

# AASEW

Apartment Association of Southeastern Wisconsin, Inc.

# OWNER

E-mail: [membership@AASEW.org](mailto:membership@AASEW.org) Website: <http://www.aasew.org>

Representing the Interests of the Rental Housing Industry in Southeastern Wisconsin

## September's General Membership meeting: Monday, September 16, 2019

Networking starts at 5:30 pm and the program begins at 6:15 pm  
Crowne Plaza Milwaukee West—10499 Innovation Drive, Wauwatosa

Host Brian Gingras will welcome speakers in a variety of disciplines. Each will present information helpful to landlords regarding getting ready for winter and beyond. Guest speakers include Ralph Hibbard from Orkin Pest Control, Bo Drazovic from Steamatic, Micah Monk from Re-Plumb Plumbing and an HVAC expert. There will be lots of great information and we will cap it off with an opportunity to ask questions of the panel when they are done.



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### 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 rental property."*

## The Apartment Association of Southeastern Wisconsin, Inc.

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# Connections



Hi All,

Summer has drawn to a close and the trees are finally just starting to show their beautiful fall colors. I can't wait to get the warm sweaters out and maybe even have a pumpkin spice something.

Thank you to everyone who attended the August Meeting. We had a great turn out! We welcomed some entertaining and informative speakers talking about rental applications and we even tried a town hall type conversation about how we all market our properties. I hope all who were there found some new information to take home and put to good use.

Things are getting busy in the AASEW Office. We are in full planning mode for our annual AASEW Trade Show at The Potawatomi Hotel and Casino. I'm not a gambler, but I wager it will be a great day (I know, go ahead and groan.) We are excited to welcome a national speaker (Donna Hickey) to share her "secret sauce" about Leasing Like a Pro. Don't miss out on her presentation and the rest of the day on October 11.

We are also in full planning mode for the Fall AASEW Landlord Boot Camp. Tristan is working on his revisions so you will have the most up to date and pertinent information available. I have heard many members say how valuable the day and the manual are as they manage their properties. It will be a day of new, old, small, and large property managers and property management groups there to learn from one of the best. I highly recommend signing up.

Don't forget there is not an October General Membership Meeting because the awesome trade show takes its place, so get ready for November when we return to the Crowne Plaza to elect new AASEW board members and talk taxes.

If you are interested in running for one of the board positions let me know. Candidate bios will be out in the November issue of The Owner. Also, if you want to get involved in helping at the registration table, setting up the technology, planning meetings, or if you have new ideas...please let me know. The AASEW gets better when you get involved!

I hope to see you at the meeting on September 16th. I hope you all find some great tricks of the trade to add to your tool box.

- Kathy



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## Real Estate Recession Watch: Will Another Downturn Rock the Real Estate Market?

Sure, we've had nearly a decade of booming home sales and prices. Is another recession around the corner?

Although a recession can be precipitated by a housing bust, trade war, or global event, this time the U.S. economy may simply become a victim of its own success.

Economic cycles in which the economy is growing, historically don't last more than a few years. The previous longest stretch was from 1991 to 2001. However, this cycle is now the longest economic expansion in U.S. history, extending from June 2009 to the present.

So yes, eventually the good times must come to an end.

With the Great Recession still etched in our memory, it's hard to forget and the R-word still triggers fear for those of us who experienced the massive layoffs, foreclosures, and plummeting home prices of the last downturn. Real estate investors shouldn't panic, and we shouldn't expect another real estate fire sale.

Economists project a recession soon, but there's no need to abandon ship. This time real estate will not be the cause of a recession and it is unlikely that we will see real estate prices plummet like our last recession. This slowdown, coming on the heels of a run-up in home prices, may feel like déjà vu. But the main culprit behind the previous housing market bust was the torrent of subprime mortgages doled

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Continued on page 16

## MOLD. What's a Landlord to do?

By Bo Drazovic  
Steamatic Environmental and Restoration  
AASEW Member

Mold is one of the oldest living organisms on earth, and is present everywhere. Mold is a fungus that grows on surfaces and releases microscopic spores that float in the air. It can grow almost anywhere the spores land and find moisture. Spores released by mold can cause allergic reactions, respiratory issues and/or skin irritation. As a result, they represent a problem to property owners. Tenants have a right to a clean and healthy living environment, and will request any mold be removed.



