



MEMORANDUM

TO: City of Racine Redevelopment Authority  
FROM: Jordan Brown, RCEDC  
DATE: June 6, 2015  
SUBJECT: Brokerage Services, South Side Industrial Park

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The purpose of the memorandum is to provide a summary timeline of events in the procurement of a real estate broker to market South Side Industrial Park (SSIP) and provide a summary of terms in the listing agreement.

**Background**

In 2015 a new strategy regarding the marketing the City of Racine's brownfield properties was under taken. With the hiring of RCEDC's new Brownfield Redevelopment Specialist, Jordan Brown, a new aggressive marketing campaign was commenced that included seeking brokerage services to list the City's brownfield sites that were ready for redevelopment.

**Timeline**

June 2015. A request for proposals was issued for the City owned and remediated former Jacobson-Extron site, now referred to as South Side Industrial Park.

July 2015. Four proposals were submitted for brokerage services. The proposals were then reviewed by the Racine Economic Development Advisory Committee (REDAC). The Recommendation of REDAC was to engage the services to Paul McBride and RFP Commercial Real Estate to market the site.

April 2016. Paul McBride was contacted to supply the City of Racine with a listing agreement for brokerage services for South Side Industrial Park.

May 2016. The listing agreement was edited and presented to the City.

**Conditions of the Listing Agreement**

- The term of the agreement is from July 1, 2016 to January 1, 2017
- The property will be listed for \$390,000

- The Broker's commission shall be eight percent (8%) of the gross selling price. For a co-brokered transaction, commission shall be (10%) of the gross selling price. In the event that Seller sells the property for One Dollar (\$1), Brooker's commission shall be based upon the asking price of Three Hundred, Ninety Thousand Dollars (\$390,000).

**Attachments**

- Paul McBride's proposal



## REQUEST FOR PROPOSAL REAL ESTATE BROKERAGE SERVICES



### Southside Industrial Park Racine, Wisconsin

**Prepared for:**  
Jordan Brown  
Brownfield Redevelopment Specialist  
City of Racine, Wisconsin

**Prepared by:**  
Paul McBride  
RFP Commercial, Inc.



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RFP Commercial, Inc. offers the most complete model to access prospective buyers and tenants and execute sale and lease transactions on behalf of its exclusive clients. RFP is one of the most seasoned transaction teams in Wisconsin. RFP Commercial is pleased to submit this overview of our company and its capabilities.

RFP Commercial has assembled a unique, multi-disciplinary organization of seasoned professionals who are uniquely qualified to provide maximum exposure on a local, regional and national basis. For this assignment, RFP will provide its superior expertise within industrial and investment disciplines of the marketplace. As a fiercely independent company, RFP Commercial has developed an association of strategic partners in every major city throughout the United States. This extensive network of professionals enables RFP to offer the very best in real estate service nationwide by utilizing only those professionals with superb experience, integrity and responsibility to our clients.



RFP Commercial was started in September 2002 by three of Milwaukee's most successful, experienced and respected brokers. Scott Revolinski, Bob Flood and Ned Purtell, all principals at other firms, left their positions to join forces and build a unique, multi-disciplinary team to provide maximum client benefit. While RFP may be a new identity, the three bring over 60 years of real estate knowledge to work each day. RFP Commercial is market-tested and extremely proud of its ability to deliver the best results possible for its clients. RFP's extensive list of clients will reference the firms' ability to conclude outstanding results in a beneficial and ethical manner.



**Paul F. McBride**

pmcbride@rfpcommercial.com - (414) 224-9105

**Expertise**

Industrial Sales and Leasing  
Retail Sales and Leasing  
Exclusive Tenant Representation Services  
Land Acquisitions and Dispositions

**Background**

Paul McBride joined RFP Commercial in 2003. Currently he is involved in the leasing and sale of over 3,000,000 square feet of commercial space including high bay distribution facilities, manufacturing facilities, and land sales. Mr. McBride's focus includes landlord representation in leasing space in Milwaukee and along the I-94 corridor between Wisconsin and Illinois. Paul also works with local and national developers in search of development sites. Mr. McBride has over 18 years of sales experience. Prior to his tenure at RFP, Paul headed the leasing department for a local commercial developer. Mr. McBride is a graduate of the University of Wisconsin-Milwaukee with a degree in Economics. Paul is a licensed salesperson in the State of Wisconsin, a member of The Commercial Association of Realtors- Wisconsin, and is currently working his way through the CCIM education program and plans on getting his designation this year.



**Education and Accreditation**

Mr. McBride graduated from University of Wisconsin- Milwaukee with a B.S. in Economics

**Affiliations**

Commercial Association of Realtors Wisconsin (CARW)  
National Association of Realtors  
Currently pursuing CCIM designation

**Representative Clients**

Braden Sutphin  
Belarus Tractor  
CenterPoint Properties  
Spee Dee Manufacturing  
Alliance Laundry Systems  
Menomonee Valley Partners  
HellermanTyton  
Industrial Properties LLC  
Master Z's  
Jeld-Wen  
R.B. Wagner Companies  
Amarr Garage Door  
Bax Global  
Reinders

RFP Commercial, Inc.  
330 E. Kilbourn Ave. Suite 800  
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[www.rfpcommercial.com](http://www.rfpcommercial.com)



EXPERIENCE

	<b>Client</b>	<b>Property</b>	<b>Size</b>	<b>Date</b>
1	Burke Properties	Leon Road	7.7 acres	Jun-15
2	Burke Properties	Old Orchard Road & Nightingale Way Menomonee Falls	12.99 acres	Oct-14
3	Burke Properties	N84 W13480 Leon Road Menomonee Falls	33,600 SF	Oct-13
4	CenterPoint Properties	Airport Industrial Park Portfolio Milwaukee	210,997 SF	Jun-14
5	CenterPoint Properties	Lot 6 (Racine Metal Fab) Yorkville, WI Grandview Corporate Park	14.34 acres	Jun-10





## Professional References



**Mr. Doug Weas**  
President  
10400 Innovation Dr. Suite 220  
Wauwatosa, WI 53226  
414-276-5555



**Mr. Leif Nasheim**  
Berghammer Construction  
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Butler, WI 53007  
262-790-4750 x109



**Mr. Peter Jonas**  
VP Operations  
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414-362-8357



**Mr. James Lewis**  
Director of Product Development  
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**CenterPoint Properties**

**Mr. Thomas F. Philbin**  
Vice President  
1808 Swift Drive  
Oak Brook, IL 60523  
630-586-8270



**Mr. Bernard J. Kearney III**  
Attorney  
411 E. Wisconsin Ave. #2040  
Milwaukee, WI 53202  
414-227-5000



**Mr. Bob Wagner**  
CFO  
10600 West Brown Deer Rd.  
Milwaukee, WI 53224  
414-214-8370





**EXECUTIVE SUMMARY**

RFP Commercial, Inc. is providing this Proposal for Real Estate Brokerage Services the RDA, City of Racine, Wisconsin for the properties identified as Southside Industrial Park in Racine, Wisconsin. It is the primary goal of RFP to accurately depict the value of the property and to outline a marketing plan for the sale of the properties upon terms and conditions acceptable to the owners.

At RFP Commercial, our industrial team's survey of the current market conditions for the Racine area, which is a part of the Racine submarket and located just north of Kenosha and south of Milwaukee is generally positive. With all the low vacancy rates, companies will have to start considering new development. Unfortunately for the Southside Industrial Park, more attention has been given to the interstate.



OVERVIEW OF PROPERTY

<b>Location:</b>	Southside Industrial Park 1800 Memorial Drive, Racine, WI 53403 1730 Phillips Avenue, Racine, WI 53403 1701 De Koven Avenue, Racine, WI 53403 1623 De Koven Avenue, Racine, WI 53403
<b>Land Area:</b>	14.03 acres
<b>Zoning:</b>	I-2
<b>Tax Key Numbers:</b>	276000016850012, 276000016850010, 276000016853002, 276000016853001
<b>2014 Assessment:</b>	\$0
<b>2014 Property Taxes:</b>	\$0

# OVERVIEW OF PROPERTY



RFP Commercial, Inc.  
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**RFP** Commercial, Inc.

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## Marketing

**Property Survey:** A detailed property survey is the first step to successfully marketing any listing. To that end, we believe it is vital to achieve expert knowledge of our entire inventory of listings in order to best serve our clients. We will thoroughly tour the premises to familiarize ourselves with your asset and its features, collect and review existing reports and plans, and take interior and exterior photographs for marketing purposes.

**Industry Tours:** Small and/or large group format focused on active local brokers.

**Telephone Prospecting:** Telephone prospecting using RFP's existing database and our CRM software. This database tracks over 13,000 users in Metro Milwaukee. Through this database we can identify prospective purchasers who have the key characteristics (upcoming lease expiration date, similar square footage leased, etc.), which would make them prime candidates for the building.

**Targeted Mail/Email Campaign:** Mail and the internet are valuable tools that will be used to compliment our telephone and physical canvassing to keep your building at the forefront of possible prospect minds. Targeted emails as well as regular mailers will be sent to local companies on a frequent basis.

**Physical Prospecting:** The canvassing of all competing properties in the surrounding submarkets is the key to identifying possible purchasers as well as keep the owner abreast of the current market conditions.

**Xceligent (MLS):** The building will be entered into the Xceligent database of available properties and accessed by commercial brokers and potential purchasers. This is an online database tool that area brokers access when representing buyers looking for new opportunities.

**Project Signage:** Project signs will be placed on the property. These signs contain key information regarding the property and the names of listing brokers to ensure all inquires are directed appropriately.

**Marketing Activity Report:** RFP Commercial will provide a detailed marketing report for the ownership on an as needed basis. This report will contain a list of active prospects and their status as well as an update of the current market conditions. Consistent communication is the key to an efficient and effective landlord/broker relationship and encourage the owner to call with any and all questions he or she may have during the disposition process.

**Advertising:** Highlighted advertisements may be published in the local business and real estate journals featuring the property on an as needed basis. These publications may include the Milwaukee Journal Sentinel, Milwaukee Business Journal, Small Business Times and CNI (Community Newspapers).





## Marketing

### **CUSTOM MARKETING MATERIALS**

*Not every client fits in the same template*

From portfolios profiles to postcards, RFP takes time to ensure that our marketing efforts accurately reflect the client, their assets and their unique real estate requirements.



