

Brian O'Connell
Director of City Development
730 Washington Ave.
Racine, WI

RE: The Sale of 1328 Lathrop Ave.
Racine, WI

Dear Brian:

The following information is intended to give you an overview relative to the marketability of the above referenced property.

The property is almost 100 years old and is zoned Residential. To be able to operate some kind of business in the space previously operated as a barbershop, the Rusty Razor, the buyer would have to obtain a Conditional Use Permit from the City.

It is my understanding that the owner of the property had attempted for almost 2 years, to sell the property without the assistance of a Realtor. He then decided to list the property with Shorewest Realtors at \$99,900 for a period of over 2 years without a sale.

After the listing expired, Jim Gissel, the son of the owner contacted me to list the property. Our office started to offer the property at the price of \$82,900 and over a period of time we reduced the listed price to \$65,900. The property has been on the market with our company for a period of 17 months. During that time we had 1 oral offer of \$25,000 and 1 written cash offer of \$35,000. A counter-offer from this buyer resulted in the buyer agreeing to go up to \$40,000, the Offer to Purchase we are presently working with. This Offer to Purchase was accepted subject to the approval of V.A. and the sellers being able to negotiate with the City of Racine to accept approximately \$7,000 plus on the second mortgage. I should add during the time we have had the subject property listed, we had numerous showings. Many of those buyers could not qualify due to lack of funds or an approved credit or both.

Which brings us to today. You have in your possession a projected closing statement with the transaction scheduled to close May 30, 2013. To accomplish this, we need your approval to accept the \$7,000+ in full payment of the 2nd mortgage from the City of Racine.

If you do not find this \$40,000 Offer to Purchase workable, with no payments being made on the first and second mortgage it would appear that a foreclosure situation could be in the near future.

Respectfully submitted,



Dick Hinsman
President, Hinsman Realty

HINSMAN REALTY, INC.

1242 WEST BLVD., RACINE, WI 632-6116

\$65,900



BEDROOMS 2
BATHS 1.5 **
STYLE 2 Story
EXT. CONST. Vinyl/Aluminum
ROOF Composition
GARAGE 24 x 22
CAR 2.5 Detached
LOT SIZE 40 x 138
EST. SQ. FT. 1395
YEAR BUILT 1914
TAXES \$2,619.29 (2012)
OWNER Gissell
SCHOOLS Racine Unified

ADDRESS 1328 Lathrop Avenue
DIRECTIONS Washington Ave. E. of Ohio St. to Lathrop Ave., S. to property.

		LV	FL	CL
BASEMENT Full *				
HEAT Gas Forced Air	LIVING ROOM 13.6 x 14.6	M	CPT	
	DINING ROOM 9 x 15 Ceiling Fan	M	CPT	
WATER HEATER Gas 40 gallon				
WATER Municipal	BATH Shower stall, vanity	U	T	
SAN. DISP Municipal				
	POWDER ROOM in shop area	M	T	
	BEDROOM 12.3 x 17.6	U	CPT	
	BEDROOM 9 x 11.6	U	CPT	
	STORE FRONT 13.3 x 16, sink, 1 barber chair, 1/2 bath slip-in AC	M	T	
	KITCHEN 8 x 10 Ceiling fan, oak cabinets. S & s sink	M	LINO	

INCLUDED: Washer and dryer.

EXCLUDED: Tenant's possessions.

REMARKS: Full basement except under barbershop., 1/2 bath is in the shop area. Fenced rear yard. Square footage is per the City of Racine. Tenant in home has lease until 6-30-12 at \$450.00 per month.

ALLOW 24 HRS. FOR SHOWING APPOINTMENTS.

INFORMATION IS SUPPLIED BY SELLER & OTHER THIRD PARTIES AND HAS NOT BEEN TOTALLY VERIFIED IN WRITING AND THEREFORE CANNOT BE DEEMED AS GUARANTEE.

Department of City Development

Brian F. O'Connell, AICP
Director

Matthew G. Sadowski, AICP
Assistant Director / Principal Planner



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Racine, WI 53403
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May 23, 2013

Mr. Richard Hinsman
Hinsman Realty, Inc.
1242 West Boulevard
Racine, WI 53405

Subject: 1328 Lathrop Avenue Home Improvement Loan

Dear Mr. Hinsman:

I writing to confirm that on May 22, 2013, the Loan Board of Review considered your request that the city accept a lower payoff amount for its loan on this property. At the meeting, you explained that the pending sale would not generate sufficient funds to pay the city loan in full and that a partial payment was the best outcome because of the owner's circumstances and the design and condition of the building as a mixed use structure.

The board agreed to your request and voted to accept a payoff of not less \$7,000 on the loan.

This department will prepare a loan satisfaction. If it is your client's desire to make the payment at the time the property sale is closed, please provide me with the time and location of the closing so that our loan satisfaction can be ready.

If you have any questions about the board's action or need additional information, please feel free to call me at 636-9478, or e-mail me at brian.oconnell@cityofracine.org.

Sincerely yours,



Brian F. O'Connell, AICP
Director of City Development

C: Dora Garcia
file