Mold growth is generally a maintenance issue, usually caused by lack of adequate air circulation and/or lack of moisture control. We suggest purchasing a hygrometer or indoor humidity monitor. The relative humidity in your property should be below 50%. Run a dehumidifier and fans in damp areas to prevent mold growth. Periodically inspect your property for signs of mold growth, especially the basement, including area around the sump pump and windows, storage areas, attic and behind furniture. The key is to spot the mold early for easy clean up. A small area of surface mold can be cleaned with a household disinfectant. For larger areas or where wood or drywall is damaged by mold, call a professional mold remediation company for an evaluation. Ensure that the mold remediation company has up to date insurance. An evaluation usually costs between \$200.00 and \$300.00. This price includes the inspection and determination what caused the mold growth and the proposal for remediation, which includes a 5-year warranty.

The best mold remediation approach for Wisconsin's climate is the New York City Department of Health protocol which consists of HEPA vacuuming, sanitizing and encapsulation. Material Safety Data Sheets of the mold remediation products should be sent with the proposal and available to tenants upon request.

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10 am to 4 pm

Potawatomi Hotel and Casino  
Milwaukee, WI

## 2019 Trade Show Lineup

- 10:00 AM -- Doors Open
- 10:30 AM -- Donna Hickey Presents:  
Lease Like A Pro
- 12:00 PM -- Lunch served until 1:00 PM.  
It is free for everyone!
- 1:00 PM -- Round Table  
The Lending Environment
- 2:00 PM -- Round Table  
Your Personal Safety
- 3:00 PM -- Legal Update w/Tristan Pettit  
of Petrie + Pettit
- 4:00 PM -- Drawing for Bucks court side tickets!  
You must be present to win.

## AASEW LEGAL UPDATE

2019 Legal Update with Attorney Tristan Pettit of Petrie + Pettit. He will talk about what's new, what's going on now, and what to watch for in the year to come. Tristan is a long time member of the AASEW and always brings timely information to his address at the trade show.



Go to [www.aasew.org](http://www.aasew.org) to register for the trade show. It's free!



We are excited to introduce  
our guest speaker  
for the AASEW 2019 Trade Show

## “LEASE LIKE A PRO” With DONNA HICKEY

Starting in Property Management in 1979, she has seen and experienced the changes in real estate right along with us. She utilizes her talent and positive energy to enlighten audiences across the country.

In her “**Lease Like A Pro**” segment, Donna will share what is working in today's multifamily management marketing, sales, and practices. This is an event that you will not want to miss!

### Thank you to this year's sponsors!





Would you like to submit an article for publication in the AASEW monthly 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 on the 10th of the month.
- Limited print copies of the newsletter will be available at the General Membership Meeting following its publication.
- We are happy to accept one article per author per newsletter.
- Please keep 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 appropriate.

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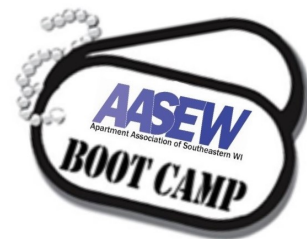
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AASEW President, Ron Hegwood, has been working with the Eviction Prevention Coalition, attending their meetings and contributing the landlord perspective. Here is some of what they have been working on. Here are the results of a brainstorming session they had as they look at what they are dealing with related to the issues of eviction prevention.