### **MARKET EXPERTISE OBJECTIVE**

*You're only as good as the information you have*

In-house data, collected through municipal and database research, canvassing, cold-calling and networking, together with an extensive CRM database allows RFP to track virtually every deal and comp in the marketplace.



### **STRATEGIC PARTNERSHIPS**

*An independent company with countless resources*

Through years of experience, RFP has formed strategic partnerships with consultants ranging in expertise from equipment specialists, engineers and professional photographers to lenders and financial advisors in an effort to best serve every client's needs.





## Market Approach

### Market Sale Value

Total Value Range: \$350,750 - \$364,780  
Price Per Acre: \$25,000 - \$26,000

To determine an estimate of a property's value, RFP Commercial thoroughly examines recent comparable transaction data along with currently listed market inventory. While more weight is traditionally given to completed transaction sale comparisons, the real estate environment currently existing requires more reliance on a true combination of both sales and current listings to best determine value.

The property itself is approximately 14.03 acres. Its location in downtown Racine presents a challenge, companies are looking to relocate closer to the interstate.

The Comparable Recent Sales Transactions that relate to the site are as follows:

1. 1518 S. 124th, Franksville, WI \$26,041/acre
2. SE of County Line Rd and 288th Ave \$13,785/acre
3. 10630 Green Bay Rd, Pleasant Prairie, WI \$18,628/acre
4. SW Durand Ave and S. Memorial Drive \$8,707/acre
5. 11514 Richmond Rd, Randall, WI \$18,132/acre



Real Estate.  
Real Solutions.



MARKET CONDITIONS

## RECENT COMPARABLE SALES

*List of follow*

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## NE of 75th St and 141st Ave

1

Bristol, WI 53104 | Kenosha County | SE-Kenosha Market

Sale Date: 08/15/2013  
Sale Price: **\$425,000.00 (Public Record)**  
Price/Acre: **\$5,664.40**  
Price/SF: **\$0.13**

Days On Market: --

Type: Lnd  
Lot Size: **75.03 AC**  
Lot Size SF: **3,268,307 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: --

Has Rail: --  
Zoning: --  
Parcel #: **03-121-01-301-300**

Buyer Company: **SMMFLP Limited Partnership**

Seller Company: **Kleege Enterprises dba Gaha Bristol - Kenosha**

## NW of Allis Ave and N Raymor Ave Land - NW of Allis Ave and N Raymor Ave

2

Franksville, WI 53126 | Racine County | SE-Racine Market

Sale Date: 06/25/2014  
Sale Price: **\$315,000.00 (Public Record)**  
Price/Acre: **\$66,176.47**  
Price/SF: **\$1.51**

Days On Market: --

Type: Lnd  
Lot Size: **4.76 AC**  
Lot Size SF: **207,346 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: **M-3**

Has Rail: --  
Zoning: **M-3**  
Parcel #: **010042012035163, 010042012035162**  
Seller Company: **Jeffrey A & Mary Ann Slavin**

Buyer Company: **Sean E & Judy A Devine**

## 1518 S 124th St

3

Franksville, WI 53126 | Racine County | SE-Racine Market

Sale Date: 01/31/2013  
Sale Price: **\$125,000.00 (Public Record)**  
Price/Acre: **\$26,041.66**  
Price/SF: **\$0.59**

Days On Market: --

Type: Lnd  
Lot Size: **4.80 AC**  
Lot Size SF: **209,088 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: --

Has Rail: --  
Zoning: --  
Parcel #: **012 042107026020**  
Seller Company: **Patrick D Moczynski**

Buyer Company: **DNE Enterprises LLC**

## SE of County Line Rd and 288th Ave Land - SE of County Line Rd and 288th Ave

4

Kansasville, WI 53139 | Kenosha County | SE-Racine Market

Sale Date: 07/11/2014  
Sale Price: **\$135,000.00 (Public Record)**  
Price/Acre: **\$13,789.58**  
Price/SF: **\$0.31**

Days On Market: --

Type: Lnd  
Lot Size: **9.79 AC**  
Lot Size SF: **426,452 SF**  
Lot Shape: **Rectangular**  
Topography: --



Conditions:  
Proposed Prop Use: --

Has Rail: --  
Zoning: --  
Parcel #: **30-422-00-510-130**  
Seller Company: **Jason J & Amy M Riehle**

Buyer Company: **Jeffrey L & Jane A Soderquist**

## NE of 60th St and 88th Ave

5

Kenosha, WI 53140 | Kenosha County | SE-Kenosha Market

Sale Date: **08/15/2013**  
Sale Price: **\$900,000.00 (Public Record)**  
Price/Acre: **\$176,470.58**  
Price/SF: **\$4.05**

Days On Market: --

Type: **Lnd**  
Lot Size: **5.10 AC**  
Lot Size SF: **222,156 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: --

Has Rail: --  
Zoning: --  
Parcel #: **08-222-33-301-021, 80-4-222-333-0270, 08-222-33-30**

Buyer Company: **Magnet Distributors LLC**

Seller Company: **Zaid Investment Group Inc**

## SW of Hwy 20 and SE Frontage Rd

6

Mount Pleasant, WI 53406 | Racine County | SE-Racine Market

Sale Date: **04/01/2015**  
Sale Price: **\$775,000.00 (Verified)**  
Price/Acre: **\$73,669.20**  
Price/SF: **\$1.69**

Days On Market: --

Type: **Lnd**  
Lot Size: **10.52 AC**  
Lot Size SF: **458,251 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: **B-P**

Has Rail: --  
Zoning: **B-P**  
Parcel #: **151032218020020**

Buyer Company: **Brooks Incorporated**

Seller Company: **RD Racine LLC**

## SW of Durand Ave and Oakes Rd - 7801 Durand Ave

7

Mount Pleasant, WI 53401 | Racine County | SE-Racine Market

Sale Date: **08/22/2014**  
Sale Price: **\$745,000.00 (Public Record)**  
Price/Acre: **\$17,325.58**  
Price/SF: **\$0.39**

Days On Market: **1038**

Type: **Lnd**  
Lot Size: **43.00 AC**  
Lot Size SF: **1,873,080 SF**  
Lot Shape: **Irregular**  
Topography: --



Conditions:  
Proposed Prop Use: **M-1**

Has Rail: --  
Zoning: **M-1**  
Parcel #: **151-03-22-27-001-000**

Buyer Company: **Phoenix Durand LLC**

Seller Company: **Sinb Group North American Investment LLC**

## 21106 W 6 Mile Rd

8

Norway, WI 53126 | Racine County | SE-Racine Market

Sale Date: **04/11/2014**  
Sale Price: **\$367,500.00 (Public Record)**  
Price/Acre: **\$18,375.00**  
Price/SF: **\$0.42**

Days On Market: --

Type: **Lnd**  
Lot Size: **20.00 AC**  
Lot Size SF: **871,200 SF**  
Lot Shape: **Rectangular**  
Topography: --



Conditions:  
Proposed Prop Use: **M-3**

Has Rail: --  
Zoning: **M-3**  
Parcel #: **010042012035220, 010042003522320**

Buyer Company: **DBDS Holdings LLC**

Seller Company: **Susan L Arendt Trust**

## 10630 Green Bay Rd - 10630 Green Bay Rd

9

Pleasant Prairie, WI 53158 | Kenosha County | SE-Kenosha Market

Sale Date: 12/17/2014  
Sale Price: **\$250,000.00 (Public Record)**  
Price/Acre: **\$18,628.91**  
Price/SF: **\$0.42**  
Days On Market: - -

Type: **Lnd**  
Lot Size: **13.42 AC**  
Lot Size SF: **584,574 SF**  
Lot Shape: **Flag**  
Topography: - -



Conditions:  
Proposed Prop Use: **PUD**

Has Rail: - -  
Zoning: **PUD**  
Parcel #: **92-4-122-272-0402, 92-4-122-272-0406**

Buyer Company: **Golden Green Properties LLC**

Seller Company: **Colerget Group LP**

## Riverview Corporate Park, Building F - 11210 122nd St

10

Pleasant Prairie, WI 53158 | Kenosha County | SE-Kenosha Market

Sale Date: 08/11/2014  
Sale Price: **\$4,200,000.00 (Public Record)**  
Price/Acre: **\$14,129.04**  
Price/SF: **\$0.32**  
Days On Market: - -

Type: **Lnd**  
Lot Size: **297.26 AC**  
Lot Size SF: **12,948,645 SF**  
Lot Shape: **Irregular**  
Topography: - -



Conditions:  
Proposed Prop Use: **RS-2**

Has Rail: - -  
Zoning: **RS-2**  
Parcel #: **92-4-122-303-0101 92-4-122-312-0150 92-4-122-312**

Buyer Company: **Riverview Group LLC**

Seller Company: **Kathleen M Johnson**

## NW of 74th St and 88th Ave (St Hwy H)

11

Pleasant Prairie, WI 53142 | Kenosha County | SE-Kenosha Market

Sale Date: 12/11/2013  
Sale Price: **\$701,100.00 (Public Record)**  
Price/Acre: **\$179,309.46**  
Price/SF: **\$4.11**  
Days On Market: - -

Type: **Lnd**  
Lot Size: **3.91 AC**  
Lot Size SF: **170,320 SF**  
Lot Shape: **Irregular**  
Topography: - -



Conditions:  
Proposed Prop Use: - -

Has Rail: - -  
Zoning: - -  
Parcel #: **91-4-122-054-0319, 91-4-122-054-0320**

Buyer Company: **My Sunshine Real Estate LLC**

Seller Company: **91st & Hwy 50 LLC**

## 233 Lake Ave

12

Racine, WI 53403-1015 | Racine County | SE-Racine Market

Sale Date: 12/12/2014  
Sale Price: **\$1,575,000.00 (Verified)**  
Price/Acre: **\$444,915.25**  
Price/SF: **\$10.20**  
Days On Market: - -

Type: **Lnd**  
Lot Size: **3.54 AC**  
Lot Size SF: **154,290 SF**  
Lot Shape: **Irregular**  
Topography: - -



Conditions: **Soil Contamination; Government**  
Proposed Prop Use: **B4**

Has Rail: - -  
Zoning: **B4**  
Parcel #: **27600000050001**

Buyer Company: **Redevelopment Authority of the City of Racine** Seller Company: **Wisconsin Electric Power Company**

