the same information at a huge discount through the Apartment Association .

Included: 100 plus page manual to help you put what you learn into practice. The manual is now a searchable PDF, which allows you to quickly find the information you need. The completed sample forms will give you confidence you are filing your forms out correctly.

Remember that landlording is a business — Take yours to the next level by educating yourself on how to better manage your tenants and avoid costly errors!

What you will learn at the Apartment Association's 2022 Landlord Boot Camp:

- How to properly screen prospective tenants.
- How to draft written screening criteria to assist you in the selection process.
- How to comply with both federal and state Fair Housing laws including how to comply with "reasonable modifications" and "reasonable accommodations" requests.
- How to legally reject an applicant.
- What rental documents you should be using and why.
- When you should be using a 5-day notice versus a 14-day notice, 28-day notice, or 30-day notice and how to properly serve the notice on your tenant Wisconsin Eviction Notices requirements have changed a lot in the past few years, with major changes in March 2016 and again in March 2018.
- Everything you wanted to know (and probably even more than you wanted to know) about the Residential Rental Practices (ATCP 134) and how to avoid having to pay double damages to your tenant for breaching ATCP 134.
- When you are legally allowed to enter your tenant's apartment.
- How to properly draft an eviction summons and complaint.
- What to do to keep the commissioner from dismissing your eviction suit.
- What you can legally deduct from a security deposit.
- How to properly draft a security deposit transmittal (21-day) letter.
- How to handle pet damage.
- What to do with a tenant's abandoned property and how this may affect whether or not you file an eviction suit.
- How to pursue your ex-tenant for damages to your rental property and past due rent (and whether it is even worth it to do so).

There will be an ample question and answer period following the training session. This alone is worth the admission.

All this for less than you would pay for an hour of an attorney's time!

Oklahoma Deputy Killed, Another Wounded Serving Eviction Papers



[Link to Article on NBC News Here](#)

The gunfire erupted after Oklahoma County sheriff's deputies tried serving eviction papers at a home southwest of Oklahoma City, Sheriff Tommie Johnson told reporters.

The homeowner claimed a relative owed \$1,500 in back rent, according to the station.

Not only are officers in danger during an eviction, but so are owners.

A couple of decades ago, I had a renter who was three months behind at the time of the move, take a swing at my head with a bedpost. She hit the upper corner of the cab of my truck, leaving a substantial dent. It would not have turned out well if she had hit my head instead.

These days we find that meditation generally provides as good of results as eviction with much less stress and conflict.

We attempt to mediate all nonpayment and a few behavioral issues, and only file when the renter refuses mediation or does not comply with the agreements.

Check out [Landlords](#) | [Mediate Wisconsin](#) for more information.

www.mediatewisconsin.org/landlords

Looking for Multi-Family Real Estate Financing?



More owners and investors in Southeastern Wisconsin are discovering that The Equitable Bank has the resources, flexibility and expertise to get multi-family real estate deals done.

The Equitable Bank offers:

- Fixed and variable terms up to 10 years
- Amortizations up to 30 years
- Low closing costs
- Competitive rates and terms
- Quick and local underwriting decisions
- Portfolio loans
- Innovative and flexible lending solutions

Member FDIC  EQUAL HOUSING LENDER

Mike Cottrell | Vice President, Senior Commercial Lender

414.777.4183 | mike.cottrell@equitablebank.net | TheEquitableBank.com

Legislative Report

By Heiner Giese, AASEW Legal Counsel

The hot issue of the summer is how long eviction records should be available for viewing on CCAP. Legal Action of Wisconsin had filed a petition with the Wisconsin Supreme Court in March proposing that any eviction case where there is no money judgment entered against the tenant should become unsearchable after only one year. I filed a 10 page official Comment with the Court on August 24 listing various legal arguments why that petition should be denied. The Wisconsin Realtors Association and the Wisconsin Apartment Association. joined our Comment.

Reasons to deny this change in access to online court records affecting landlords and the public are as follows:

1) The Wisconsin Legislature created a statute, §758.20, in 2018 which mandates that all eviction cases must be searchable at least two years and 10 years if a writ was issued.

2) Access to court records is a major policy question which should be determined by elected representatives of the people. Other states have addressed this via legislation on the topic of expungement or sealing of court records.

3) The Petitioner had argued that evictions are punitive, that they disproportionately affect minorities because of "racialized decision making" by landlords. This argument is without evidence.

True, minorities incur a higher percentage of evictions but this disparate result is due to economic factors, not because landlords chose to evict a non paying Black tenant while allowing a non paying white tenant to stay. Also, about half of the plaintiffs in Milwaukee County are Black or another minority and they are surely not making a "racialized" decision to target persons of their own race.

4) Wisconsin has a strong open records statute and a history of courts supporting it; what happens in the courts or any branch of government should be open to public view and inspection.

Many tenant advocacy groups and the ACLU filed comments supporting the petition. Most of them used the argument that a record of past evictions hurts tenants when looking for new housing, which is a problem we rental property owners already recognized by getting legislation passed to take dismissed evictions off CCAP after two years. Sadly, there were a lot of bogus arguments that many tenants get evicted only because they don't know about possible defenses and don't have a lawyer. But well over 90% of evictions are for nonpayment and there is no sustainable defense to that.

We set up a roundtable discussion between landlord attorneys and the tenant attorneys from the Right to Counsel programs at Legal Aid and Legal Action for September 29. We want to exchange feedback on how each side is handling cases. Should be interesting. Let your attorney know about it. If anyone wants to share an experience in eviction court let me know.





**The Apartment Association of
Southeastern Wisconsin, Inc.**
PO Box 4125
Milwaukee WI 53204
(414) 276-7378
www.aasew.org
membership@aasew.org

Upcoming Event

Landlord Lunch and Learn Series

**Topic: How Much is My Property Really Worth? Plus
Monthly Milwaukee Market Update!**

When: September 21, 2022, 12:00 PM

Location: Virtual

Cost: AASEW Member - Free

Non-Member - \$10

*This call will be recorded and emailed to all registered participants.

[Register Here](#)



Marcus Auerbach

For meetings and events questions or assistance,
email us at admin@aasew.org
or call (262) 893-8691

For membership questions or assistance email us at
membership@aasew.org

Table of Contents:

Page 2 -- President's Corner: Consider Donating to the AASEW

Page 3 -- Rental Housing News from Around the Country

Page 4 -- How Can I Get the Most Out of a Contractor Visit?

Page 7 -- What An Economic Downturn Means for Real Estate Investments

Page 10 -- HUD Publishes FY 2023 Fair Market Rents

Pages 12-13 -- AASEW Business Member Directory

Page 15 -- How Mediate Milwaukee Serves Tenants and Landlords

Page 17 -- Boot Camp 2022 Registration Now Open!

Page 18 -- Oklahoma deputy killed, another wounded serving eviction papers

Page 19 -- Legislative Report