### Milwaukee Eviction Prevention Coalition - Brainstorming ideas—A work in process

CHALLENGES	VESTED SELF-INTERESTS
<p>New to this type of work</p> <p>Lack of funding</p> <p><b>Limited resources</b></p> <p>Establishing a way to give tenants/landlords the information/ services they need to prevent eviction</p> <p><b>No real central repository for this information</b></p> <p>Connecting individuals is lacking</p> <p><b>Collaboration is challenging</b></p> <p>Many people struggle to pay rent</p> <p><b>Lack of easy access</b></p> <p><b>Education on eviction</b></p> <p>Addressing underlying causes</p> <p><b>Addressing some of the hidden impacts, ex. school displacement, income</b></p> <p><b>Not knowing who does what in this field</b></p> <p>Ensure all individuals in city government have a part</p> <p><b>Siloed/who is doing what?</b></p> <p>Staggered thinking</p> <p><b>Starting projects like this and never finishing them</b></p> <p>Knowing who owns the property and is filing the eviction</p> <p>Coming up with a plan that will result in action</p> <p>Individuals not being able to advocate for themselves when they are down</p> <p>There is a sector of citizens that cannot or will not be able to access a traditional housing system</p> <p>Being able to maintain stability in households</p> <p>More robust legal resources</p> <p>Incentivization of landlords who are part of the problem</p> <p>Timeline of when we will have an end result</p> <p>Some people don't have the skills needed to ensure they stay employed</p> <p>Changing people's perception</p> <p>Changing the group's perception that we are siloed</p> <p>Getting the voices of individuals who have experienced eviction (and how do we include these voices)</p> <p>Create new policies/laws that are enforceable</p> <p>Eviction can be a positive (i.e. problem neighbors or properties)</p> <p>Keep neighbors that are good for the to build strong bonds with each other &amp; in the community</p> <p>Misinformation</p> <p>Poverty</p> <p>So much to do</p> <p>Individuals who suffer with mental illness and addiction</p> <p>Free Market</p>	<p><b>Gain better knowledge of what this universe looks like and what they have to deal with</b></p> <p><b>Make sure that people aren't unfairly evicted</b></p> <p><b>Improve tenant landlord relationships</b></p> <p>Looking to grow and provide more of these services</p> <p><b>Receiving more funding for their organization</b></p> <p>Tenants getting advice before eviction gets filed</p> <p><b>Both landlords and tenants represented and have resources available to both parties</b></p> <p><b>Reduction in the number of eviction filings</b></p> <p><b>A one stop shop would be helpful</b></p> <p>Gain better understanding of available resources</p> <p>To change the perception around eviction</p> <p>Use hunger as a leverage point to address eviction</p> <p>Getting residents educated, and ending the feud between both parties</p> <p>Reducing the total number of people who are experiencing homelessness for the 1<sup>st</sup> time</p> <p>Bridging the information gap, there isn't enough information available all of the time</p> <p>Impacting policy and making a meaningful change</p> <p><b>Personal interest to assist the community</b></p> <p><b>More funding and helping people avoid homelessness</b></p> <p>Getting to the root of the issue</p> <p>Bringing people together and breaking barriers</p> <p>Addressing structuralized racism issues, and low wages</p> <p>Having some type of resource guide that can be given to the community that is available in their language</p> <p>Connecting both tenants and landlords with better legal advice before eviction is filed</p> <p>Educating both parties on their rights (and limits)</p> <p>Changing the dialogue. If the public understood housing stability, they would understand that housing is a right not a privilege</p> <p>Educate people so they can be advocates</p> <p><b>Grow preventative resources</b></p> <p>Changing the process, filing eviction as a last resort</p> <p><b>Increase resident, family and community stability</b></p> <p>Put some relief on community they are over taxed</p> <p><b>Encourage the group to think outside of the box</b></p> <p>Continuing this project with this group</p> <p>Tipping the scales in the other direction and helping the low-income community</p> <p>Housing First as a model</p> <p>Reduce city's mediator role</p> <p>Invest funding to effective programs</p>

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## 6 Unacceptable Landlord Behaviors (And How to Fix Them for Higher Returns)

By G. Brian Davis



Landlords' returns are only as good as their property management.

Unlike owning, say, shares in a mutual fund, bonds or private notes, holding rental properties is not 100% passive. Rental income does require some work — and some skill to boot.

I see many mom-and-pop landlords make the same mistakes again and again and again. Here are six unacceptable things I see too many landlords doing — and how to make sure you approach your rental management better.

### 1. Pocketing All Their Cash Flow

Everyone, landlord or not, should have a cash reserve. For personal expenses, financial experts refer to this as an emergency fund.

But landlords need to set aside a lot more cash than the Average Joe.

Remember when we broke down rental property expenses visually? Most landlord expenses don't come evenly every month; they happen in intensive, expensive bursts. A \$5,000 roof bill. A \$4,000 HVAC bill. Turnover expenses to prepare the property for new tenants. Vacancies. And so on.

Landlords need to set aside a certain amount of their rental income every month in a separate account to cover these large, irregular expenses. Failing to do so sets you up for a crisis: "What am I going to do?! I don't have \$3,000 just lying around for those repairs!"

You should.



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## 6 Unacceptable Landlord Behaviors Continued from page 8

### 2. Putting Off Repairs

The result of not keeping a rental reserve fund? Putting off repairs.

The longer you let repairs slide, the more expensive they tend to become. Physical problems with your property tend to get worse over time — sometimes quickly.



This goes doubly for roof and plumbing leaks!

But it's not only the relatively urgent repairs like leaks that should be done immediately. Even cosmetic issues can lead your tenants to not renew their lease, creating a turnover (which is where landlords spend the most time and money)

Besides, during a turnover you'll probably have to make the cosmetic repair anyway to attract better tenants moving forward.

