



# Apartment Association of Southeastern Wisconsin

*Advocating for Sustainable Rental Housing*

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Website: [www.aasew.org](http://www.aasew.org)

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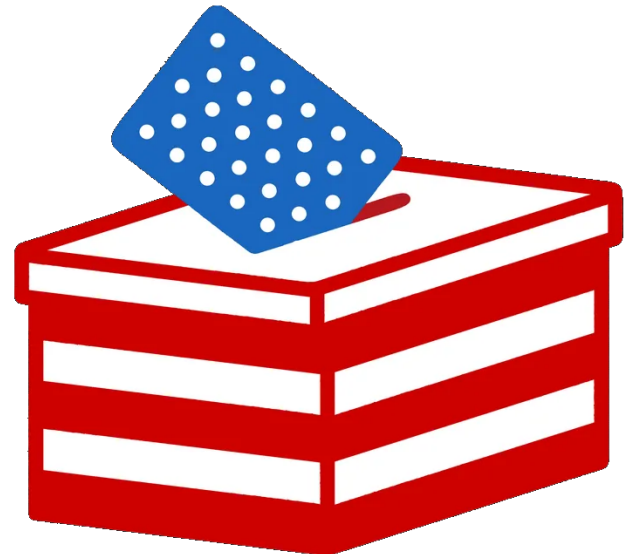
The annual meeting of members of the AASEW will be held on November 21, 2022, at 6:00 PM at the Sonesta Hotel in Wauwatosa.

The business portion of the meeting will be held after we have heard from our guest speakers.

The main item of business will be the election of the Treasurer, who serves a one year term, the election of five directors for two-year terms, and the election of one director for the remaining year of the term ending in 2023 of Director Jasmine Medina who has resigned. The Board consists of nine persons including the treasurer.

Announced Candidate for Treasurer is Tim Ballering. Announced Candidates for two year terms are Mike Cottrell, Tristan Pettit, Dawn Anastasi, and Adam McCarthy. Announced Candidate for the open one year term is Noah Jacobson.

Any AASEW member who wishes to be placed on the ballot for a position as treasurer or as a director must notify AASEW President Mike Cottrell, per email to [mike.cottrell@equitablebank.net](mailto:mike.cottrell@equitablebank.net) no later than 5:00pm on Thursday, November 17, 2022.



**Location:**

Sonesta Milwaukee West  
10499 W Innovation Drive  
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**Date/Time:**

Monday, 11/21/22  
5:30pm - Registration  
6:00pm - Program starts

**Cost:**

AASEW Member: FREE  
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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 the rental property."*

# The Apartment Association of Southeastern Wisconsin Inc.

## 2021 AASEW Board of Directors

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Mike Cottrell (2022)

### Treasurer

Tim Ballering (2022)

### Executive Committee

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Tristan Pettit (2022)

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Brandon Bruckman (2022)

Steve Belter (2023)

Jasmine Medina (2023)

Kurt Kasdorf (2023)

Adam McCarthy (2022)



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## Rent Control Heats Up Amid Challenges From Industry

*By Diana Mosher, Multi-Housing News*

Kingston, N.Y., a picturesque town on the Hudson River 90 miles north of New York City, could be a sign of challenges ahead for the multifamily industry.

In August, Kingston became the first city in upstate New York to adopt rent control. Declaring a housing emergency under the state Emergency Tenant Protection Act, the Kingston Common Council voted to adopt rent stabilization.

Approximately 1,200 rental units are affected. Landlords will only be able to increase their rent by a percentage determined by a nine-person board. Now the apartment industry is watching to see whether other municipalities in the region will follow in Kingston's footsteps.

The national housing crisis has made rent control a hot topic all around the country. According to research by Redfin, rents in many U.S. cities have risen by more than 30 percent. Some organizations, including the National Low Income Housing Coalition, are in favor of federal rent control to eliminate what they see as price gouging.

"Our position is that these are failed policies that go by a number of different names nowadays, but ultimately they work against housing affordability because they reduce the quality and quantity of the housing stock," said Nicole Upano, assistant vice president of housing, policy & regulatory affairs at the National Apartment Association.