## 1340 Kewaunee St

13

Racine, WI 53404 | Racine County | Milwaukee Market

Sale Date: 06/06/2014

Sale Price: \$175,000.00 (Public Record)

Price/Acre: \$58,333.33

Price/SF: \$1.33

Days On Market: --

Type: Lnd

Lot Size: 3.00 AC

Lot Size SF: 130,680 SF

Lot Shape: Irregular

Topography: --



Conditions:

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 27600002112700

Buyer Company: John P &amp; Mary A Barnes

Seller Company: Racine Railroad Products Inc

## SW of Durand Ave and S Memorial Dr

14

Racine, WI 53403 | Racine County | SE-Racine Market

Sale Date: 06/25/2013

Sale Price: \$112,500.00 (Public Record)

Price/Acre: \$8,707.43

Price/SF: \$0.19

Days On Market: --

Type: Lnd

Lot Size: 12.92 AC

Lot Size SF: 562,795 SF

Lot Shape: Irregular

Topography: --



Conditions:

Proposed Prop Use: M-1

Has Rail: --

Zoning: M-1

Parcel #: 151032329056000, 151032329056070

Buyer Company: Gleason Redimix Inc

Seller Company: Sniknej Inc &amp; JJJ Holdings LLC

## NW of Kinzie Ave & S Airline Rd - NW of Kinzie Ave and S Airline Rd

15

Racine, WI 53406 | Racine County | SE-Racine Market

Sale Date: 04/17/2012

Sale Price: \$450,000.00 (Public Record)

Price/Acre: \$76,013.51

Price/SF: \$1.74

Days On Market: --

Type: Lnd

Lot Size: 5.92 AC

Lot Size SF: 257,875 SF

Lot Shape: Rectangular

Topography: --



Conditions: Bankruptcy/Foreclosure

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 151 032215145080, 151 032215145010, 151 0322151450

Buyer Company: Citizens Bank of Mukwonago

Seller Company: Patrick N Nelson

## 11514 Richmond Rd

16

Randall, WI 53181 | Kenosha County | SE-Kenosha Market

Sale Date: 12/31/2013

Sale Price: \$671,800.00 (Public Record)

Price/Acre: \$18,132.25

Price/SF: \$0.41

Days On Market: --

Type: Lnd

Lot Size: 37.05 AC

Lot Size SF: 1,613,898 SF

Lot Shape: Irregular

Topography: --



Conditions:

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 60-4-119-304-0405

Buyer Company: Irving One LLC

Seller Company: Shadow Hill Ranch LLC

**26901 75th St**

17

**Salem, WI 53168 | Kenosha County | SE-Kenosha Market**

Sale Date: **10/29/2012**  
 Sale Price: **\$225,000.00 (Public Record)**  
 Price/Acre: **\$40,250.44**  
 Price/SF: **\$0.92**  
 Days On Market: --

Type: **Lnd**  
 Lot Size: **5.59 AC**  
 Lot Size SF: **243,500 SF**  
 Lot Shape: **Irregular**  
 Topography: --



Conditions: **Airport Noise and Proximity; REO/Bank Owned Sale**

Has Rail: --  
 Zoning: --

Proposed Prop Use: --

Parcel #: **65-4-120-091-0242**Seller Company: **Southport Bank NA**Buyer Company: **DNT Properties LLC****9502 Washington Rd - 9502 Washington Rd**

18

**Sturtevant, WI 53177 | Racine County | SE-Racine Market**

Sale Date: **04/17/2015**  
 Sale Price: **\$250,000.00 (Public Record)**  
 Price/Acre: **\$34,246.57**  
 Price/SF: **\$0.78**  
 Days On Market: --

Type: **Lnd**  
 Lot Size: **7.30 AC**  
 Lot Size SF: **317,988 SF**  
 Lot Shape: **Irregular**  
 Topography: --



Conditions: --

Has Rail: --

Proposed Prop Use: **C2**Zoning: **C2**Parcel #: **181032216130120, 181032216130110**Buyer Company: **Trout Slayer Worldwide LLC**Seller Company: **Federal Deposit Insurance Corporation****Enterprise Business Park Bldg II - NW of Hwy 11 and West Rd**

19

**Sturtevant, WI 53177 | Racine County | SE-Racine Market**

Sale Date: **02/18/2015**  
 Sale Price: **\$1,837,700.00 (Public Record)**  
 Price/Acre: **\$22,856.96**  
 Price/SF: **\$0.52**  
 Days On Market: --

Type: **Lnd**  
 Lot Size: **80.40 AC**  
 Lot Size SF: **3,502,224 SF**  
 Lot Shape: **Irregular**  
 Topography: --



Conditions: --

Has Rail: --

Proposed Prop Use: **M-1**Zoning: **M-1**Parcel #: **181032220027100, 181032220027200, 181032220027300**Buyer Company: **Ashley Enterprise LLC**Seller Company: **Ronald J Hoegsted****2614 West Rd**

20

**Sturtevant, WI 53177 | Racine County | SE-Racine Market**

Sale Date: **02/12/2015**  
 Sale Price: **\$1,400,000.00 (Public Record)**  
 Price/Acre: **\$35,000.00**  
 Price/SF: **\$0.80**  
 Days On Market: --

Type: **Lnd**  
 Lot Size: **40.00 AC**  
 Lot Size SF: **1,742,400 SF**  
 Lot Shape: **Rectangular**  
 Topography: --



Conditions: --

Has Rail: --

Proposed Prop Use: **BP**Zoning: **BP**Parcel #: **181032220027010 181032220027000**Buyer Company: **Ashley Enterprise LLC**Seller Company: **Racine Zoological Society Inc**



## SW of Rayne Rd and Wisconsin St

21

Sturtevant, WI 53177 | Racine County | SE-Racine Market

Sale Date: 03/29/2013

Sale Price: \$110,000.00 (Public Record)

Price/Acre: \$28,061.22

Price/SF: \$0.64

Days On Market: --

Type: Lnd

Lot Size: 3.92 AC

Lot Size SF: 170,755 SF

Lot Shape: Rectangular

Topography: --



Conditions:

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 181032216037002

Buyer Company: All One Storage - Sturtevant LLC

Seller Company: Dandee Real Estate LLC

## 2959 Enterprise Dr

22

Sturtevant, WI 53177 | Racine County | SE-Racine Market

Sale Date: 03/01/2013

Sale Price: \$192,509.00 (Public Record)

Price/Acre: \$12,427.95

Price/SF: \$0.28

Days On Market: --

Type: Lnd

Lot Size: 15.49 AC

Lot Size SF: 674,744 SF

Lot Shape: Irregular

Topography: --



Conditions:

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 181032221006020, 181032221004040

Buyer Company: Olive Sturtevant Land LLC

Seller Company: M&I Regional Properties LLC

## 4603 Wind Lake Rd

23

Union Grove, WI 53182 | Racine County | SE-Racine Market

Sale Date: 08/19/2013

Sale Price: \$357,000.00 (Public Record)

Price/Acre: \$27,461.53

Price/SF: \$0.63

Days On Market: --

Type: Lnd

Lot Size: 13.00 AC

Lot Size SF: 566,280 SF

Lot Shape: Irregular

Topography: --



Conditions:

Proposed Prop Use: --

Has Rail: --

Zoning: --

Parcel #: 010042027015000

Buyer Company: Aerway Leasing LLC

Seller Company: Lorraine Fluegge



### Sales Trend Analysis - Land Property

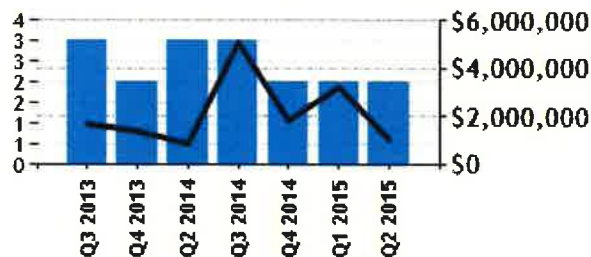
Sale Year	Sale Quarter	# of Sales	Total Volume	Total Acres	Total SF	Average \$/Ac.	Average \$/SF	Average Sold SF
2013	3	3	\$1,682,000.00	93.13	4,056,743	\$18,060.78	\$0.41	1,352,247
	4	2	\$1,372,900.00	40.96	1,784,218	\$33,518.07	\$0.77	892,109
Subtotal		<b>5</b>	<b>\$3,054,900.00</b>	<b>134.09</b>	<b>5,840,961</b>	<b>\$22,782.46</b>	<b>\$0.52</b>	<b>1,168,192</b>
2014	2	3	\$857,500.00	27.76	1,209,226	\$30,889.77	\$0.71	403,075
	3	3	\$5,080,000.00	350.05	15,248,177	\$14,512.21	\$0.33	5,082,725
	4	2	\$1,825,000.00	16.96	738,864	\$107,606.13	\$2.47	369,432
Subtotal		<b>8</b>	<b>\$7,762,500.00</b>	<b>394.77</b>	<b>17,196,267</b>	<b>\$19,663.35</b>	<b>\$0.45</b>	<b>2,149,533</b>
2015	1	2	\$3,237,700.00	120.40	5,244,624	\$26,891.20	\$0.62	2,622,312
	2	2	\$1,025,000.00	17.82	776,239	\$57,519.64	\$1.32	388,119
Subtotal		<b>4</b>	<b>\$4,262,700.00</b>	<b>138.22</b>	<b>6,020,863</b>	<b>\$30,839.97</b>	<b>\$0.71</b>	<b>1,505,215</b>
<b>Totals</b>		<b>17</b>	<b>\$15,080,100.00</b>	<b>667.08</b>	<b>29,058,091</b>	<b>\$22,606.13</b>	<b>\$0.52</b>	<b>1,709,299</b>

#### Report Summary

# of Properties: 17  
 Lot Size Acres Range: 3.00 Ac. - 297.26 Ac.  
 Lot Size SF Range: 130,680 SF - 12,948,645 SF  
 Sale Price Range: \$135,000.00 - \$4,200,000.00  
 PSF Range: \$0.13 - \$10.20  
 Sale Date Range: 08/15/2013 - 04/17/2015  
 Days on Market Range: 1,038 days

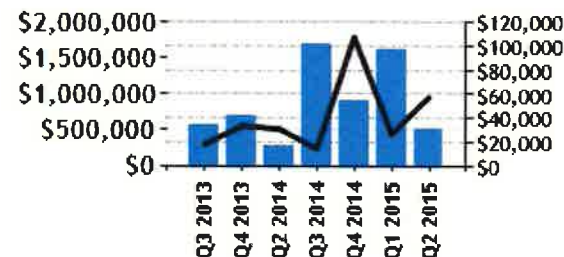
#### Graphs

#### Transaction Analysis



■ Transactions    — Transaction Volume

#### Sale Price Analysis



■ Sale Price    — Sale Price/Ac.