When you conduct semi-annual inspections (more on this momentarily), ask the tenants about any needed repairs. If they name a series of repairs that are needed, and you can only afford to make one or two at the moment, take the tenant's views into consideration when prioritizing the repairs.

### 3. Not Inspecting the Property at Least Once a Year

At a bare minimum, physically visit and inspect each rental unit at least once a year.

Better yet, inspect two, three, or four times a year.

Why?

First, to catch any needed repairs early, as discussed above. You can't count on your tenants informing you of repairs—I've had tenants fail to inform me of needed repairs because they didn't want anyone coming to the house and discovering that their boyfriend had moved in.

It also keeps your tenants accountable. You'll discover the deadbeat boyfriend and can raise the rent (or evict him). You'll also be able to check for other lease violations and see how the tenants are treating your rental unit.

Continued on page 11

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## AASEW CLASSIFIEDS

Do you have a property for sale? Are you looking to buy? Do you have equipment to sell, or something you are looking for? Do you have a job opportunity to offer? AASEW Classifieds can help! Bring a quarter page ad to the next meeting and post it on our board or use one of the forms provided at the meeting. This is a great way to advertise! After the meeting your sale item or job offering will be shared in the "What Happened" email. Reach our membership with just a quarter page ad! Questions? Call or email Kathy. She will be happy to help you get it set up!

At our general membership meetings, AASEW members are invited to fill out a quarter sheet form to advertise properties or tools they either would like to sell or they would like to buy. Members are also able to post job openings. We are in hopes this will continue to improve our members' experience. Forms are available at the meeting registration table as well as online. You are welcome to fill it out and bring it with you to the meeting.

*Please note:  
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## 6 Unacceptable Landlord Behaviors Continued from page 9

Beyond catching lease infractions, it also serves as a strong deterrent for violating the lease in the first place. If your tenants know you inspect the rental unit every few months, they probably won't let their deadbeat boyfriend move in at all.

Nor is it all about discipline and lease enforcement. Inspecting the property shows the tenants that you're not an absentee landlord and that you genuinely care about the property. That, in turn, sends the message that they should care for the property, too.

Far too many landlords get lazy and never visit their rental units as long as the rents keep flowing in on time. Make the effort — it will pay dividends in the long run.

### 4. Deducting the Cost of Wear and Tear From the Security Deposit

Landlords can deduct the costs to repair "damage" from the security deposit. They can't deduct the costs to repair "normal wear and tear."

Which is all fine and dandy, except "normal wear and tear" is an incredibly subjective term. It leaves plenty of room for interpretation, which can make it a blurry line to draw.

A fist-sized hole in the wall is clearly damaged. A small nail hole in the wall is often considered normal wear and tear. But what about a large nail hole?

If a tenant moves out after one year and the walls are covered in scuff marks and needs repainting, it may be considered damage. But if a tenant moves out after five years, the same degree of scuffing is probably considered normal wear and tear.

If there's one lesson I've learned the hard way (many times, to my embarrassment), it's that you always need a detailed move-in/move-out walkthrough report, complete with time-stamped photographs of every wall, every floor, every door, etc.

Whenever you deduct money from the security deposit, be prepared to fight your ex-tenants in court over it.

**Continued on page 15**

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# How Do You Reduce the Amount of Time Needed to Get a New Tenant?

By Dawn Anastasi  
AASEW Board Member

August's general meeting was one of the best that the Apartment Association has had to date. A lot of valuable material was presented on doing showings and taking applications for your rental units. (If you missed the meeting, some condensed notes are available on the AASEW website under the prior meeting recaps.)

So how does a landlord cut down the amount of time needed to get a new tenant? I find that self-disqualification is a great tool -- meaning, the potential applicant chooses not to apply because they realize they do not meet your requirements.

Here are some tips to reduce the amount of time spent to get a new tenant:

## 1) Create written screening criteria:

One of the key points in the August presentation is ABC -- Always Be Consistent. In order to treat everyone fairly, it's a good idea to come up with written screening criteria. Decide what your criteria will be for income (e.g. 2.5x rent, 3x rent), if pets are allowed, if smoking is allowed, etc. Make sure that your criteria follows Fair Housing laws.