Likewise, the National Multifamily Housing Council cites decades of research supporting the detrimental effects of rent control. "We recently surveyed NMHC members and 60 percent of multifamily firms were actively reducing or avoiding investments in rent-controlled markets. Another 15 percent were considering doing so," said Jim Lapides, vice president of advocacy and strategic communications at NMHC.

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This trend is counterproductive at a time when increasing supply is critical, he adds. “Unfortunately, rent control has the exact opposite effect. It exacerbates the very problem we’re trying to solve.”

### Rent control spreads

“Policymakers are looking for that short-term fix to be able to satisfy their constituents and help them, especially during hard times. Since the pandemic, it’s become an even more heightened area of interest,” said Upano. “We’re seeing rent control pop up in areas around the country that you would never have (expected) to see them pop up.”

In Portland, Maine, for example, the rent control ordinance approved by voters in November 2020 went into effect on Jan. 1, 2021. It established the rate charged in June 2020 as the base rent for most units and capped annual increases. This ordinance applies to both long-term and short-term units. It also established a rent board to conduct hearings and consider landlord requests for rent increases.

In June, neighboring South Portland followed suit, issuing an emergency ordinance that will remain in effect through November. That measure established an eviction moratorium and capped rent increases at 10 percent annually.

Another hot spot is Albuquerque, N.M., where the city council is considering a resolution that would ask the state to remove its rent control preemptions. Though the resolution is non-binding, approval by the city council could hint at public sentiment in New Mexico’s largest city. “There was a large protest there from renters’ rights advocates, and with that kind of pressure we’re certainly concerned about what could potentially happen there,” said Upano.

### Finding loopholes

Many Florida markets have also had serious discussions about enacting rent control. Florida has a statewide preemption on rent control unless a municipality declares a housing emergency. The city council or county commissioners can then put forth an initiative that is put to a public vote. Orange County commissioners approved a measure for the November ballot that would allow for rent control in a limited capacity that aligns with the state preemption.



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“It’s a bit of a unique situation,” Upano observed. Thirty-one states prevent local governments from adopting rent regulation, but according to Upano, Florida allows for limited rent control when there’s a grave housing emergency. The Florida Apartment Association and the Florida Association of Realtors recently sued Orange County in an attempt to halt the ballot initiative.

“Barring a last-minute successful legal challenge, it is highly likely that voters in the Orlando area are going to have the opportunity to vote on rent control. And that’s a huge risk for the industry there,” said Lapides.

What happens in Orange County is being monitored by municipalities around the country and especially in Florida. “There’s so much continued pressure on rents in Florida and pain points for renters and pain points that are forcing legislators to consider possibly harmful short-term options,” said Upano.

“Places like Miami- Dade (County) are closely watching what’s happening in Orange County to see whether their rent control policy will pass muster.”

### **Walking back restrictions**

Last Fall, in St. Paul, Minn., voters approved what was considered at the time to be the most restrictive rent control ordinance in the country. It capped rent increases at 3 percent. There was no exemption for new construction or for when residents move out.

“Immediately, St. Paul had this huge blowback from that regulation,” Lapides noted. “Construction permits plummeted by 80 percent—investors and the industry pulled out because they couldn’t make this work. The effect was devastating.”

In September, the St. Paul City Council voted to allow landlords to raise rents by 8 percent plus inflation if a tenant moves out. They also added a 20-year exemption for new construction. According to Lapides, these fixes were telling because usually housing policy takes years, if not decades, to see the results.

“In St. Paul, they are walking back their very Draconian and inflexible rent control policies, because they’re seeing such a huge drop in permitting,” said Upano. “And that’s what we have been saying for so long regarding the very detrimental effects of rent control.”

*Continued on page 5*

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This year several rent control ballot initiatives have been thwarted. In North Las Vegas, the local culinary union attempted to place an initiative on the November ballot. It was struck down due to a technicality regarding how signatures were collected. But the apartment industry predicts that the union will try again and also push for statewide rent control.

