



**PLANNED
MIXED USE
WATERFRONT
NEIGHBORHOOD**

LA CROSSE, WI 

**RIVER
POINT**
DISTRICT

OFFERING MEMORANDUM

CBRE

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MULTIFAMILY CONTACT

GRETCHEN RICHARDS, CCIM

Vice President
+1 608 239 2025
gretchen.richards@cbre.com

RETAIL-OFFICE-HOSPITALITY-MIXED USE CONTACTS

BRIAN WOLFF

Vice President
+1 608 513 9653
brian.wolff@cbre.com

BRIAN PANKRATZ

First Vice President
+1 952 924 4665
brian.pankratz@cbre.com

PATRICK D. GALLAGHER

Executive Vice President
+1 414 274 1688
p.gallagher@cbre.com

MATSON HOLBROOK, CCIM

First Vice President
+1 414 274 1622
matson.holbrook@cbre.com

ELIZABETH JAEKELS

Production Analyst
+1 414 274 1607
elizabeth.jaekels@cbre.com





RIVER POINT DISTRICT



Executive
Summary

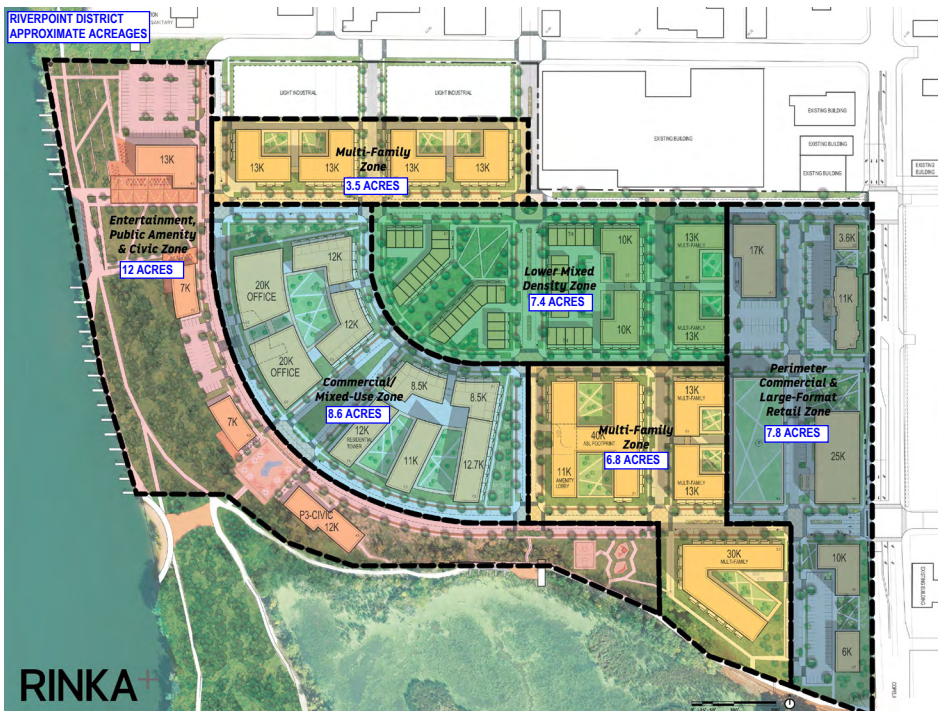
01

The Offering

River Point District will be a new destination in downtown La Crosse, providing a walkable urban feel, nestled amongst adjacent greenspace and beautiful La Crosse River. Within the development will be small-scale neighborhoods, unique shopping, and entertainment choices. Recreational walking and biking paths will connect the community to the rivers and downtown.

Proposed uses for the site include a diverse assortment including retail, multifamily, commercial, entertainment and public areas. These uses are proportionate to an active and sustainable mixed-use community. The rendering to the right demonstrates provides an example of the distribution of property types organized to take advantage of views and visibility, active internal streets, and blend seamlessly with the neighborhood. The final layout and orientation may vary depending on the area requirements for individual users.

River Point District can accommodate more than 800 housing units - from low density townhouse to larger mixed-use developments. Commercial and retail sites, including hospitality, are prominent in the development along Copeland Avenue. Parcels range in size and price and are based on the type of use, approved density, and location within the development.