## 2) Post your screening criteria in your ads

Make sure people reading your ad can self-disqualify themselves if they do not meet your criteria. This can help reduce the amount of inquiries for your rental units that would not be a good fit. Keep in mind, however, that some people don't always read ads thoroughly, especially if they contain a lot of text. Keep the criteria brief, and format your requirements as bullet points rather than a large paragraph.

## 3) Have pre-written responses to inquiries ready

In last month's newsletter, I mentioned how Craigslist and Facebook are free resources for getting leads for your rentals. To cut down on response times on inquiries, I write up 1-2 sentence replies for inquiries I receive from these sources and copy-paste them as replies. This way, I'm not spending time custom crafting a reply to everyone. My first response is to ask if the person meets the rental requirements, and repeat the requirements from the ad. I've found that some people do not reply, which means they self-disqualified themselves. Those who do reply, I then send information on when I'm showing the property and what to bring.

## 4) Have "open house" type showings

I've found that the best time to have a showing is at 5:00 pm on a weeknight. People are getting off of work at this time, and they can come right to your rental to apply. This can help cut down on "no shows". Secondly, if you're going to be at the property anyway, if anyone does not show up, there's still other people there who will be interested in your property. For a long time, marketing gurus have known that if you create a false sense of urgency, people are more likely to buy an item. The same can apply to rentals. If someone feels that they are not going to be a strong enough candidate for your rental, they may self-disqualify and not apply, saving you the time of screening a weak applicant.

## 5) Post your screening criteria at your rental

I print out my screening criteria and tape it outside the front door before my showing, as well as on the wall inside the house. People who are not qualified can read that list and choose to self-disqualify and not apply. (Many times, however, it's these people who still look around anyway, to save face rather than leaving right away.)

## 6) Take applications at the showing

I used to hand out applications and wait for people to get back to me. Once someone leaves my rental, if they are not truly interested, their desire to apply goes out the window. I want people who actually want to live in my rental. If someone comes prepared, with their ID, their social security card, and their proof of income, and they do not self-disqualify before applying, they are much more likely to be a better applicant than someone who is ill-prepared and says they "will get back to you".

## 7) Set expectations with people on the status of their application

In the past, I would get inquiries from applicants the very next day wondering if they got accepted. Now, I set expectations that it will take approximately 3 business days to process their rental application. I also provide an area on my website where people can check the status of their application 24/7. I found that these two methods cut down on the amount of "checking in" inquiries considerably.



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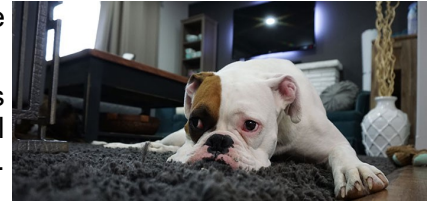
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**6 Unacceptable Landlord Behaviors**  
*Continued from page 11*

**5. Not Allowing Pets**

Ready for some controversy?

Many landlords absolutely will not allow pets. Hard stop.



And I get it. Pets do cause more wear and tear on your properties. In some cases, they can even create liability for you as a landlord.

Here's the thing, though: More than two-thirds (68%) of American households own a pet. If you don't allow pets as a landlord, you're turning away all but 32% of prospective renters, before even looking at their other credentials.

Worried about pet wear and tear? Charge a non-refundable pet fee or a refundable pet deposit. I also charge \$15/month per pet in pet rent.

Worried about liability? Don't allow specific breeds that have breed-specific liability and require tenants to buy renters insurance that covers pet liability.

The other problem with a blanket policy barring pets? Many renters will simply sneak their pet in regardless.

Regulate pets, charge accordingly, and benefit from higher deposits, higher rents, and an applicant pool three times larger.

**6. "Setting It and Forgetting It"**

I'm not one of those real estate evangelists who put everything in real estate and ignore other investments. For example, one of the great benefits of buying index funds for long-term investing is that they're truly passive. I can buy index fund shares then forget about them.

Rental properties, for all their benefits, aren't completely passive investments.

Most mom-and-pop landlords have a full-time job, which makes landlording essentially a side gig. A side hustle. A part-time job.

Whatever you want to call it, it does require some work. Not daily work, and sometimes not even monthly work, but work nonetheless.

Far too many landlords think they can simply sit back, collect rents and call it a day. That's unreasonable for any landlord who wants to earn a decent return.

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- Ads are black and gray scale in print unless other arrangements are made. Ads will all appear in color if color ads are provided in the electronic copy of the newsletter. (Ads may be in color if they are on the inside front or back cover at 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 Kathy with any questions or changes. (Kathy@aasew.org) (414) 276-7378
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*President's Corner*  
*Continued from page 3*

out to underqualified and often uninformed buyers. When those owners defaulted, it created a domino effect, ultimately affecting all corners of the nation's economy. The housing market's risky mortgages and rampant speculation don't exist this time around.