In June, the Ohio legislature closed the key loophole in the state rent control law. Ohio cities are now blocked from imposing rent control measures on landlords.

The midterms may be telling, as well. To name one example, observers think it's highly likely that Massachusetts will elect a Democratic governor who may be more open to rent control than others have been in the past. "The midterms could play a huge role—will legislative chambers change, or will they become more or less progressive? Those are things we're watching very closely in the midterms," said Lapides. "And of course, in Orange County rent control is on the ballot this fall."

### Looking at the economics

For a variety of reasons, the most attractive locations for multifamily firms to do business are in those 31 states that have rent control preemptions. But there are no guarantees. Even in landlord-friendly Texas, inflation and severe housing shortages could push some cities toward rent control.

"We have to invest in projects and in markets where we can earn an appropriate risk-adjusted return," said Laurie Baker, COO of Camden Property Trust. "There are always cost considerations and that's what's missing in these rent control conversations. Nobody is talking about the increase in costs. But you (need) revenues to offset the increase in taxes, increases in insurance, increases in salaries and the maintenance. It makes the numbers difficult to achieve if your rent growth is capped at some arbitrary number."

Camden operates a geographically diverse portfolio of multifamily assets in 15 high-growth, business-friendly markets. The company is constantly seeking opportunities to expand its operating platform through new development or acquisitions. But Baker noted that the expansion of rent control in a market—especially for newly constructed properties—quickly changes the economics and negatively impacts the feasibility to develop.

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Camden keeps an eye on regions that show signs of becoming less landlord-friendly. More California cities, for example, are showing an interest in rent control since the California Tenant Protection Act went into effect on Jan. 1, 2020. This state law limits rent increases and removes the right of landlords to evict tenants without just cause. It also restricts the allowable annual rent increase to 5 percent plus a local cost-of-living adjustment of no more than 5 percent for a maximum increase of 10 percent.

“Orange County, Fla., has been a topic of discussion, so we’re monitoring that market and what happens in the coming elections because we have 10 communities there,” said Baker. “We’re also keeping an eye on Colorado. In the last couple of years there have been some proposals in certain areas for rent control.”

The rent control discussion is happening all around the country. Lapedes warns that the apartment industry must be mindful, vigilant and vocal. “No other group or industry is going to rescue us from these bad policies,” he said. NMHC has developed resources available at [GrowingHomesTogether.org](https://growinghomestogether.org) to help the industry talk about housing affordability and rent control.

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## AASEW Legislative Report



*By Heiner Geise, AASEW Legal Counsel*

Last week I had an in-person meeting with Meagan Winn who has been hired by the Milwaukee County Court system as Court Coordinator for the Eviction Diversion Initiative. She has prior experience in working on housing issues and has worked in other states on projects of this type.

I was able to give her an extensive overview of how the AASEW views the current housing market and the issues facing the eviction court in particular. She may become available as a resource to landlords, particularly pro-se landlords, who need guidance for an eviction filing or assistance to get their tenants into mediation to avoid a court case.

I attended a conference in Washington, DC on Oct. 17 titled “A Path to a Permanent Program” for emergency Rental Assistance. I raised questions as to why housing providers are not included in these programs (there were 250 people in person and another 1,000 on Zoom – but extremely few real estate investors).

Elisha Harig-Blaine, manager of Virginia’s Dept of Housing & Community Development, heard my complaint and spoke up to the federal government panelists from HUD and the White House: “Their voice [landlords] just seems to be absent from this conversation. I’m wondering what you can say as administration officials how you are reaching out to that sector – encourage them to come to the table.”

I was able to bring the detailed AASEW Eviction Study to the attention of HUD after the event.

On November 4 HUD announced that Princeton Univ. and other academic outfits are getting \$2 million to assess the impact of Emergency Rental Assistance “with a focus on housing stability and eviction outcomes.” Please send me your experiences so that I can forward the “outcomes” for landlords, both good and bad, for such reports.



## JPMorgan Chase wants to disrupt the rent check with its payments platform for landlords and tenants

By Hugh Son, CNBC

JPMorgan Chase is betting that landlords and tenants are finally ready to ditch paper checks and embrace digital payments.