River Point District

ADDRESS	37 Copeland Avenue La Crosse, WI 54603
SITE SIZE	25.77 AC (demisable), See pages 8-9 for detail
PRICING	Parcel prices vary depending on the use and location within the Development

Investment Highlights

- + Mixed-use development on the Mississippi River
- + Financial incentives available
 - **Tax Incremental Financing (TIF)** district, which supports development feasibility and progress, as well as the long-term fiscal health of all involved parties.
 - **New Markets Tax Credits (NMT)** Program. NMT is a financing tool that allows individual and corporate investors to receive federal tax credits for investing in community development.
- + Strong local demographics
- + Pro-business & growth community

Development Zones

- A** Commercial/Retail

- B** Multi-Family

- C** Multi-Family/Townhouses

- D** Multi-Family

- E** Senior Housing

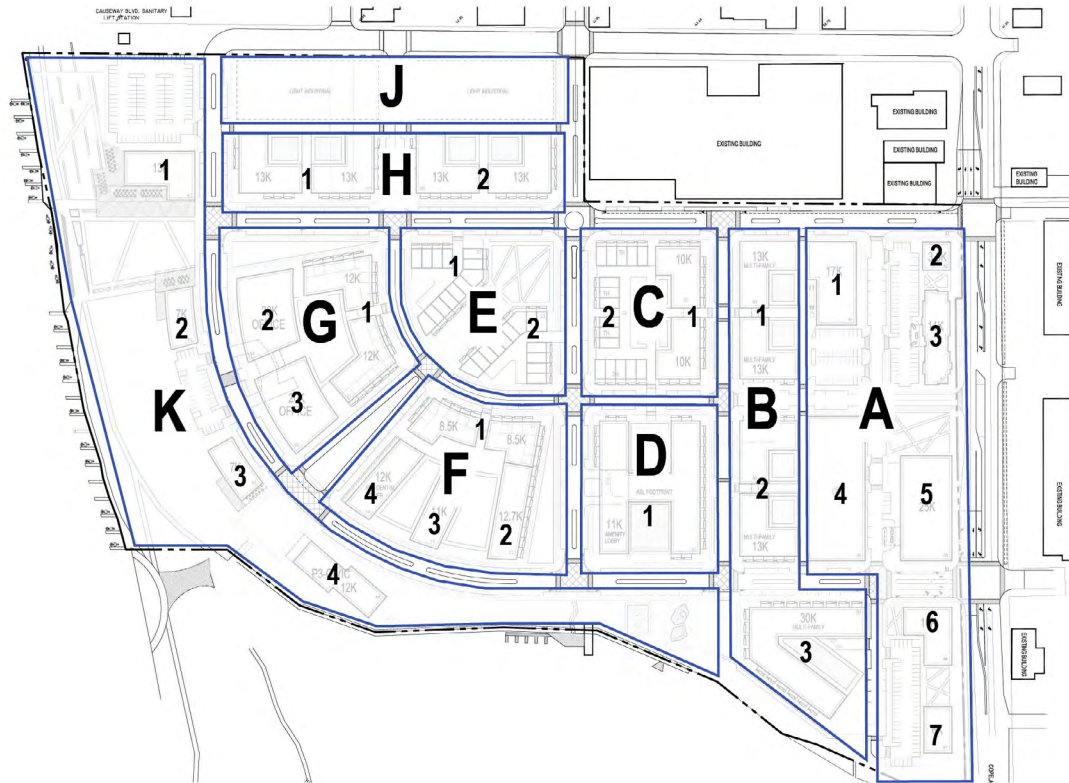
- F** Townhouses

- G** Large Multi-Family

- H** Office/Mixed-Use

- K** Entertainment/F&B Civic & Commercial

FIGURE 2.3.1: Site plan with labeled zones corresponding to the development summary.



	SQUARE FOOTAGE	USE	APPROXIMATE UNITS	LEVELS	SUGGESTED MINIMUM PARKING*	PARKING SHOWN (INCLUDES ASSOCIATED STREET PARKING)	NOTES
ZONE A - (4.8 ACRES +/-)**							
A1	17,000	Retail	-	1	68		Single or multi-tenant midbox retail
A2	3,600	Retail	-	1	14		Single tenant retail
A3	44,000	Hotel	100 Keys	4	100		Dedicated additional parking with A4
A4	-	Parking Structure	-	3	-	506	Dedicated overflow parking for zone A
A5	50,000	Office	-	2	200		Can increase in scale w/ additional parking structure levels
A6	10,000	Retail	-	1	40		Multi-tenant inline retail, shared parking as needed
A7	6,000	Retail	-	1	24		Multi-tenant inline retail, shared parking as needed



