



Project Proposal

Listing and Brokerage Services for City
of Whitewater, Wisconsin

APRIL

2025

Presented To

City of Whitewater – City Manager’s Office
Attention: Betsy Swenson
bswenson@whitewater-wi.gov
312 West Whitewater Street
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 pleased to submit this proposal to serve as the City of Whitewater's listing broker. We bring local market knowledge, municipal experience, and a proven ability to deliver results—most notably, facilitating the City's largest recent development by bringing in an outside investor.

All services will be led by Tim Vandeville Jr., broker/owner and 2025 President-Elect of the Lakes Area Realtors Association. This proposal addresses each item in the RFP scope and reflects our commitment to delivering hands-on, high-quality service from start to finish



WATERFORD LOFTS 2



NEARLY 2,800 SQUARE FEET OF
COMMERCIAL SPACE AVAILABLE



LEGACY REALTY GROUP
A TRADITION OF TRUST

TIM VANDEVILLE JR.
262.666.6666



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Legacy Realty Group LLC was founded in 2018 and is headquartered in Waterford, Wisconsin. We are a full-service real estate firm with a team of 9 full-time Realtors, experienced in both residential and commercial transactions.

Our broker/owner, Tim Vandeville Jr., has successfully partnered with municipal clients including the Village of Waterford and City of Whitewater, and has represented major developers such as PRE/3. We understand the structure and communication needs of public sector work and are equipped to navigate the complexities that often accompany it.

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Proposed Team and Experience

Tim Vandeville Jr. will serve as the sole representative for this project. Tim is the Broker/Owner of Legacy Realty Group LLC and currently serves as the 2025 President-Elect of the Lakes Area Realtors Association.

He brings extensive experience in both commercial and municipal real estate, including partnerships with the Village of Waterford. Tim has earned multiple awards for his leadership and performance in the field, including:

- Emerging Leader Award (2018)
- Rising Star (2019)
- Realtor of the Year (2022)
- Milwaukee's Top 40 Under 40 (2022)



Recent Success:

Delivering Whitewater's Largest Recent Development

Legacy Realty Group was the only brokerage firm to bring a large-scale, outside development project to the City of Whitewater in recent years. Tim Vandeville Jr. successfully introduced and secured developer Hartland Shores for a project that has since closed, adding 128 new market rate apartment units to the city's future housing supply.

Despite other firms being hired, no other broker facilitated a deal of this scale. Legacy Realty Group's proactive approach, developer relationships, and understanding of Whitewater's zoning and market potential made this deal possible.

This project is a clear example of our ability to deliver tangible results—not just listings—and highlights our strength in representing municipal interests in complex real estate transactions.

Scope of Services

Legacy Realty Group will provide the following services in accordance with the City's RFP:

Market & Valuation Analyses

We will conduct detailed property and market evaluations to determine the most competitive and realistic pricing strategies.

Marketing Strategy & Materials

We will create high-quality marketing materials, both digital and print, customized for each parcel and aligned with the City's goals.

Material Distribution & Monthly Reporting

All materials will be distributed to targeted buyers, developers, and investors. A monthly report will be submitted to the Economic Development Director detailing outreach and engagement results.

Inquiry Handling & Property Showings

Tim Vandeville Jr. will personally handle all inquiries and schedule/show properties promptly to qualified buyers.

Buyer Qualification Verification

All potential buyers will be screened and qualified to ensure capability and fit with project expectations.

Offer Analysis & Negotiation Support

Offers will be reviewed and analyzed with strategic guidance provided to the CDA and its representatives.

Representation Through Closing

We will represent the City throughout all negotiations and transaction steps through final closing.

Closing Coordination

We will coordinate all required steps in the closing process to ensure seamless execution.

Customary Brokerage Services

All standard services expected from a licensed brokerage will be included.

Weekly Activity Reports

Weekly updates will be delivered to the Economic Development Director with highlights of inquiries, progress, and market insights.

Monthly Zoning Meetings


We will meet monthly with the City's zoning administration to align listings with current and future zoning realities.

Expert Market Consultation

Legacy Realty Group will provide ongoing consultation on local market trends, pricing, and return potential.

Additional Services

Any additional services requested by the City will be discussed and implemented upon mutual agreement.



Understanding of Local Real Estate Market

Our marketing strategy is designed to attract qualified buyers and maximize value for the City of Whitewater. We utilize a targeted, professional approach that includes:

Custom Marketing Materials

Creation of high-quality brochures, listing sheets, and digital campaigns tailored to each parcel.

Digital + Print Exposure

Listings featured on major MLS platforms, social media channels, and direct outreach to developers, investors, and brokers.

Targeted Distribution

Strategic promotion to local and regional contacts in our development network, with monthly updates shared with the Economic Development Director.

Market Research

Ongoing analysis of local conditions, TID complexity, and development activity to guide pricing and outreach.

Municipal Experience

Our work with local governments has taught us how to market properties with public interest, zoning, and long-term plans in mind.

Our aim is not just to list property, but to actively connect City-owned land with serious buyers aligned with Whitewater's vision.



Fee Structure

Legacy Realty Group proposes a listing agreement structured as follows:

- The listing commission shall be 4% of a mutually agreed-upon list price, converted to a flat fee.
- This structure ensures clear expectations and transparency, regardless of the final sale price.
- The 4% fee applies solely to Legacy Realty Group as the listing brokerage and is not intended to be split.
- Legacy Realty Group will collaborate with the City to determine an appropriate offer of compensation for any cooperating buyer's agent, which will be addressed and negotiated separately within the Offer to Purchase.

This approach provides clarity for both parties while preserving flexibility in buyer-side negotiations.

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 appreciate your consideration of Legacy Realty Group for this opportunity.

We are committed to providing the City of Whitewater with experienced, results-driven real estate brokerage services that reflect the City's goals and long-term vision.

If you have any questions or need additional information, please contact:

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