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MARKET CONDITIONS

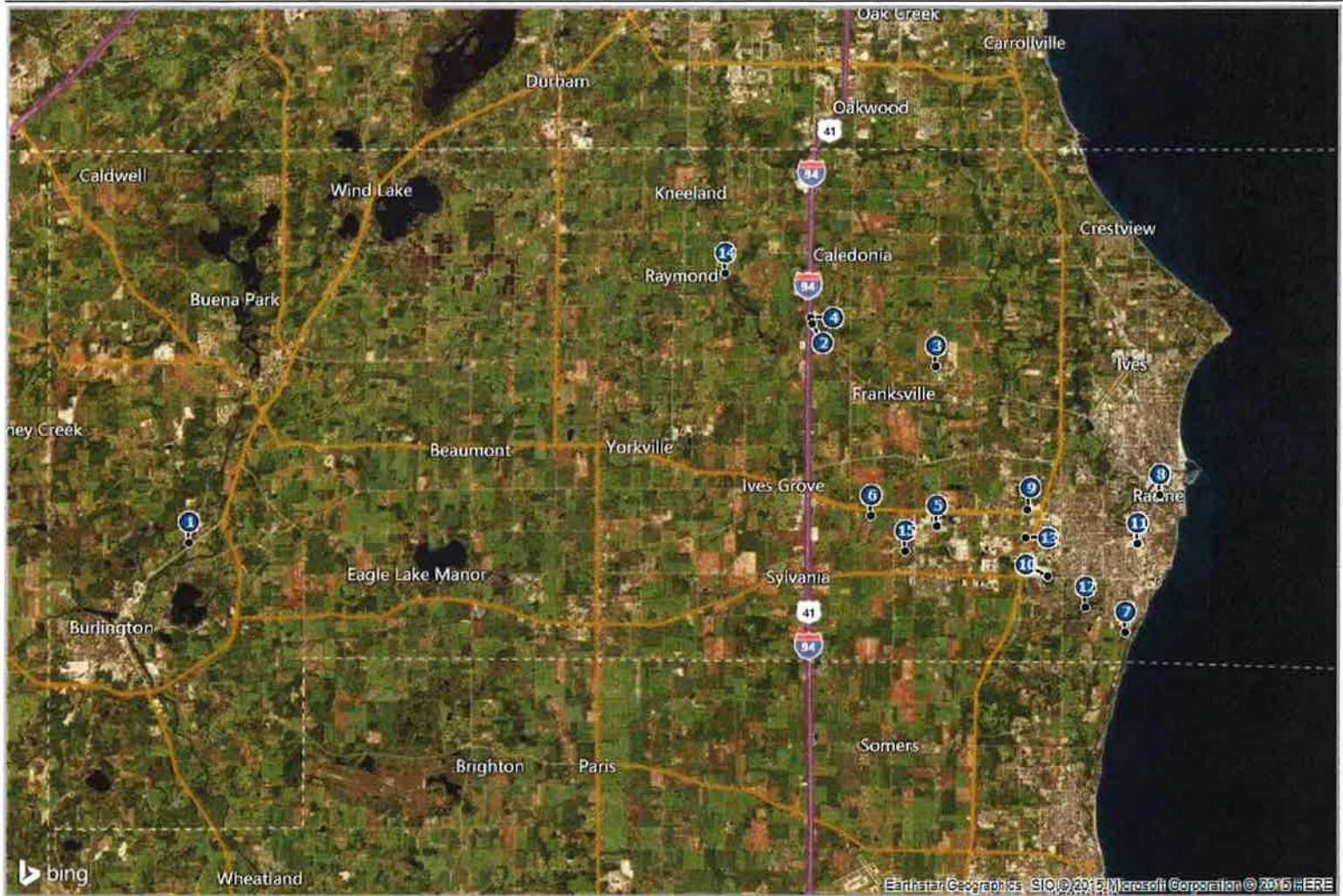
## COMPETING INDUSTRIAL PROPERTIES FOR SALES

*List of follow*

RFP Commercial, Inc.  
330 E. Kilbourn Ave. Suite 800  
Milwaukee, WI 53202  
Phone: 414.224.1200  
Fax: 414.224.1022

[www.rfpcommercial.com](http://www.rfpcommercial.com)

## Aerial Map



Address	City, State Zip	Number on report
1 2664 Teut Rd	Burlington, WI 53105	1
2 4829 E Frontage Rd E	Caledonia, WI 53108	2
3 NE of Dunkelow Rd and Nicholson	Caledonia, WI 53108	3
4 SE of 4 Mile Road and Frontage Road	Caledonia, WI 53126	4
5 NE of 16th Street and 90th Street	Mount Pleasant, WI 53177	5
6 11409 Washington Ave	Mount Pleasant, WI 53177	6
7 3015 Chicory Rd	Mount Pleasant, WI 53403	7
8 NW of County Highway J and Highway 36	Racine, WI 53402	8
9 NW of Hwy 20 and Hwy 31	Racine, WI 53406	9
10 NW of Durand Ave and Roosevelt Ave	Racine, WI 53406	10
11 NW of DeKoven Ave and S Memorial Dr	Racine, WI 53403	11
12 Highway 20 and Interstate 94	Racine, WI 53403	12
13 1748 S Green Bay Rd	Racine, WI 53406	13
14 5 Mile and 5 1/2 Mile	Raymond, WI 53126	14
15 NW of Highway 20 and Renaissance Blvd	Sturtevant, WI 53177	15



## Aerial Map



	Address	City, State Zip	Number on report
16	10500-10580 Durand Ave	Sturtevant, WI 53177	16
17	SE of Highway 94 and Highway 20	Sturtevant, WI 53117	17

## 2664 Teut Rd

1



City/County: **Burlington / Racine**  
State/Zip: **WI, 53105**

Property Type: **Lnd / Ind-Other**  
Lot Size Ac: **10.00 Ac.**  
Lot Size SF: **435,600 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: **I-1**  
Rail: --

Min Div Ac.: --  
Max Contig Ac.: **10.00 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$900,000**  
Price/SF: **\$2.07/SF**  
Price/Ac: **\$90,000.00 /Ac.**

### Listing Notes:

Located across the street from Menards and Lynch Down the street from Walmart Close to Burlington Bypass 12,200 VPD on Milwaukee Avenue Entire parcel including church, could be available.

## 4829 E Frontage Rd E

2



City/County: **Caledonia / Racine**  
State/Zip: **WI, 53108**

Property Type: **Lnd / Mixed Use**  
Lot Size Ac: **4.40 Ac.**  
Lot Size SF: **191,664 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: --  
Rail: --

Min Div Ac.: **4.40 Ac.**  
Max Contig Ac.: **4.40 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$250,000**  
Price/SF: **\$1.30/SF**  
Price/Ac: **\$56,818.18 /Ac.**

### Listing Notes:

A Great Development Opportunity, Site provides coveted I-94 corridor frontage, The interchange that this parcel is off of (Highway K) is going to be rebuilt as part of the I94 project. This will include the ramps and frontage roads, Additional land may be available, Holding tank and well will be necessary at this time

## Caledonia Business Park Lot 3 - NE of Dunkelw Rd and Nicholson

3



City/County: **Caledonia / Racine**  
State/Zip: **WI, 53108**

Property Type: **Lnd / Ind-Mfg**  
Lot Size Ac: **5.00 Ac.**  
Lot Size SF: **217,800 SF**  
Divisible: **No**  
Frontage: --  
Depth: --  
Zoning: **M-2**  
Rail: **Union Pacific**

Min Div Ac.: --  
Max Contig Ac.: **5.00 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$261,360**  
Price/SF: **\$1.20/SF**  
Price/Ac: **\$52,272.00 /Ac.**

### Listing Notes:

Tax Increment Financing (TIF) District - Funded State, County, & Municipal incentives available for qualifying businesses. Diverse skilled and unskilled labor force. Gateway Technical College Co-Op Training Programs. Union Pacific Rail Road accessed via Business Park expansion.

## 4 Mile Road & Frontage Road - SE of 4 Mile Road and Frontage Road

4



City/County: **Caledonia / Racine**  
State/Zip: **WI, 53126**

Property Type: **Lnd / Mixed Use**  
Lot Size Ac: **187.60 Ac.**  
Lot Size SF: **8,171,856 SF**  
Divisible: **Yes**  
Frontage: **--**  
Depth: **--**  
Zoning: **B-3 & A-2**  
Rail: **--**

Min Div Ac.: **--**  
Max Contig Ac.: **187.60 Ac.**  
Lease Rate: **----**  
Lease Rate/Ac: **--**  
Sale Price: **Negotiable**  
Price/SF: **--**  
Price/Ac: **--**

### Listing Notes:

Site has great access and visibility from I-94 / Hwy 41  
One of the largest land assemblages north of the WI / IL border on I-94 corridor  
This highly visible parcel of land is located on an interchange that is under reconstruction that will result in superb access

## NE of 16th Street and 90th Street

5



City/County: **Mount Pleasant / Racine**  
State/Zip: **WI, 53177**

Property Type: **Lnd / Ind-Mfg**  
Lot Size Ac: **4.95 Ac.**  
Lot Size SF: **215,622 SF**  
Divisible: **--**  
Frontage: **--**  
Depth: **--**  
Zoning: **M1**  
Rail: **--**

Min Div Ac.: **4.95 Ac.**  
Max Contig Ac.: **4.95 Ac.**  
Lease Rate: **----**  
Lease Rate/Ac: **--**  
Sale Price: **\$299,715**  
Price/SF: **\$1.39/SF**  
Price/Ac: **\$60,548.48 /Ac.**

### Listing Notes:

Site is located within the Mount Pleasant Tax Incremental District (TID). State, County, & Municipal incentives available for qualifying businesses. Diverse skilled and unskilled labor force. Gateway Technical College Co-Op Training Programs. Corporate Neighbors include: Badger Meter/Racine Federated, Cree Inc., Horizon Retail Construction, Putzmeister, S.C. Johnson, Sealed Air Corp.