	SQUARE FOOTAGE	USE	APPROXIMATE UNITS	LEVELS	SUGGESTED MINIMUM PARKING*	PARKING SHOWN (INCLUDES ASSOCIATED STREET PARKING)	NOTES
ZONE B - (3.7 ACRES +/-)***							
B1	55,100	Multi-Family	55	3	-		Walk up multi-story residences w/ at grade parking
B2	58,200	Multi-Family	58	3	-	282	Walk up multi-story residences w/ at grade parking
B3	60,000	Multi-Family	60	3	-		Mult-level townhouses/residences
ZONE C - (1.8 ACRES +/-)***							
C1	50,000	Multi-Family	50	3	-	84	Walk up multi-story residences w/ at grade parking
C2	29,440	Townhomes	16	3	-	INCL	Multi-story, parking self contained
ZONE D - (1.8 ACRES +/-)***							
D1	92,500	Senior Housing	93	3	-	119	Multi-story above parking & amenity
Zone E - (1.3 acres +/-)***							
E1	23,920	Townhomes	13	2	-	INCL.	Multi-story, parking self contained
E2	23,920	Townhomes	13	2	-	INCL.	Multi-story, parking self contained
ZONE F - (2.6 ACRES +/-)***							
F1	42,500	Multi-Family	3	3	-		Multi-story residences above parking structure
F2	44,450	Residential Tower	44	4	-		Multi-story residences above retail/parking structure.
F3	55,000	Residential Tower	55	6	-	465	Suggested 3 level internal parking structure
F4	132,000	Residential Tower	132	11	-		Less than 120' to top of floor plate, 11 stories on top of plinth
ZONE G - (2.6 ACRES +/-)***							
G1	60,000	Multi-Family	60	3	-		Multi-story residences above parking
G2	48,000	Office	-	3	192	460	Three story office above retail/parking structure. Suggested 3 level internal parking structure
G3	48,000	Office	-	3	192		
ZONE H - (2.0 ACRES +/-)***							
H1	65,000	Mixed-Use	65	3	-		Walk up multi-story residences w/ at grade parking, w/ retail opportunity at west corner
H2	65,000	Multi-Family	65	3	-	182	Walk up multi-story residences w/ at grade parking
ZONE J - (2.0 ACRES +/-)***							
J							Light Industrial/Commercial
ZONE K - (2.0 ACRES +/-)***							
K1	13,000	Commercial	-	1	52		-
K2	7,000	Commercial	-	1	28		-
K3	7,000	Commercial	-	1	28	179	-
K4	12,000	P3-Civic	-	1	120		-
Total	1,122,630	-	822	-	-	2,277	-

*Suggested minimum parking for non-residential buildings is based on common industry standards for project types.

**Overflow parking available in Zone G.

***Acreages shown do not include public roadways or public green spaces.





RIVER POINT DISTRICT

Development
Uses

02

Multifamily Overview

The La Crosse market has an inventory of approximately 6,200 units and a vacancy rate of 2.8%. Apartment operators continue to see strong demand, driven by favorable demographic trends, steady job growth, and in-migration to the region. La Crosse County saw 2.69% population growth since 2010 which bodes well for multifamily housing.

VACANCY

The La Crosse Metro Area vacancy rate edged down from 3.1% last quarter to 2.8% in 2021 Q2. The vacancy rate one year ago was 5.1%. According to CoStar, low multifamily vacancy rates are forecasted to remain below 3.0% through Q2 2022.

MARKET RENTS

The overall average market rent of \$961 was up 4.1% year over year. This growth rate reflects rent increases at existing properties, as well as the opening of several new apartment assets in the market over the past year. The current rent growth is the strongest in the available data since 2000.

METRO AREA SUPPLY & DEMAND

A total of 300 units were delivered last year during 2020. Absorption tracked just ahead of new construction, with a total of 386 units absorbed during 2020 through Q3 2021. The current absorption trend relates to a variety of favorable trends, including household formation, job growth, in-migration, and lifestyle factors. Most notably, this favorable absorption took place during the COVID-19 pandemic, wherein many markets suffered from increased vacancy due to new deliveries remaining unrented. Demographic trends in multifamily are anticipated to ramp up demand including downsizing Baby Boomers and Gen Z, the largest generation to date, entering young adulthood – a time typically marked by apartment dwelling.



