



Project Proposal

Listing and Brokerage Services for City
of Whitewater, Wisconsin

AUGUST
2023

Presented To

City of Whitewater – City Manager’s Office
Attention: CDA Administrative Assistant
312 West Whitewater Street
P.O. Box 178
Whitewater, WI 53190

Presented By

Legacy Realty Group
Tim Vandeville Jr.
401 N Milwaukee St # 1,
Waterford, WI 53185

Executive Summary

Legacy Realty Group LLC is excited to submit our proposal to provide expert real estate brokerage services to the City of Whitewater, Wisconsin. As a firm, we bring experience, local market insights, and a commitment to serve the city's unique needs. Our owner and broker, Tim Vandeville Jr., will personally manage this project, applying his years of experience in both residential and commercial real estate to secure the best outcomes for the City of Whitewater.





About Our Firm

Established in 2018, Legacy Realty Group LLC has grown to a team of 8 full-time Realtors specializing in residential and commercial real estate. Our Managing Broker, Tim Vandeville Jr., has experience working with local government entities, including the Village of Waterford and the Village of Union Grove, and has represented large companies, including PRE/3, a multi-family developer and property management company.



Proposed Team and Experience

Tim Vandeville Jr., our Broker/Owner, will be the sole representative assigned to this project. An award-winning realtor and respected member of the community, Tim's accomplishments include the Emerging Leader Award in 2018, Rising Star in 2019, Realtor of the Year in 2022, and top 40 under 40 in the Milwaukee area in 2022. He has successfully worked on apartment developments, single-family developments, commercial developments, and land acquisition, bringing invaluable experience to this project.

Understanding of Local Real Estate Market

Tim Vandeville Jr.'s expertise extends to the Whitewater real estate market. He has successfully facilitated residential sales and is currently negotiating on a proposed project of over 100 apartment units in Whitewater. He understands the local market's unique challenges, such as lack of inventory, and will employ creative solutions to navigate these issues.



Marketing Strategies and Market Analysis

Our marketing strategy aims to match local developers and expanding businesses with the right opportunities. We will conduct an in-depth market analysis to determine the best approach, factoring in the complexity of the TID and the City's long-term vision. Past successful campaigns, such as assisting a local restaurant in Waterford with a \$2 million expansion, testify to our strategic and efficient approach.



Handling Inquiries, Showing Properties, and Negotiations

Tim will personally handle all inquiries, ensuring the right buyer matches the right opportunity. He will conduct timely property showings and follow up with potential buyers, facilitating a smooth and efficient process. During negotiations, Tim's experience with municipalities and understanding of TID complexities will prove invaluable. He will work closely with the City manager to represent the City's best interests, aligning negotiations with the City's long-term vision.

Fee Structure

We propose a commission rate of 4.5% based on the asking price of each parcel. This rate will cover all marketing expenses, including photos and videos of various locations. The commission is based on the list price and remains fixed regardless of the final sale price, providing predictability for the City. Any additional, non-traditional marketing expenses will be discussed and agreed upon prior to initiation.

References

Zeke Jackson

Village of Waterford Administrator
262-806-1750

Chris Slater

Owner of Hartland Shores
262-349-0020

Peter Turke

Attorney at Turke & Strauss
262-758-7100





Thank You

We look forward to the opportunity to work with the City of Whitewater and support its real estate objectives.