## 11409 Washington Ave

6



City/County: **Mount Pleasant / Racine**  
State/Zip: **WI, 53177**

Property Type: **Lnd / Ret-General**  
Lot Size Ac: **11.19 Ac.**  
Lot Size SF: **487,436 SF**  
Divisible: **--**  
Frontage: **--**  
Depth: **--**  
Zoning: **Agricultural Urban Holding**  
Rail: **--**

Min Div Ac.: **11.19 Ac.**  
Max Contig Ac.: **11.19 Ac.**  
Lease Rate: **----**  
Lease Rate/Ac: **--**  
Sale Price: **\$150,000**  
Price/SF: **\$0.31/SF**  
Price/Ac: **\$13,404.83 /Ac.**

### Listing Notes:

11.19 Acres m/l along State Highway 20 in Mt. Pleasant. These parcels are identified in the Village of Mt. Pleasant's Long Range Plan for future Limited Commercial & Services use and offer high visibility. Municipal sewer and water are available. The property is being sold "As Is". Buyer's should rely solely upon their own inspection. The structures on the site have been vacated. Additionally, there are concrete foundations on the site and a sewage holding tank that will need to be removed by the Buyer.

## 3015 Chicory Rd

7



City/County: **Mount Pleasant / Racine**  
State/Zip: **WI, 53403**

Property Type: **Lnd / Ind-Mfg**  
Lot Size Ac: **80.55 Ac.**  
Lot Size SF: **3,508,758 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: **M-1**  
Rail: --

Min Div Ac.: --  
Max Contig Ac.: **80.55 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$966,000**  
Price/SF: **\$0.28/SF**  
Price/Ac: **\$11,992.55 /Ac.**

### Listing Notes:

The property offers long-term industrial development potential in accordance with the village's 2030 Master Plan. The property is situated near South Memorial Drive, an industrial corridor housing numerous manufacturing and warehouse/distribution tenants. Access from the site to I-94 is via State Highway 11 or County Highway KR. Limited costs to hold parcels. Future industrial park development. Low vacancy in the Racine industrial market. Potential short-term income by renting land for agricultural production. Prime location to service greater Racine and Kenosha areas, with Chicago access.

## NW of County Highway J and Highway 36

8



City/County: **Racine / Racine**  
State/Zip: **WI, 53402**

Property Type: **Lnd / Res-SF**  
Lot Size Ac: **4.48 Ac.**  
Lot Size SF: **195,149 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: **R4- PUD**  
Rail: --

Min Div Ac.: **4.48 Ac.**  
Max Contig Ac.: **4.48 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$499,000**  
Price/SF: **\$2.56/SF**  
Price/Ac: **\$111,383.93 /Ac.**

### Listing Notes:

Excellent visibility on Hwy 36  
Easy access to the growing communities of Burlington, Rochester and Waterford in western Racine County  
Residential condo land was planned for expansion of condo project

## Village Square Drive - NW of Hwy 20 and Hwy 31

9



City/County: **Racine / Racine**  
State/Zip: **WI, 53406**

Property Type: **Lnd / Mixed Use**  
Lot Size Ac: **5.00 Ac.**  
Lot Size SF: **217,800 SF**  
Divisible: --  
Frontage: --  
Depth: --  
Zoning: **AUH**  
Rail: --

Min Div Ac.: **4.50 Ac.**  
Max Contig Ac.: **4.50 Ac.**  
Lease Rate: ----  
Lease Rate/Ac: --  
Sale Price: **\$595,000**  
Price/SF: **\$3.04/SF**  
Price/Ac: **\$132,222.22 /Ac.**

### Listing Notes:

Just West of Hwy 20/31 on one of Racine's best retail corners. Adjacent to extremely successful Village Center, shopping center that includes tenant such as Kohl's, Starbucks, Panera, Noodles and Co, and Chipotle. The village of Mount Pleasant is receptive to developer ideas, designs, and has strong demographics.



## Prime Outlot Parcels Regency Mall - NW of Durand Ave and Roosevelt Ave

10



City/County: **Racine / Racine**  
State/Zip: **WI, 53406**

Property Type: **Lnd / Ret-Freestanding**  
Lot Size Ac: **7.65 Ac.**  
Lot Size SF: **333,234 SF**  
Divisible: --  
Frontage: --  
Depth: --  
Zoning: **B2**  
Rail: --

Min Div Ac.: **2.50 Ac.**  
Max Contig Ac.: **7.65 Ac.**  
Lease Rate: ---  
Lease Rate/Ac: --  
Sale Price: **\$2,640,000**  
Price/SF: **\$7.92/SF**  
Price/Ac: **\$345,098.04 /Ac.**

### Listing Notes:

Two desirable outlot parcels adjacent to the very dynamic Regency Mall in Racine. One parcel, situated on Durand Ave, in approximately 2.5 acres. The other parcel is approximately 5.153 acres. The 2.5 acre parcel would be idea for a small strip center, a casual theme restaurant, or medical use. The 5.153 acre parcel would be ideal for apartments, assisted living, or office.

## Southside Industrial Park - NW of DeKoven Ave and S Memorial Dr

11



City/County: **Racine / Racine**  
State/Zip: **WI, 53403**

Property Type: **Lnd / Raw Land**  
Lot Size Ac: **8.00 Ac.**  
Lot Size SF: **348,480 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: --  
Rail: --

Min Div Ac.: --  
Max Contig Ac.: **8.00 Ac.**  
Lease Rate: ---  
Lease Rate/Ac: --  
Sale Price: **\$280,000**  
Price/SF: **\$0.80/SF**  
Price/Ac: **\$35,000.00 /Ac.**

### Listing Notes:

25% down payment with deferral of the remaining principal for ten years with no interest. Low, fixed-rate land financing available. Local, state and Federal financing programs available for fixed asset and working capital from the Racine County Economic Development Corporation.

## Highway 20 & Interstate 94 - Highway 20 and Interstate 94

12



City/County: **Racine / Racine**  
State/Zip: **WI, 53403**

Property Type: **Lnd / Ind-Mfg**  
Lot Size Ac: **46.50 Ac.**  
Lot Size SF: **2,025,540 SF**  
Divisible: **No**  
Frontage: --  
Depth: --  
Zoning: **IL-1**  
Rail: --

Min Div Ac.: **8.12 Ac.**  
Max Contig Ac.: **8.12 Ac.**  
Lease Rate: **Negotiable --**  
Lease Rate/Ac: **Negotiable**  
Sale Price: **\$108,900**  
Price/SF: **\$0.31/SF**  
Price/Ac: **\$13,411.33 /Ac.**

### Listing Notes:

Centrally located in Southeastern Wisconsin with access to an excellent supply of high quality, productive labor  
Zoned for light manufacturing, distribution, assembly and R&D  
Direct, congestion-free access to Interstate 94  
Competitive land cost for Interstate frontage property

## 1748 S Green Bay Rd

13



City/County: **Racine / Racine**  
State/Zip: **WI, 53406**

Property Type: **Lnd / Res-MUH**  
Lot Size Ac: **9.83 Ac.**  
Lot Size SF: **428,195 SF**  
Divisible: --  
Frontage: --  
Depth: --  
Zoning: **RM-2**  
Rail: --

Min Div Ac.: **9.83 Ac.**  
Max Contig Ac.: **9.83 Ac.**  
Lease Rate: ---  
Lease Rate/Ac: --  
Sale Price: **\$840,000**  
Price/SF: **\$1.96/SF**  
Price/Ac: **\$85,452.70 /Ac.**

### Listing Notes:

9.83 acres with 247 of frontage on Highway 31 located between Highway 20 and Highway 11. Zoned for RM-2 Multiple Family District (low rise apartments). Permitted use by right: Multiple Family Dwellings of not less than two or more than sixteen dwelling units per structure. Best use of land would be for senior apartments.

## 5 Mile and 5 1/2 Mile

14



City/County: **Raymond / Racine**  
State/Zip: **WI, 53126**

Property Type: **Lnd / Ind-Other**  
Lot Size Ac: **11.63 Ac.**  
Lot Size SF: **506,603 SF**  
Divisible: **Yes**  
Frontage: --  
Depth: --  
Zoning: --  
Rail: --

Min Div Ac.: **11.63 Ac.**  
Max Contig Ac.: **11.63 Ac.**  
Lease Rate: ---  
Lease Rate/Ac: --  
Sale Price: **\$605,000**  
Price/SF: **\$1.19/SF**  
Price/Ac: **\$52,020.64 /Ac.**

### Listing Notes:

--

## Renaissance Business Park Lot 31 - NW of Highway 20 and Renaissance Blvd

15



City/County: **Sturtevant / Racine**  
State/Zip: **WI, 53177**

Property Type: **Lnd / Mixed Use**  
Lot Size Ac: **4.56 Ac.**  
Lot Size SF: **198,634 SF**  
Divisible: **No**  
Frontage: --  
Depth: --  
Zoning: --  
Rail: --

Min Div Ac.: **4.56 Ac.**  
Max Contig Ac.: **4.56 Ac.**  
Lease Rate: ---  
Lease Rate/Ac: --  
Sale Price: **\$455,544**  
Price/SF: **\$2.29/SF**  
Price/Ac: **\$99,900.00 /Ac.**

### Listing Notes:

Located at the center of America's heartland is Wisconsin, a state of great economic diversity. Wisconsin's highly rated business climate, lower utility rates and excellent educational system make it ideal for a new business location. Southeastern Wisconsin, and especially the Chicago-Milwaukee corridor, is emerging as one of the major growth areas in the country.