6,273

MARKET INVENTORY



2.8%

VACANCY RATE



4.1%

ASKING RENT GROWTH



\$961

MARKET RENT



162

12-MONTH ABSORPTION



EXIST SANITARY LIFT STATION
CAUSEWAY BLVD. SANITARY
LIFT_STATION

LIGHT INDUSTRIAL

LIGHT INDUSTRIAL

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

Multi-Family Zone

13K

13K

13K

13K

13K

20K OFFICE

20K OFFICE

7K

12K

12K

7K

P3-CIVIC
12K

8.5K

8.5K

12K
RESIDENTIAL
TOWER

11K

12.7K

10K

10K

13K
MULTI-FAMILY

17K

3.6K

11K

Multi-Family Zone

11K
AMENITY
LOBBY

40K
ASL FOOTPRINT

13K
MULTI-FAMILY

MULTI-FAMILY
13K

25K

30K
MULTI-FAMILY

10K

6K

EXISTING BUILDING

EXISTING BUILDING

Retail & Mixed Use Commercial

Imagine a fresh, new and vibrant mixed-use destination. A unique place to work, live, and enjoy life that is familiar and authentic to the surrounding La Crosse area.

RETAIL | RESTAURANT | GROCERY

Located at the entrance to the District, parcel sizes vary but are meant to support uses such as grocery, multi-tenant centers and stand-alone buildings for food or service retail type businesses.

MIXED-USE COMMERCIAL

There are various opportunities for space located in one of the mixed-use buildings inside the District. Located on the main floor of a multi-family building, your business can take advantage of having a built-in clientele.



FAST CASUAL & LARGE
FORMAT PARCELS



SMALLER PARCELS FOR
STAND-ALONE BUILDINGS



OFFICE OR MEDICAL
SPACE ±45,000 SF



EXIST SANITARY LIFT STATION
CAUSEWAY BLVD. SANITARY
LIFT STATION

LIGHT INDUSTRIAL

LIGHT INDUSTRIAL

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXISTIN
BUILDING

13K

13K

13K

13K

13K

13K
MULTI-FAMILY

13K
MULTI-FAMILY

10K

10K

17K

3.6K

11K

20K
OFFICE

12K

20K
OFFICE

12K

**Commercial/
Mixed-Use Zone**

8.5K

8.5K

7K

12K
RESIDENTIAL
TOWER

11K

12.7K

P3-CIVIC
12K

40K
ASL FOOTPRINT

11K
AMENITY
LOBBY

13K
MULTI-FAMILY

13K
MULTI-FAMILY

**Perimeter
Commercial &
Large-Format
Retail Zone**

25K

30K
MULTI-FAMILY

10K

6K

Entertainment & Civic

The Entertainment and Civic Zone will have several natural areas which include public park areas for picnics and bike trails which connect to the downtown area. Add in the wonderful backdrop off the river - its sure to be the place to meet and celebrate.

There are only a few signature sites available. They've been identified for retailers, restaurants, breweries and open-air pavilions. These businesses will enjoy the city's programming of entertainment and other events which will draw people into the heart of, "The District".

THE DEVELOPMENT PLAN SHOWS A 13,000 SF BREWERY OR ENTERTAINMENT VENUE AND TWO 7,000 SF BUILDINGS SUITABLE FOR RESTAURANT OR RETAIL.

Brewery Site

LA CROSSE HAS ITS ROOTS IN THE BEER MAKING INDUSTRY AND IT CONTINUES ON IN THE MANY SUCCESS MICRO-BREWERIES OF THE AREA.

THE BREWERY SITE IS ONE OF THE MORE PREMIUM PARCELS IN THE DEVELOPMENT. THE PLAN SHOWS 13,000 SF BUT IS FLEXIBLE DEPENDING UPON YOUR NEEDS. PARCEL SIZE IS FLEXIBLE. CONTACT BRIAN WOLFF FOR MORE INFORMATION.