The bank is piloting a platform it created for property owners and managers that automates the invoicing and receipt of online rent payments, according to Sam Yen, chief innovation officer of JPMorgan's commercial banking division.

While digital payments have steadily taken over more of the world's transactions, boosted in recent years by the Covid pandemic, there is one corner of commerce where paper still reigns supreme: the monthly rent check. That's because the market is highly fragmented, with most of the country's 12 million property owners running smaller portfolios of fewer than 100 units.

As a result, about 78% are still paid using old-school checks and money orders, according to JPMorgan. More than 100 million Americans pay a combined \$500 billion annually in rent, the bank said.

"The vast majority of rent payments are still done through checks," Yen said in a recent interview. "If you talk to residents to this day, they often say 'The only reason I have a checkbook still is to pay my rent.' So there are lots of opportunities to provide efficiencies there."

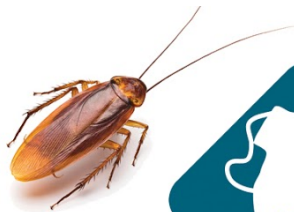
### Excel, QuickBooks

JPMorgan has spent the past few years working on the software, called Story, which is meant to ultimately become an all-in-one property management solution.

The bank aimed at first improving the rent collection process because it's the "most time-intensive process that exists today for a real estate owner-operator," according to Kurt Stuart, who runs JPMorgan's commercial term lending for the Northeast region.

Besides having to manually collect paper checks and depositing them, landlords typically lean on decades-old software including Microsoft's Excel and Intuit's QuickBooks to run their businesses, said Yen. Newer options more tailored to the real estate industry have appeared in recent years with names like Buildium and TurboTenant. None are dominant yet, according to the executive.

*Continued on page 8*



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Story will “give [property owners and managers] much more visibility across their entire portfolio to see exactly what’s been paid and what hasn’t been paid,” Yen said.

JPMorgan hopes to gain traction by offering users valuable insights through data and analytics, including how to set rent levels, where to make future investments and even assist in screening tenants, according to Yen.

While the bank says it is the country’s top lender to multifamily property owners with \$95.2 billion in loans out at midyear, it is aiming beyond its 33,000 clients in the sector.

Landlords and renters don’t have to be JPMorgan customers to sign up for the platform when it is released more broadly next year, said Yen. The bank hasn’t yet finalized its fee structure for the product, he said.

Residents can automate monthly rent payments, receive notifications, and view their payment history and lease agreement through an online dashboard. That provides ease of mind versus mailing out a paper check, Yen said.

### Digital push

It’s part of JPMorgan’s larger drive to create digital experiences, fend off fintech rivals and solidify client relationships. Under CEO Jamie Dimon, the bank has committed to spending more than \$12 billion a year on technology, a staggering figure that has raised eyebrows among bank analysts who called for greater clarity into investments this year.

JPMorgan hopes to move beyond making loans to property owners to eventually capture “a significant portion” of the \$500 billion in annual rent payments with its software, commercial banking CEO Doug Petno told analysts in May.

“We’ve been investing to build comprehensive payments and rent solutions capabilities specifically for our multifamily clients,” Petno said. “In doing this, we hope to create an entirely new and substantial revenue opportunity for our business.”

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## HUD Announces Availability of More than \$148 Million in Supplemental Funding for Multifamily Assisted Housing Property Owners to Combat COVID-19

*HUD Press Release November 1, 2022*

The U.S. Department of Housing and Urban Development's (HUD) Office of Multifamily Housing Programs announced today that it is opening a new application period for COVID-19 Supplemental Payment (CSP) funding.

This will provide owners of Multifamily properties participating in assisted housing programs an opportunity to apply for more than \$148 million in supplemental operating funds to support expenses associated with protecting residents and staff from COVID-19.