## 10500-10580 Durand Ave

16



City/County: **Sturtevant / Racine**  
State/Zip: **WI, 53177**

Property Type: **Lnd / Raw Land**  
Lot Size Ac: **8.22 Ac.**  
Lot Size SF: **358,063 SF**  
Divisible: **No**  
Frontage: **380 FT**  
Depth: **520 FT**  
Zoning: **I-1**  
Rail: **--**

Min Div Ac.: **3.81 Ac.**  
Max Contig Ac.: **8.22 Ac.**  
Lease Rate: **---**  
Lease Rate/Ac: **--**  
Sale Price: **\$1,438,500**  
Price/SF: **\$4.02/SF**  
Price/Ac: **\$175,000.00 /Ac.**

### Listing Notes:

Development Site, Great for Industrial, Residential or Multi-Family  
Existing utilities at Site 2 and can be extended to Site 1  
Potential rail  
Great Freeway Access  
Existing Detention Pond (Further engineering may be needed to determine capacity)

## Renaissance Business Park Lot 2 - SE of Highway 94 and Highway 20

17



City/County: **Sturtevant / Racine**  
State/Zip: **WI, 53117**

Property Type: **Lnd / Mixed Use**  
Lot Size Ac: **11.25 Ac.**  
Lot Size SF: **490,050 SF**  
Divisible: **No**  
Frontage: **--**  
Depth: **--**  
Zoning: **--**  
Rail: **--**

Min Div Ac.: **11.25 Ac.**  
Max Contig Ac.: **11.25 Ac.**  
Lease Rate: **---**  
Lease Rate/Ac: **--**  
Sale Price: **\$842,625**  
Price/SF: **\$1.72/SF**  
Price/Ac: **\$74,900.00 /Ac.**

### Listing Notes:

Adjacent to one of southeast Wisconsin's premier business parks. This site sits next to the southern boundary of the Renaissance Business Park.



CONCLUSION

## SUBMARKET VACANCY REPORT

### OVERVIEW BY SUBMARKET

<u>Category</u>	<u>SE Milwaukee County</u>	<u>Racine County</u>	<u>Kenosha County</u>
# of Bldgs	369	382	209
Inventory SF	24,538,831 SF	28,518,057 SF	22,990,243 SF
Total Vacant SF	1,231,139 SF	986,122 SF	604,833 SF
Total Vacancy Rate (%)	5%	3.4%	2.6%



## CONCLUSION

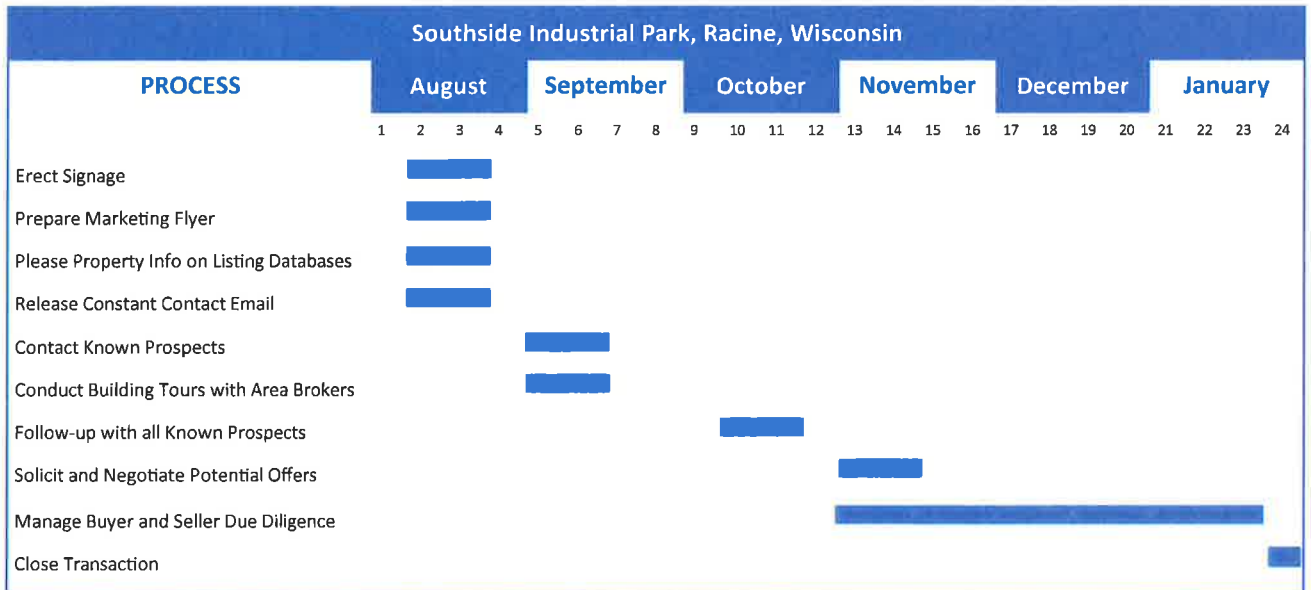
RFP Commercial requests that it be engaged with an Exclusive Listing Contract for the sale and/or lease of the subject property. The State of Wisconsin approved Contract, along with RFP's Addendum, is recommended to include the following terms and conditions:

Term:	Six (6) months
Extensions:	To be agreed to by the parties in writing
List Price:	\$390,000
Sale Commission:	8%; or 10% in the event of a co-brokered transaction in which case the fee will be split by the brokers



CONCLUSION

## MARKETING TIMELINE



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Real Solutions.



CONCLUSION

## SAMPLE LISTING AGREEMENT

RFP Commercial, Inc.  
330 E. Kilbourn Ave. Suite 800  
Milwaukee, WI 53202  
Phone: 414.224.1200  
Fax: 414.224.1022

[www.rfpcommercial.com](http://www.rfpcommercial.com)



**WB-3 VACANT LAND LISTING CONTRACT - EXCLUSIVE RIGHT TO SELL**

**1 SELLER GIVES BROKER THE EXCLUSIVE RIGHT TO SELL THE PROPERTY ON THE FOLLOWING TERMS:**

2 **■ PROPERTY DESCRIPTION:** Street address is: \_\_\_\_\_  
3 in Section \_\_\_\_\_ in the \_\_\_\_\_ of \_\_\_\_\_, County of \_\_\_\_\_,  
4 Wisconsin. Insert additional description, if any, at lines 254-261 or attach as an addendum per lines 262-264.

5 **■ LIST PRICE:** \_\_\_\_\_ Dollars (\$ \_\_\_\_\_).

6 **■ INCLUDED IN LIST PRICE:** Seller is including in the list price the Property, all Fixtures not excluded on lines 10-11,  
7 and the following items: \_\_\_\_\_

8 **■ NOT INCLUDED IN LIST PRICE: CAUTION:** Identify Fixtures to be excluded by Seller or which are rented and will  
9 continue to be owned by the lessor. (See lines 212-217): \_\_\_\_\_

10 **■ GOVERNMENTAL AND CONSERVATION PROGRAMS:** Seller represents that all or some of the Property is  
11 enrolled in the following governmental conservation, farmland, environmental, land use or use restricting programs,  
12 agreements or conservation easements, (county, state or federal): \_\_\_\_\_

13 **■ USE VALUE ASSESSMENT:** Seller represents that (all or some of the Property) (none of the Property) ~~STRIKE~~  
14 ONE has been assessed as agricultural property under use value law.

15 **■ SPECIAL ASSESSMENTS:** Seller represents that the Property is subject to the following special assessments:  
16 \_\_\_\_\_

17 **■ SPECIAL ZONING, LAND USE OR DEVELOPMENT RESTRICTIONS:** Seller represents that the Property is  
18 subject to the following special zoning, land use, development restrictions or other conditions affecting the Property:  
19 \_\_\_\_\_

20 **■ MARKETING:** Seller authorizes and Broker agrees to use reasonable efforts to procure a buyer for the Property.  
21 Seller agrees that Broker may market Seller's personal property identified on lines 7-8 during the term of this Listing.  
22 Broker's marketing may include: \_\_\_\_\_

23 **■ BROKER MAY ADVERTISE THE FOLLOWING SPECIAL FINANCING AND INCENTIVES OFFERED BY SELLER:** \_\_\_\_\_  
24 \_\_\_\_\_ . Seller has a duty to cooperate with Broker's marketing  
25 efforts. See lines 84-90 regarding Broker's role as marketing agent and Seller's duty to notify Broker of any potential  
26 buyer known to Seller. Seller agrees that Broker may market other properties during the term of this Listing.

27 **■ OCCUPANCY:** Unless otherwise provided, Seller agrees to give buyer occupancy of the Property at time of closing.  
28 Unless otherwise agreed, Seller agrees to have the Property free of all debris and personal property except for  
29 personal property belonging to current tenants, sold to buyer or left with buyer's consent.

30 **■ COOPERATION, ACCESS TO PROPERTY OR OFFER PRESENTATION:** The parties agree that Broker will work  
31 and cooperate with other brokers in marketing the Property, including brokers from other firms acting as subagents  
32 (agents from other companies engaged by Broker - See lines 148-151) and brokers representing buyers. Cooperation  
33 includes providing access to the Property for showing purposes and presenting offers and other proposals from these  
34 brokers to Seller. Note any brokers with whom Broker shall not cooperate, any brokers or buyers who shall not be  
35 allowed to attend showings, and the specific terms of offers which should not be submitted to Seller: \_\_\_\_\_

36 **CAUTION:** Limiting Broker's cooperation with other brokers may reduce the marketability of the Property.

37 **■ EXCLUSIONS:** All persons who may acquire an interest in the Property as a Protected Buyer under a prior listing  
38 contract are excluded from this Listing to the extent of the prior broker's legal rights, unless otherwise agreed to in writing.  
39 Within seven days of the date of this Listing, Seller agrees to deliver to Broker a written list of all such prospective buyers.  
40 The following other buyers are excluded from this Listing until \_\_\_\_\_ INSERT DATE :

41 \_\_\_\_\_  
42 These other buyers are no longer excluded from this Listing after the specified date unless, on or before the specified date,  
43 Seller has either accepted an offer from the buyer or sold the Property to the buyer.