ENTERTAINMENT

Multi-function performance venue
Seasonal vending & markets

BREWERY RESTAURANT

Destination Type business with fun atmosphere



EXIST SANITARY LIFT STATION
CAUSEWAY BLVD. SANITARY
LIFT_STATION

LIGHT INDUSTRIAL

LIGHT INDUSTRIAL

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXISTING BUILDING

EXIST BUILD

EXISTING BUILDINGS

**Entertainment,
Public Amenity
& Civic Zone**

13K

13K

13K

13K

13K

7K

20K OFFICE

20K OFFICE

12K

12K

8.5K

8.5K

11K

12.7K

P3-CIVIC
12K

10K

13K
MULTI-FAMILY

17K

3.6K

11K

10K

MULTI-FAMILY
13K

40K
ASL FOOTPRINT

13K
MULTI-FAMILY

11K
AMENITY LOBBY

MULTI-FAMILY
13K

25K

30K
MULTI-FAMILY

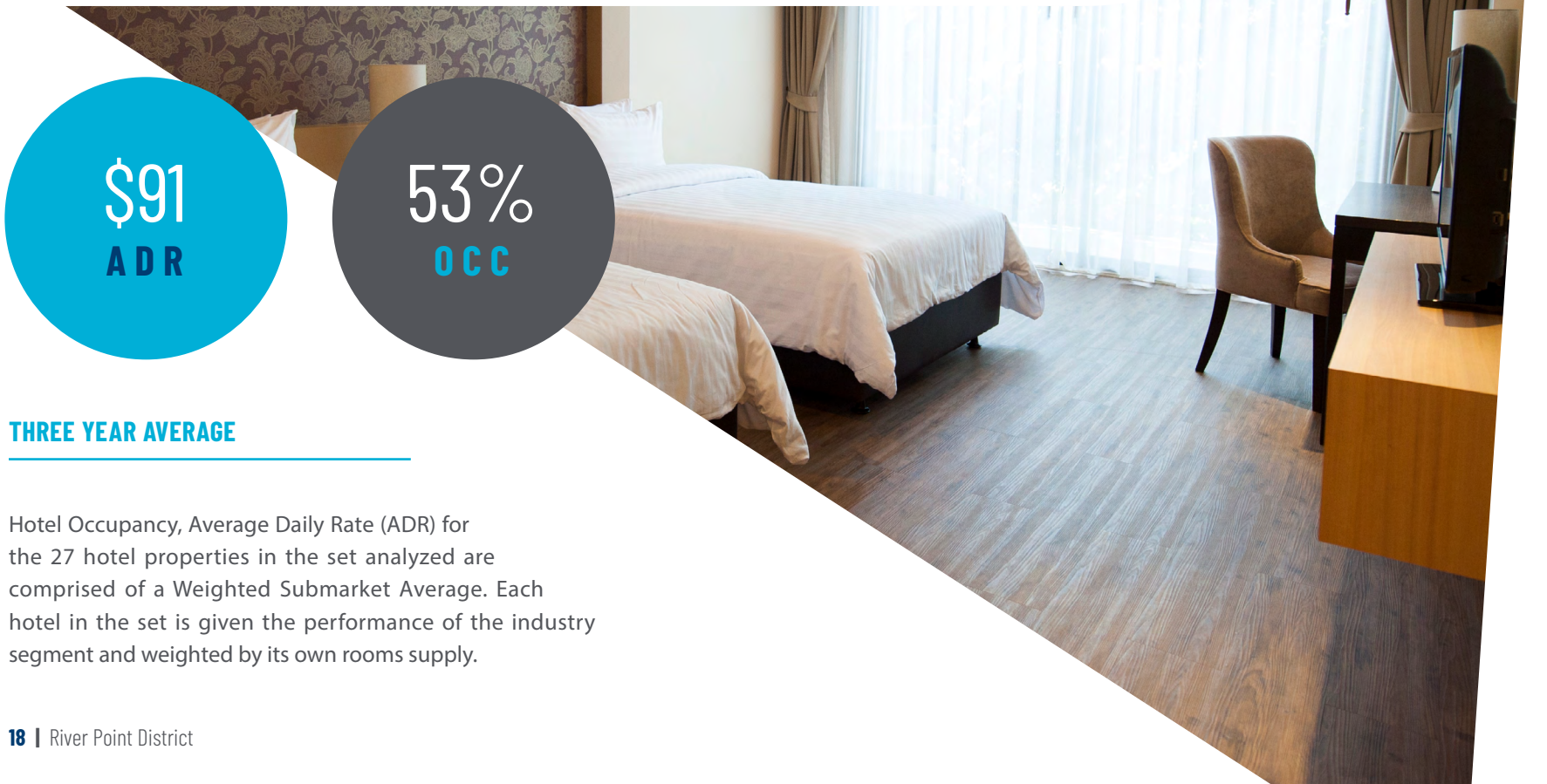
10K

6K

Hospitality

The La Crosse/Onalaska market hospitality market is comprised mostly of limited-service midscale to upper midscale hotel brands. In downtown La Crosse there are two upscale hotels – the Radisson and The Charmont. The effects of the COVID-19 outbreak have been felt everywhere. The current expectation is with stimulus as well as pent up demand will lead to a substantial rebound in economic activity in 2021 continuing into 2022. The average occupancy over the past three-years has been 53% with an ADR of \$91.00. New hotel deliveries have included the Holiday Inn Express, Home2 Suites and Fairfield Inn.

Based on the strength of the La Crosse hotel market we are happy to offer one hotel site within the River Point development.



THREE YEAR AVERAGE

Hotel Occupancy, Average Daily Rate (ADR) for the 27 hotel properties in the set analyzed are comprised of a Weighted Submarket Average. Each hotel in the set is given the performance of the industry segment and weighted by its own rooms supply.

Tax Incremental Financing (TIF)