Owners of properties participating in HUD's Section 202 Housing for Low- and Very-Low Income Elderly, Section 811 Housing for Low- and Very-Low Income Persons with Disabilities, and Section 8 Project-based Rental Assistance programs are eligible to receive reimbursements from this pool of funds for eligible expenses incurred from March 27, 2020, through January 31, 2023. The deadline for applications is February 21, 2023.

"We encourage property owners to make full use of these funds to help protect HUD-assisted residents from COVID-19," said Deputy Assistant Secretary for Multifamily Housing Ethan Handelman. "Reimbursements are available for capital improvements such as ventilation systems and broadband installation, as well as the extraordinary operating costs properties have experienced, to help vulnerable residents in Multifamily assisted housing properties during the pandemic."

This latest round of funding will allow owners to submit applications for reimbursement of eligible expenses incurred for the four previously announced operating periods from March 27, 2020, through October 31, 2021, and the new operating period announced today from November 1, 2021, through January 31, 2023.

HUD has expanded the current list of eligible expenses to include reimbursement for resident training on use of technology to access on-line property management portals and supportive services, and costs to enhance outdoor seating spaces to facilitate gatherings.

HUD has also extended the timeframe for delivery and installation of equipment categorized under eligible capital expenses and provided additional detail on reimbursements for allowable internet infrastructure costs and emergency generator purchase eligibility.

The Department does not anticipate making future CSP funding available following this round.

### About COVID-19 Supplemental Payments

COVID-19 Supplemental Payment (CSP) funds were allocated by Congress under the Coronavirus Aid, Relief and Economic Security Act.

CSP funds help address operating cost increases incurred by owners to prevent, prepare for, or respond to COVID-19 at their properties.

These payments supplement rental assistance funding. From July 2020 through September 2021, HUD's Office of Multifamily Housing Programs has disbursed \$65 million in CSPs to owners with properties participating in Multifamily assisted housing programs.

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More information about HUD and its programs is available at [www.hud.gov](http://www.hud.gov) and [espanol.hud.gov](http://espanol.hud.gov).

Additional links:

- [HUD COVID-19 Resources and Fact Sheets](#)
- [HUD's Property Appraisal and Valuation Equity Work](#)





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## HUD Secretary: New data strategy will make voucher program more effective

By Molly Duerig

The U.S. Department of Housing and Urban Development (HUD) is trying a new strategy to help lower-income people benefit more from its flagship rental assistance program, HUD Secretary Marcia Fudge explained in a recent one-on-one interview with Spectrum News.

“Housing authorities now have the resources to raise the amount of the vouchers we give,” Fudge said. “We raised Fair Market Rents all across the country ... we do this by formula. But this year, for the first time, we have used resources that come from the private sector, not just the public sector.”

The federal Housing Choice Voucher (HCV) program — also commonly known by its former name, “Section 8” — helps cover the cost of rent for lower-income people who qualify. Fair Market Rents (FMRs), published annually by HUD, help public housing authorities determine how much rental assistance they can provide to qualifying residents.

HUD in September announced it would, for the first time, use private sector rental data to help set FMRs for this fiscal year, which began in October.

Traditionally, HUD relies on public data sources to set FMRs, but experts say those sources track market shifts more slowly — meaning usually, by the time HUD releases its annual FMRs, those rates are often already out of date.

Officials say the disconnect between FMRs and the reality of current rental prices can make it very challenging for voucher recipients to find a place they can afford to rent — especially within the relatively short time frame the program allows them to search. It’s a challenge only exacerbated by the record-setting rent hikes seen in the last two years.

But now, because HUD used private sector rental data to set this year’s FMRs, “we believe we have a better handle on what those amounts ought to be,” Fudge told Spectrum News during an October visit to Orlando.

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"We raised Fair Market (Rents), to make it more affordable, as well as to encourage landlords to rent to people that we give vouchers to," she said. "So that's very, very important."

### **Housing choice challenges**

Voucher recipients say they often struggle to find a property owner who will agree to rent to them. They say some landlords harbor negative stereotypes about "Section 8" tenants — for example because they earn lower incomes, they might come up short on rent.

In reality, landlords receive direct, timely payments from the public housing authorities administering vouchers, according to the U.S. Department of Housing and Urban Development.