44 **■ COMPENSATION TO OTHERS:** Broker offers the following commission to cooperating brokers: \_\_\_\_\_  
45 \_\_\_\_\_ . (Exceptions if any): \_\_\_\_\_

46 **■ COMMISSION:** Broker's commission shall be \_\_\_\_\_  
47 Seller shall pay Broker's commission, which shall be earned, if, during the term of this Listing:

- 48 1) Seller sells or accepts an offer which creates an enforceable contract for the sale of all or any part of the Property;
- 49 2) Seller grants an option to purchase all or any part of the Property which is subsequently exercised;
- 50 3) Seller exchanges or enters into a binding exchange agreement on all or any part of the Property;
- 51 4) A transaction occurs which causes an effective change in ownership or control of all or any part of the Property; or

- 57 5) A buyer is procured for the Property by Broker, by Seller, or by any other person, at no less than the price and on  
 58 substantially the same terms set forth in this Listing and in the standard provisions of the current WB-13 VACANT  
 59 LAND OFFER TO PURCHASE, even if Seller does not accept this buyer's offer. (See lines 222-225 regarding  
 60 procurement.)
- 61 A percentage commission, if applicable, shall be calculated based on the purchase price if commission is earned under 1)  
 62 or 2) above, or calculated based on the list price under 3), 4) or 5). A percentage commission shall be calculated on the  
 63 fair market value of the Property exchanged under 3) if the exchange involves less than the entire Property or on the fair  
 64 market value of the Property to which an effective change in ownership or control takes place, under 4) if the transaction  
 65 involves less than the entire Property. Once earned, Broker's commission is due and payable in full at the earlier of closing  
 66 or the date set for closing, unless otherwise agreed in writing. Broker's commission shall be earned if, during the term of  
 67 the Listing, one owner of the Property sells, conveys, exchanges or options an interest in all or any part of the Property to  
 68 another owner, except by divorce judgment.
- 69 NOTE: A sale, option, exchange or procurement of a buyer for a portion of the Property does not terminate the Listing as to  
 70 any remaining Property.
- 71 ■ **EXTENSION OF LISTING:** The Listing term is extended for a period of one year as to any Protected Buyer. Upon  
 72 receipt of a written request from Seller or a broker who has listed the Property, Broker agrees to promptly deliver to  
 73 Seller a written list of those buyers known by Broker to whom the extension period applies. Should this Listing be  
 74 terminated by Seller prior to the expiration of the term stated in this Listing, this Listing shall be extended for Protected  
 75 Buyers, on the same terms, for one year after the Listing is terminated.
- 76 ■ **TERMINATION OF LISTING:** Neither Seller nor Broker has the legal right to unilaterally terminate this Listing absent a  
 77 material breach of contract by the other party. Seller understands that the parties to the Listing are Seller and the Broker  
 78 (firm). Agents (salespersons) for Broker (firm) do not have the authority to enter into a mutual agreement to terminate the  
 79 Listing, amend the commission amount or shorten the term of this Listing, without the written consent of the agent(s)  
 80 supervising broker. Seller and Broker agree that any termination of this Listing by either party before the date stated on  
 81 line 269 shall be indicated to the other party in writing and shall not be effective until delivered to the other Party in  
 82 accordance with lines 206-211. CAUTION: Early termination of this Listing may be a breach of contract, causing the  
 83 terminating party to potentially be liable for damages.
- 84 ■ **SELLER COOPERATION WITH MARKETING EFFORTS:** Seller agrees to cooperate with Broker in Broker's  
 85 marketing efforts and to provide Broker with all records, documents and other material in Seller's possession or control  
 86 which are required in connection with the sale. Seller authorizes Broker to do those acts reasonably necessary to  
 87 effect a sale and Seller agrees to cooperate fully with these efforts which may include use of a multiple listing service,  
 88 Internet advertising or a lockbox system on Property. Seller shall promptly notify Broker in writing of any potential buyers  
 89 with whom Seller negotiates during the term of this Listing and shall promptly refer all persons making inquiries  
 90 concerning the Property to Broker.
- 91 ■ **LEASED PROPERTY:** If Property is currently leased and lease(s) will extend beyond closing, Seller shall assign  
 92 Seller's rights under the lease(s) and transfer all security deposits and prepaid rents (subject to agreed upon prorations)  
 93 thereunder to buyer at closing. Seller acknowledges that Seller remains liable under the lease(s) unless released by  
 94 tenant(s). CAUTION: Seller should consider obtaining an indemnification agreement from buyer for liabilities under the  
 95 lease(s) unless released by tenants.
- 96 ■ **BROKER DISCLOSURE TO CLIENTS:**
- 97 **UNDER WISCONSIN LAW, A BROKER OWES CERTAIN DUTIES TO ALL PARTIES TO A TRANSACTION:**
- 98 (a) The duty to provide brokerage services to you fairly and honestly.  
 99 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.  
 100 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request  
 101 it, unless disclosure of the information is prohibited by law.  
 102 (d) The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the  
 103 information is prohibited by law. (See Lines 218-221)  
 104 (e) The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential  
 105 information or the confidential information of other parties. (See Lines 157-173)  
 106 (f) The duty to safeguard trust funds and other property the broker holds.  
 107 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the  
 108 advantages and disadvantages of the proposals.
- 109 ■ **BECAUSE YOU HAVE ENTERED INTO AN AGENCY AGREEMENT WITH A BROKER, YOU ARE THE**  
 110 **BROKER'S CLIENT. A BROKER OWES ADDITIONAL DUTIES TO A CLIENT:**
- 111 (a) The broker will provide, at your request, information and advice on real estate matters that affect your transaction,  
 112 unless you release the broker from this duty.  
 113 (b) The broker must provide you with all material facts affecting the transaction, not just adverse facts.  
 114 (c) The broker will fulfill the broker's obligations under the agency agreement and fulfill your lawful requests that are  
 115 within the scope of the agency agreement.  
 116 (d) The broker will negotiate for you, unless you release the broker from this duty.  
 117 (e) The broker will not place the broker's interests ahead of your interests. The broker will not, unless required by

118 law, give information or advice to other parties who are not the broker's clients, if giving the information or advice is  
119 contrary to your interests.

120 (f) If you become involved in a transaction in which another party is also the broker's client (a "multiple representation  
121 relationship"), different duties may apply.

122 **■ MULTIPLE REPRESENTATION RELATIONSHIPS AND DESIGNATED AGENCY:**

123 **■** A multiple representation relationship exists if a broker has an agency agreement with more than one client who is a  
124 party in the same transaction. In a multiple representation relationship, if all of the broker's clients in the transaction  
125 consent, the broker may provide services to the clients through designated agency.

126 **■** Designated agency means that different salespersons employed by the broker will negotiate on behalf of you and the  
127 other client or clients in the transaction, and the broker's duties will remain the same. Each salesperson will provide  
128 information, opinions, and advice to the client for whom the salesperson is negotiating, to assist the client in the  
129 negotiations. Each client will be able to receive information, opinions, and advice that will assist the client, even if the  
130 information, opinions, or advice gives the client advantages in the negotiations over the broker's other clients. A  
131 salesperson will not reveal any of your confidential information to another party unless required to do so by law.

132 **■** If a designated agency relationship is not in effect you may authorize or reject a multiple representation relationship.  
133 If you authorize a multiple representation relationship the broker may provide brokerage services to more than one  
134 client in a transaction but neither the broker nor any of the broker's salespersons may assist any client with  
135 information, opinions, and advice which may favor the interests of one client over any other client. If you do not  
136 consent to a multiple representation relationship the broker will not be allowed to provide brokerage services to more  
137 than one client in the transaction.

138 **INITIAL ONLY ONE OF THE THREE LINES BELOW:**

139 \_\_\_\_\_ I consent to designated agency.

140 \_\_\_\_\_ I consent to multiple representation relationships, but I do not consent to designated agency.

141 \_\_\_\_\_ I reject multiple representation relationships.

142 **NOTE: YOU MAY WITHDRAW YOUR CONSENT TO DESIGNATED AGENCY OR TO MULTIPLE REPRESENTATION**  
143 **RELATIONSHIPS BY WRITTEN NOTICE TO THE BROKER AT ANY TIME. YOUR BROKER IS REQUIRED TO DISCLOSE TO**  
144 **YOU IN YOUR AGENCY AGREEMENT THE COMMISSION OR FEES THAT YOU MAY OWE TO YOUR BROKER. IF YOU HAVE**  
145 **ANY QUESTIONS ABOUT THE COMMISSION OR FEES THAT YOU MAY OWE BASED UPON THE TYPE OF AGENCY**  
146 **RELATIONSHIP YOU SELECT WITH YOUR BROKER YOU SHOULD ASK YOUR BROKER BEFORE SIGNING THE AGENCY**  
147 **AGREEMENT.**

148 **■ SUBAGENCY:** The broker may, with your authorization in the agency agreement, engage other brokers who assist  
149 your broker by providing brokerage services for your benefit. A subagent will not put the subagent's own interests  
150 ahead of your interests. A subagent will not, unless required by law, provide advice or opinions to other parties if doing  
151 so is contrary to your interests.

152 **PLEASE REVIEW THIS INFORMATION CAREFULLY. A broker or salesperson can answer your questions about**  
153 **brokerage services, but if you need legal advice, tax advice, or a professional home inspection, contact an**  
154 **attorney, tax advisor, or home inspector. This disclosure is required by section 452.135 of the Wisconsin statutes**  
155 **and is for information only. It is a plain language summary of a broker's duties to you under section 452.133 (2) of**  
156 **the Wisconsin statutes.**

157 **■ CONFIDENTIALITY NOTICE TO CLIENTS:** Broker will keep confidential any information given to Broker in  
158 confidence, or any information obtained by Broker that he or she knows a reasonable person would want to be kept  
159 confidential, unless the information must be disclosed by law or you authorize Broker to disclose particular information.  
160 Broker shall continue to keep the information confidential after Broker is no longer providing brokerage services to you.  
161 The following information is required to be disclosed by law:

162 1) Material adverse facts, as defined in section 452.01 (5g) of the Wisconsin statutes (lines 218-221).

163 2) Any facts known by the Broker that contradict any information included in a written inspection report on the property  
164 or real estate that is the subject of the transaction.

165 To ensure that the Broker is aware of what specific information you consider confidential, you may list that information  
166 below (see lines 168-170). At a later time, you may also provide the Broker with other information you consider to be  
167 confidential.

168 **CONFIDENTIAL INFORMATION:** \_\_\_\_\_  
169 \_\_\_\_\_

170 \_\_\_\_\_  
171 **NON-CONFIDENTIAL INFORMATION** (The following may be disclosed by Broker): \_\_\_\_\_  
172 \_\_\_\_\_

173 \_\_\_\_\_  
174 \_\_\_\_\_

174 **■ SELLER'S DISCLOSURE REPORT:** Wisconsin Administrative Code Chapter RL 24 requires listing brokers to  
175 make inquiries of the Seller on the condition of the Property and to request that Seller provide a written response to  
176 Broker's inquiry. Seller agrees to complete a seller's disclosure report to the best of Seller's knowledge. Seller agrees  
177 to amend the report should Seller learn of any defect(s) after completion of the report but before acceptance of a buyer's  
178 offer to purchase. Seller authorizes Broker to distribute the report to all interested parties and their agents inquiring  
179 about the Property and acknowledges that Broker has a duty to disclose all material adverse facts as required by law.