Tax Increment Financing (TIF) is the principle economic tool, approved by the State of Wisconsin, that communities use to stimulate development/redevelopment. TIF funds originate from the tax money generated from an improvement or development greater than the tax generated by the site before the development. This tax increment money is then allocated to the City for its use in making infrastructure improvements in the Tax Increment District (TID) during the life of the District. At the end of the TID term, all of the taxes are again paid to the regular taxing bodies but at a much higher assessed valuation than would have been possible without the TID.

The City of La Crosse has established 16 Tax Incremental Districts, of which, 11 districts are currently open. In recent years TIF has leveraged such developments as Kwik Trip expansions, Gundersen expansions, Logistic Health I, II, & III, downtown parking ramps, the Airport Industrial Park and Terminal, International Business Park, as well as Downtown and Neighborhood Revitalization projects.





RIVER POINT DISTRICT



Location
Overview

03

La Crosse Overview

The La Crosse region is made up of the communities of La Crosse, Onalaska, Holmen, La Crescent, Campbell and West Salem, with a population of 137,619 people.

La Crosse is located along the Mississippi River in a scenic area called the Driftless Region. This is in reference to the untouched area of glacial erosion and deposits – leaving the untouched rolling hills and bluffs. The city is located on I-90 between Minneapolis-St. Paul, Dubuque, Des Moines and Madison/Milwaukee.



DUBUQUE, IA
2.25 HOURS



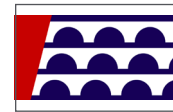
MADISON, WI
2.25 HOURS



MINNEAPOLIS, MN
2.5 HOURS



MILWAUKEE, WI
3.0 HOURS



DES MOINES, IA
4.5 HOURS

DOWNTOWN

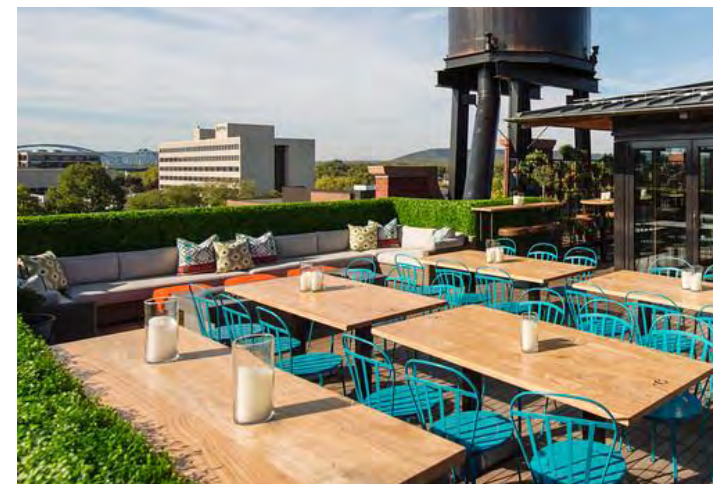
The historic downtown area has much to offer – several restaurants of varied tastes, quaint shopping and great entertainment options.