That was a challenge single mom Serena Simeone says she encountered last year, as she tried to find somewhere to rent with her voucher in Brevard County.

"It's hard being on Section 8," she said. "People don't want to rent to you. They think everybody's, like, scummy people, and we're not."

Finally, last autumn, Simeone thought she'd found a place in Cocoa, but when she stepped into the unit, she says it was spattered with mold and cockroach corpses. She shared photos of the unit with Spectrum News.

"My God, this is not safe for my son and I at all," Simeone remembered thinking. "Obviously, I couldn't live there ... especially with my son and I having a disability," Simeone said. "We were really afraid."

But as a single mom living on a small, fixed income, Simeone said her other housing options were few and far between — even with her voucher, a form of assistance thousands of low-income renters can wait years to receive.

Here in Florida, eligible households wait an average of 41 months, or more than three years, to receive a voucher — one of the longest average wait times nationwide, according to one analysis of HUD data.

Simeone says she was finally lucky enough to find a landlord who would rent to her and her son.

As of mid-October, 220 other households in Brevard County were waiting for vouchers, which is a standard number, according to the county's public housing authority.

But it's a standard community advocates are working to change, one rental home at a time.

### **Filling a desperate need**

Back in 2008, the Macedonia Community Development Corporation of South Brevard built its first affordable rental home. Now they're up to 16, with voucher recipients currently occupying about a third of those units.

"We started this program because we saw that the need was so desperate," said Jerry Phillips, the group's president. "Affordable housing, there's nowhere near the number we need in the community."

The nonprofit collaborates with different partners, including government entities and other community organizations, to acquire land and build affordable properties for lower-income households. Each time they get a new rental unit ready, Phillips said the group fields approximately 30 phone calls about it.

"It's amazing when they're able to find a home," he said. "Especially now, with the increase in rent and everything, everything's going sky high."

But HUD's strict income requirements for households receiving assistance often present another, unintended consequence, Phillips said. "If their income goes up too high, then I can't renew (the renter's) lease," he said. "And that's a real problem."

He said that restrictions make it difficult for lower-income renters to build better lives for themselves in the long term because as soon as their financial situation improves past a certain point, they'll lose their housing — and all the stability that comes with it.

"It can be \$1 over (the limit), and I can't recertify them," Phillips said. "So that bothers me a lot ... because they can't afford to go anywhere else."

Phillips said he's writing a letter to HUD to suggest alternatives to the current rules. "It discourages people from doing better," he said. "They say to themselves: 'If I do better, then I'm gonna be put out of the house. So I won't get that part-time job. I won't look for a better job. And I won't save my money, because if I save my money, now I have too much money in the bank.'"

Still, despite the voucher program's challenges, Phillips said he appreciates what it's been able to do for some of the tenants he works with. "We tell them, get Section 8 ... we'll still rent to you," Phillips said.

# AASEW Business Member Directory

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445 S Moorland Rd Ste 400  
Brookfield, WI 53005  
[wbares@vrakascpas.com](mailto:wbares@vrakascpas.com)  
t: (262) 797-0400  
f: (262) 797-7895  
[www.vrakascpas.com/](http://www.vrakascpas.com/)

## CREDIT REPORTS

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

## EXTERMINATORS

**Humberto Pest Mgmt. Services**  
Humberto Lagar Cardenas  
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t: (414) 595-7378 (PEST)  
[www.hpestmgmt.com](http://www.hpestmgmt.com)

## FINANCING

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

## FINANCING

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

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

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

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

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

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<https://giertsenco.com/>

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Shari Engstrom  
Emergency Service 24/7/365  
Milwaukee, WI  
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7585 Equitable Dr  
Eden Prairie, MN 55344  
[keith.shellberg@johnsonfit.com](mailto:keith.shellberg@johnsonfit.com)  
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[Commercial.2ndwindexercise.com](http://Commercial.2ndwindexercise.com)

## FLOORING

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

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# AASEW Business Member Directory