And even in a shakier economy, the overall demand for housing, which keeps prices up, isn't going to evaporate. The huge millennial population is getting older, settling down, and having children—and searching for homes of their own. Those life factors are not likely to change, and they create a massive demand for housing. A decade ago, it was mostly Gen Xers at that stage, a smaller generation with less impact.

Those hoping for rental prices to be slashed will probably be disappointed. The rental market is likely to be buffered by those nervous about making what could be the largest purchase of their lives, a home. Those folks may decide to live in a rental until the economy is booming again.

Worried would-be sellers may decide to postpone listing homes until they can get top dollar for their properties. An actual recession would bring layoffs, which will further impact the ability and willingness to buy or sell. In fact, the anticipation of a recession could make the housing shortage even worse. Builders would be more reluctant to break ground on new residences, leading to a continued short supply of homes. There simply aren't enough homes being built to satisfy the need. This all has a positive impact on the rental market.

Realtor.com's Ratiu believes prices will flatten, but likely not fall. "We expect a little bit of an impact," says Greg Willett, chief economist at RealPage, a property management technology and analytics company for apartment buildings. "But it's not the same doom and gloom we experienced in 2008-9." He expects apartment price hikes to slow from 3% annually to more minor 1.5% or 2% price increases over the next few years.

The exception is the luxury market, where landlords will have the most trouble finding tenants. The luxury market, which is the priciest 5% of homes in any area. "Luxury will feel the pain first," says Willett.

*Continued on page 17*

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**President's Corner**  
**Continued from page 16**

There are just more expensive homes [than affordable ones] for sale or rent, so the luxury market is likely to be more vulnerable to price corrections in the event of a recession.

Only about 875,00 single-family homes were built last year, according to the National Association of Home Builders. But the nation needed about 1.1 million to eliminate the shortage.

Tariffs on building materials such as steel are already making construction more expensive. Meanwhile, inflation results in higher land, materials, and construction labor costs. That typically translates into fewer and more expensive new construction.

There could be some longer-term consequences as well as fewer rental developments are typically built when the economy sputters, so when things are a bit rosier, there may be fewer units available to fill the demand. Ultimately, that means when the country recovers, we could experience even greater housing and rental shortages than we've seen over the past few years.

The housing market undoubtedly faces its fair share of headwinds today. You can point to geopolitical issues, shifts in consumer/demographic preferences, buyers/sellers either timid from the last recession or nervous about the next one. Nobody can definitively say how and when this slowdown will hit, however, when looking at the simple supply and demand fundamentals, it becomes difficult to forecast the effects on the market to be as amplified.

*Much of this info was taken from [realtor.com](http://realtor.com) and [Clare Trapasso](http://ClareTrapasso.com) |*

*Clare Trapasso is the senior news editor of [realtor.com](http://realtor.com) and an adjunct journalism professor at St. John's University. She previously wrote for a *Financial Times* publication, the *New York Daily News*, and the *Associated Press*. She is also a licensed real estate agent with R New York. Contact her at [clare.trapasso@realtor.com](mailto:clare.trapasso@realtor.com).*



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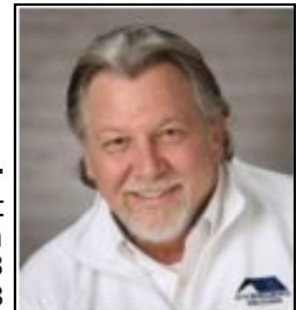
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Tristan R. Pettit is an attorney at Petrie and Pettit, SC located in Milwaukee, Wisconsin. He concentrates his practice in the area of landlord-tenant law, representing landlords and property management companies throughout the state. Tristan presents seminars on landlord-tenant law and related matters throughout the state, and is a past president of the Apartment Association of Southeastern Wisconsin, Inc., currently serving on its Board of Directors.



## Looking forward...

### **Membership Meeting—Monday, September 16, 2019**

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### **Save the Date: AASEW 2019 Trade Show**

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### **Save the Date: AASEW Landlord Boot Camp**

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### **Membership Meeting—Monday, November 18, 2019**

Annual Elections  
Taxes: Eric Trost will join us to talk taxes. What can you still do this year  
and what is the best move going into 2020.

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