180 ■ **SELLER REPRESENTATIONS REGARDING DEFECTS:** Seller represents to Broker that as of the date of this  
 181 Listing, if a seller's disclosure report or other form of written response to Broker's inquiry regarding the condition of the  
 182 Property has been made by the Seller, the Seller has no notice or knowledge of any defects affecting the Property other  
 183 than those noted on Seller's disclosure report or written response.

184 **WARNING: IF SELLER REPRESENTATIONS ARE INCORRECT OR INCOMPLETE, SELLER MAY BE LIABLE FOR**  
 185 **DAMAGES AND COSTS.**

186 ■ **OPEN HOUSE AND SHOWING RESPONSIBILITIES:** Seller is aware that there is a potential risk of injury, damage  
 187 and/or theft involving persons attending an "individual showing" or an "open house." Seller accepts responsibility for  
 188 preparing the Property to minimize the likelihood of injury, damage and/or loss of personal property. Seller agrees to  
 189 hold Broker harmless for any losses or liability resulting from personal injury, property damage, or theft occurring  
 190 during "individual showings" or "open houses" other than those caused by Broker's negligence or intentional  
 191 wrongdoing. Seller acknowledges that individual showings and open houses may be conducted by licensees other  
 192 than Broker, that appraisers and inspectors may conduct appraisals and inspections without being accompanied by  
 193 Broker or other licensees, and that buyers or licensees may be present at all inspections and testing and may  
 194 photograph or videotape Property unless otherwise provided for in additional provisions at lines 254-261 or in an  
 195 addendum per lines 262-264.

196 ■ **DEFINITIONS:**

197 **ADVERSE FACT:** An "adverse fact" means any of the following:

198 (a) A condition or occurrence that is generally recognized by a competent licensee as doing any of the following:

- 199 1) Significantly and adversely affecting the value of the Property;
- 200 2) significantly reducing the structural integrity of improvements to real estate; or
- 201 3) presenting a significant health risk to occupants of the Property.

202 (b) Information that indicates that a party to a transaction is not able to or does not intend to meet his or her  
 203 obligations under a contract or agreement made concerning the transaction.

204 **DEADLINES - DAYS:** Deadlines expressed as a number of "days" from an event are calculated by excluding the day the  
 205 event occurred and by counting subsequent calendar days.

206 **DELIVERY:** Delivery of documents or written notices related to this Listing may only be accomplished by:

- 207 1) giving the document or written notice personally to the party;
- 208 2) depositing the document or written notice postage or fees prepaid or charged to an account in the U.S. Mail or a  
 209 commercial delivery system, addressed to the party, at the party's address (See lines 275, 281 and 287.);
- 210 3) electronically transmitting the document or written notice to the party's fax number (See lines 277, 283 and 289.); or,
- 211 4) as otherwise agreed in additional provisions on lines 254-261 or in an addendum to this Listing.

212 **FIXTURES:** A "fixture" is an item of property which is physically attached to or so closely associated with land so as to  
 213 be treated as part of the real estate, including, without limitation, physically attached items not easily removable  
 214 without damage to the premises, items specifically adapted to the premises, and items customarily treated as fixtures,  
 215 including, but not limited to, all: perennial crops; garden bulbs; plants; shrubs and trees; and fences; storage buildings  
 216 on permanent foundations and docks/piers on permanent foundations.

217 **CAUTION: Annual crops are not part of the purchase price unless otherwise agreed.**

218 **MATERIAL ADVERSE FACT:** A "material adverse fact" means an adverse fact that a party indicates is of such  
 219 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable  
 220 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction  
 221 or affects or would affect the party's decision about the terms of such a contract or agreement.

222 **PROCURE:** A buyer is procured when, during the term of the Listing, an enforceable contract of sale is entered into  
 223 between the Seller and the buyer or when a ready, willing and able buyer submits to the Seller or the Listing Broker a written  
 224 offer at the price and on substantially the terms specified in this Listing. A buyer is ready, willing and able when the buyer  
 225 submitting the written offer has the ability to complete the buyer's obligations under the written offer. (See lines 57-60)

226 **PROPERTY:** Unless otherwise stated, "Property" means the real estate described at lines 2-4.

227 **PROTECTED BUYER:** Means a buyer who personally, or through any person acting for such buyer: 1) delivers to Seller or  
 228 Broker a written offer to purchase, exchange or option on the Property during the term of this Listing; 2) negotiates directly  
 229 with Seller by discussing with Seller the potential terms upon which buyer might acquire an interest in the Property; or 3)  
 230 attends an individual showing of the Property or discusses with Broker or cooperating brokers the potential terms upon  
 231 which buyer might acquire an interest in the Property, but only if Broker delivers the buyer's name to Seller, in writing, no  
 232 later than three days after the expiration of the Listing. The requirement in 3), to deliver the buyer's name to Seller in writing,  
 233 may be fulfilled as follows: a) If the Listing is effective only as to certain individuals who are identified in the Listing, by the  
 234 identification of the individuals in the Listing; or, b) if a buyer has requested that the buyer's identity remain confidential, by  
 235 delivery of a written notice identifying the broker with whom the buyer negotiated and the date(s) of any showings or other  
 236 negotiations.

237 ■ **NON-DISCRIMINATION:** Seller and Broker agree that they will not discriminate against any prospective buyer on  
 238 account of race, color, sex, sexual orientation as defined in Wisconsin Statutes, Section 111.32 (13m), disability,  
 239 religion, national origin, marital status, lawful source of income, age, ancestry, familial status, or in any other unlawful  
 240 manner.

241 ■ **EARNEST MONEY:** If Broker holds trust funds in connection with the transaction, they shall be retained by Broker in  
 242 Broker's trust account. Broker may refuse to hold earnest money or other trust funds. Should Broker hold the earnest money  
 243 Seller authorizes Broker to disburse the earnest money as directed in a written earnest money disbursement agreement  
 244 signed by or on behalf of all parties having an interest in the trust funds. If the transaction fails to close and the earnest  
 245 money is disbursed to Seller, then upon disbursement to Seller the earnest money shall be paid first to reimburse Broker for  
 246 cash advances made by Broker on behalf of Seller and one half of the balance, but not in excess of the agreed commission,  
 247 shall be paid to Broker as Broker's full commission in connection with said purchase transaction and the balance shall belong  
 248 to Seller. This payment to Broker shall not terminate this Listing.

249 ■ **UTILITY AVAILABILITY:** Seller represents that the following utility connections are located as follows: (e.g. at the  
 250 lot line, on the property, across the street, unknown, etc.): electricity \_\_\_\_\_; gas \_\_\_\_\_;  
 251 municipal sewer \_\_\_\_\_; municipal water \_\_\_\_\_; telephone \_\_\_\_\_;  
 252 other \_\_\_\_\_; **STRIKE AND COMPLETE AS APPLICABLE**

253 ■ **ZONING:** Seller represents that the property is zoned: \_\_\_\_\_.

254 ■ **ADDITIONAL PROVISIONS:** \_\_\_\_\_  
 255 \_\_\_\_\_  
 256 \_\_\_\_\_  
 257 \_\_\_\_\_  
 258 \_\_\_\_\_  
 259 \_\_\_\_\_  
 260 \_\_\_\_\_  
 261 \_\_\_\_\_

262 ■ **ADDENDA:** The attached addenda \_\_\_\_\_  
 263 \_\_\_\_\_  
 264 \_\_\_\_\_ is/are made part of this Listing.

265 ■ **NOTICE ABOUT SEX OFFENDER REGISTRY:** You may obtain information about the sex offender registry and  
 266 persons registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at  
 267 <http://www.widocoffenders.org> or by telephone at (608)240-5830.

268 ■ **TERM OF THE CONTRACT:** From the \_\_\_\_\_ day of \_\_\_\_\_,  
 269 up to and including midnight of the \_\_\_\_\_ day of \_\_\_\_\_.

270 ■ **READING/RECEIPT: BY SIGNING BELOW, SELLER ACKNOWLEDGES RECEIPT OF A COPY OF THIS**  
 271 **LISTING CONTRACT AND THAT HE/SHE HAS READ ALL FIVE PAGES AS WELL AS ANY ADDENDA AND ANY**  
 272 **OTHER DOCUMENTS INCORPORATED INTO THE LISTING.**

273 (x) \_\_\_\_\_  
 274 Seller's Signature ▲ \_\_\_\_\_ Print Name Here: ▲ \_\_\_\_\_ Date ▲ \_\_\_\_\_

275 \_\_\_\_\_  
 276 Seller's Address ▲ \_\_\_\_\_ Seller's Phone # ▲ \_\_\_\_\_

277 \_\_\_\_\_  
 278 Seller's Fax # ▲ \_\_\_\_\_ Seller's E-Mail Address ▲ \_\_\_\_\_

279 (x) \_\_\_\_\_  
 280 Seller's Signature ▲ \_\_\_\_\_ Print Name Here: ▲ \_\_\_\_\_ Date ▲ \_\_\_\_\_

281 \_\_\_\_\_  
 282 Seller's Address ▲ \_\_\_\_\_ Seller's Phone # ▲ \_\_\_\_\_

283 \_\_\_\_\_  
 284 Seller's Fax # ▲ \_\_\_\_\_ Seller's E-Mail Address ▲ \_\_\_\_\_

285 (x) \_\_\_\_\_  
 286 Agent for Broker ▲ \_\_\_\_\_ Print Name Here: ▲ \_\_\_\_\_ Broker/Firm Name ▲ \_\_\_\_\_ Date ▲ \_\_\_\_\_

287 \_\_\_\_\_  
 288 Broker/Firm Address ▲ \_\_\_\_\_ Broker/Firm Phone # ▲ \_\_\_\_\_

289 \_\_\_\_\_  
 290 Broker/Firm Fax # ▲ \_\_\_\_\_ Broker/Firm E-Mail Address ▲ \_\_\_\_\_