## INSURANCE

### **American Family Insurance**

Jeff Van Dam  
13620 W Capitol Dr #F  
Brookfield, WI 53005  
[jvandam@amfam.com](mailto:jvandam@amfam.com)

## LIGHTING & ENERGY

### **Energy House LLC**

Doug McFee  
N52W27222 Elizabeth Dr  
Pewaukee, WI 53072  
[dmcfee@wi.rr.com](mailto:dmcfee@wi.rr.com)

### **WE Energies**

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

## PAINT & PAINTING SUPPLIES

### **Sherwin Williams**

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[swrep6301@sherwin.com](mailto:swrep6301@sherwin.com)  
t: (262) 549-9007  
[www.sherwin-williams.com](http://www.sherwin-williams.com)

## REAL ESTATE BROKERS

### **Greg Chadwell RE/MAX Lakeside**

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

### **Goldman Group at RE/MAX**

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

## REAL ESTATE CONSULTING

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

## TOWING & RECOVERY SERVICES

### **Always Towing & Recovery, Inc**

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

## UTILITY MANAGEMENT AND BILLING

### **Utility Services LLC**

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

## WATER HEATERS

### **Reliable Water Services**

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

## PROPERTY MANAGEMENT

### **Appleton Rental Homes**

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

### **Aspen Crossing Apartments**

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

### **Bartsch Management LLC**

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

## PROPERTY MANAGEMENT

### **Berrada Properties Management Incorporated, LLC**

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

### **Horizon Management**

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

### **Prospect Management Company**

t: (414) 540-0004  
[help@pmcwi.com](mailto:help@pmcwi.com)  
[www.pmcwi.com](http://www.pmcwi.com)

### **MPI Property Management, LLC**

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

### **Real Property Management Greater Milwaukee**

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

### **Wisconsin Lakefront Property Management LLC**

Eileen Robarge  
[info@windwardcovellc.com](mailto:info@windwardcovellc.com)  
t: (866) 542-5851  
[www.lakefrontpropertyllc.com](http://www.lakefrontpropertyllc.com)



LANDLORD  
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2022.11.12

8:30 AM  
TO  
6:00 PM



**AASEW OWNER  
Article Guidelines**

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

Here are the current submission guidelines:

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

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

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

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

All articles must be properly attributed.


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

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## Free Online Fair Housing Training for Rental Managers

The Metropolitan Milwaukee Fair Housing Council is offering numerous free online fair housing training seminars for owners and managers of rental properties before the end of the year!

Whether you've been managing properties for decades, or are new to the rental industry, these seminars will offer you important, up-to-date information about how to comply with fair housing laws.

The seminars will take place for housing providers in Milwaukee County, the City of Milwaukee, and Wauwatosa.

### City of Milwaukee

- Nov. 15, 6 - 7:30pm
- Nov. 16, 1 - 2:30pm

[Register Here](#)

**Milwaukee County** (for owners and managers of property outside of West Allis, Wauwatosa, and the City of Milwaukee)

- Nov. 9, 12 - 1:30pm
- Nov. 10, 6 - 7:30pm
- Nov. 17, 10 - 11:30am

[Register Here](#)

### Wauwatosa

- Nov. 14, 8:30 - 10am
- Dec. 15, 12 - 1:30pm

[Register Here](#)

The seminars will include information about the protected classes and prohibited practices delineated by local, state and federal fair housing laws, as well as emerging issues such as sexual harassment and hate incidents in housing situations.

If you need materials in alternate formats or other accommodations to access our services, please call 414-278-1240. This material presented during the seminars is intended for general information purposes only and does not constitute legal advice. Recording of the seminars is not permitted.

## Consider Donating to the AASEW

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

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

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

### So how can you help?

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

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

[www.aasew.org/Donate](http://www.aasew.org/Donate)

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

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

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

Please don't assume "someone else" will donate.

**We need YOU.**

All landlords in Southeastern Wisconsin, working together, make us a strong organization.

A large **THANK YOU** to those who have already donated!

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## Last Call -- Boot Camp 2022 Registration!



### Register Here

The Landlord Bootcamp is taking its final registrations!

**When:** Saturday, November 12, 2022

**Time:** 8:30am - 6:00pm

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

**Prices:**

- \$224.00 -- AASEW Member
- \$374.00 -- Non-Member
- \$375.00 -- Boot Camp + 12 Month Membership

All prices include lunch.

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

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

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

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

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

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

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

## Milwaukee County DHHS Energy Assistance Program

The 2022-2023 Milwaukee County Energy Assistance Benefit Season begins October 1, 2022, and runs through May 15, 2023. During the benefit season, eligible county residents can apply for a one-time payment to help cover a portion of their energy bills.

The amount of the benefit varies depending on a number of factors, including household income and size, as well as their heating bills. Residents may also qualify for other benefits as well to reduce their utility costs.

Tenants can schedule an appointment by calling 414-270-4653 or by applying online.

[KeepWarmMKE.org](https://www.KeepWarmMKE.org)

The Home Energy Plus Program uses a previous one-month income test, which is annualized to determine program income eligibility. Unemployment and stimulus payments will not be counted as income when applying before the season ends.

Beginning October 1, 2022, the income requirements are as follows:

<u>Family Size</u>	<u>1-Month Income</u>	<u>Annual Income</u>
1	\$2,675.25	\$32,103
2	\$3,498.42	\$41,981
3	\$4,321.58	\$51,859
4	\$5,144.83	\$61,738
5	\$5,968.00	\$71,616
6	\$6,791.17	\$81,494
7	\$6,945.50	\$83,346
8	\$7,099.83	\$85,198

The Milwaukee County Energy Assistance Program also offers year-round benefits as well to help eligible utility customers reduce their bills, make repairs or upgrades to their homes or furnaces, and stay connected.




## Looking for Multi-Family Real Estate Financing?



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

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## Rental Property Owner and Tenant News from Around the Country

Compiled By Dawn Anastasi, AASEW Board Member



Here are some news stories regarding landlord/tenant relations, to keep you informed about what's going on around the country.

**Kansas City, MO** - KC Tenants is a pro-tenant group created in 2019 and has organized against landlords. It has drafted a Tenants Bill of Rights and secured its passage through the KC City Council. The group has successfully lobbied for the right of people faced with eviction to be represented by a lawyer. KC Tenants is a non-profit and has 4300 members, seven full time employees, and a \$450,000 annual budget.

**Ann Arbor, MI** - The Ann Arbor City Council recently passed a new "right to renew" law. The Right to Renew Ordinance requires landlords in Ann Arbor to make a good faith offer to renew a lease to a tenant 180 days prior to the end of their current lease, unless the landlord can establish good cause not to renew to the current tenant.

**Cincinnati, OH** - The Port of Greater Cincinnati Development Authority has been purchasing houses owned by out of state investors. The first purchase has been 194 homes formerly owned by a CA-based company. The agency outbid 12 other investors, taking on \$14.5 million in debt for those 194 homes. It has since paid \$2 million more toward fixing them up.

**Los Angeles, CA** - The Los Angeles City Council recently voted to end its eviction moratorium on January 31, 2023. There is an exception if tenants are unable to pay their rent due to COVID-19 for rent due December 2022 and January 2023. However, tenants that have additional tenants and pets in their unit due to COVID-19 continue to have eviction protections through January 31, 2024.

Additionally, Los Angeles protects tenants who have unpaid rent. Rent owed from March 1, 2020 to September 30, 2021, tenants must pay by August 1, 2023. Rent owed from October 1, 2021 to January 31, 2023, tenants must pay by February 1, 2024.





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

## Upcoming Event

### Landlord Lunch and Learn Series

**Topic: Managing Tenant Turnover**  
**How to best manage tenant turnover and  
avoid losses while moving out and moving in.**  
**Plus Milwaukee Market update.**

When: November 16, 2022 12:00pm

Location: Virtual

Cost: AASEW Member - FREE

Non-Member - \$10

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

**[Register Here](#)**



**Marcus Auerbach**

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

For membership questions or assistance email us at  
[membership@aasew.org](mailto:membership@aasew.org)

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