FESTIVALS & EVENTS

La Crosse has several festivals and celebrations throughout the year, making the River Point District a natural destination to host future events. Several of the longstanding and most-popular festivals are held downtown along the riverfront. As the popularity continues to grow for events such as Oktoberfest, Irishfest, and other multi-day music festivals, so will the heart of the downtown. On a smaller scale, the River Point District greenspace areas provide a welcoming environment for individuals and small groups to gather and enjoy themselves.

ARTS & CULTURE:

The La Crosse area has some of the finest venues for enjoying cultural entertainment. Between performances from La Crosse Symphony Orchestra at the Performing Arts Center to theater programs at the UW-La Crosse campus – there is no shortage of events to attend.





LIVE:

Make yourself at home. With more than 800 residential units planned, River Point District offers inviting spaces to fit any need and budget.

- + Enhanced balance and serenity, thanks to ample green space, as well as views of and access to La Crosse's spectacular rivers, wetlands, and bluffs
- + Convenient shopping, dining, and recreation, all within walking distance of home
- + Plentiful opportunities for exercise and outdoor enjoyment, with adjacent bike trails, walking trails, water access, and more
- + Easy-to-navigate surroundings, above-ground parking just steps from home and convenient access to public transportation

PLAY:

So many conveniences - all within walking distance:

- + Walking and biking trails
- + Festival grounds
- + Historic downtown La Crosse
- + Riverside Park
- + Wildlife habitat
- + Restaurants, coffee shops, and pubs
- + Retail shops of all kinds
- + Live music and theater
- + Event spaces

WORK:

River Point District helps entrepreneurs and business owners attract and retain top talent, thanks to:

- + A natural setting which enhances workplace quality-of-life
- + A welcoming neighborhood atmosphere which helps employees feel at home
- + Varied shopping, dining, and recreational options which can be enjoyed conveniently before or after work
- + Opportunities for rejuvenating outdoor activity (bike trails, walking trails, water access and green spaces)
- + Commuter convenience, with above-ground parking and easy access to public transportation

Higher Education

UW-LA CROSSE

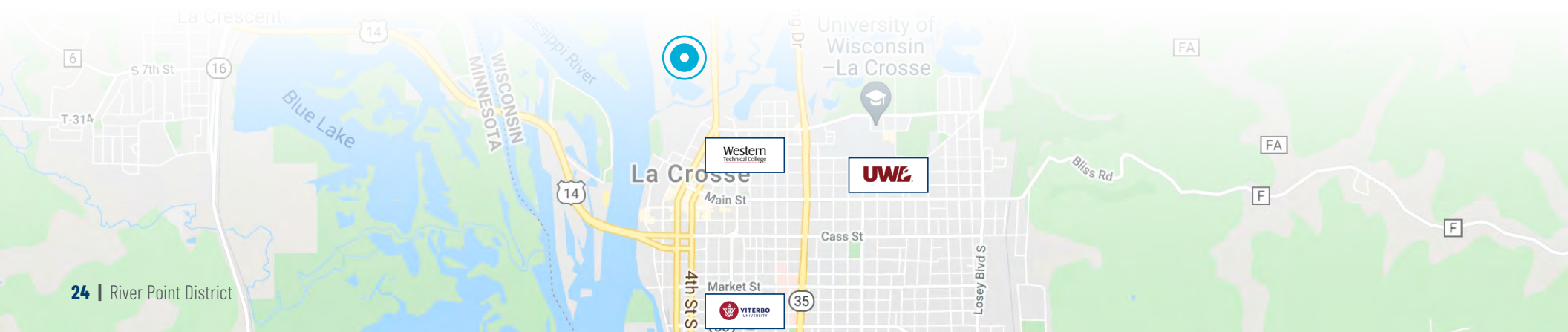
University of Wisconsin La Crosse (UW LaCrosse) was founded in 1909 and has a current enrollment of 11,000 students. The sprawling 125-acre campus welcomes students enrolled in undergraduate and graduate schools from 41 states and 37 countries. UW-La Crosse has 102 nationally recognized undergraduate programs including occupational and physical therapy, archaeology, and anthropology, programs as well as 30 Graduate and 22 Doctoral programs. UW La Crosse competes in 21 sports at the NCAA Division III level.

WESTERN TECHNICAL COLLEGE

Western Technical College is a public community college in La Crosse, Wisconsin. A member of the Wisconsin Technical College System, the Western Technical College District serves 11 counties and enrolls over 5,000 students. The college has six campus locations in western Wisconsin, and its main campus is located in downtown La Crosse.

VITERBO UNIVERSITY

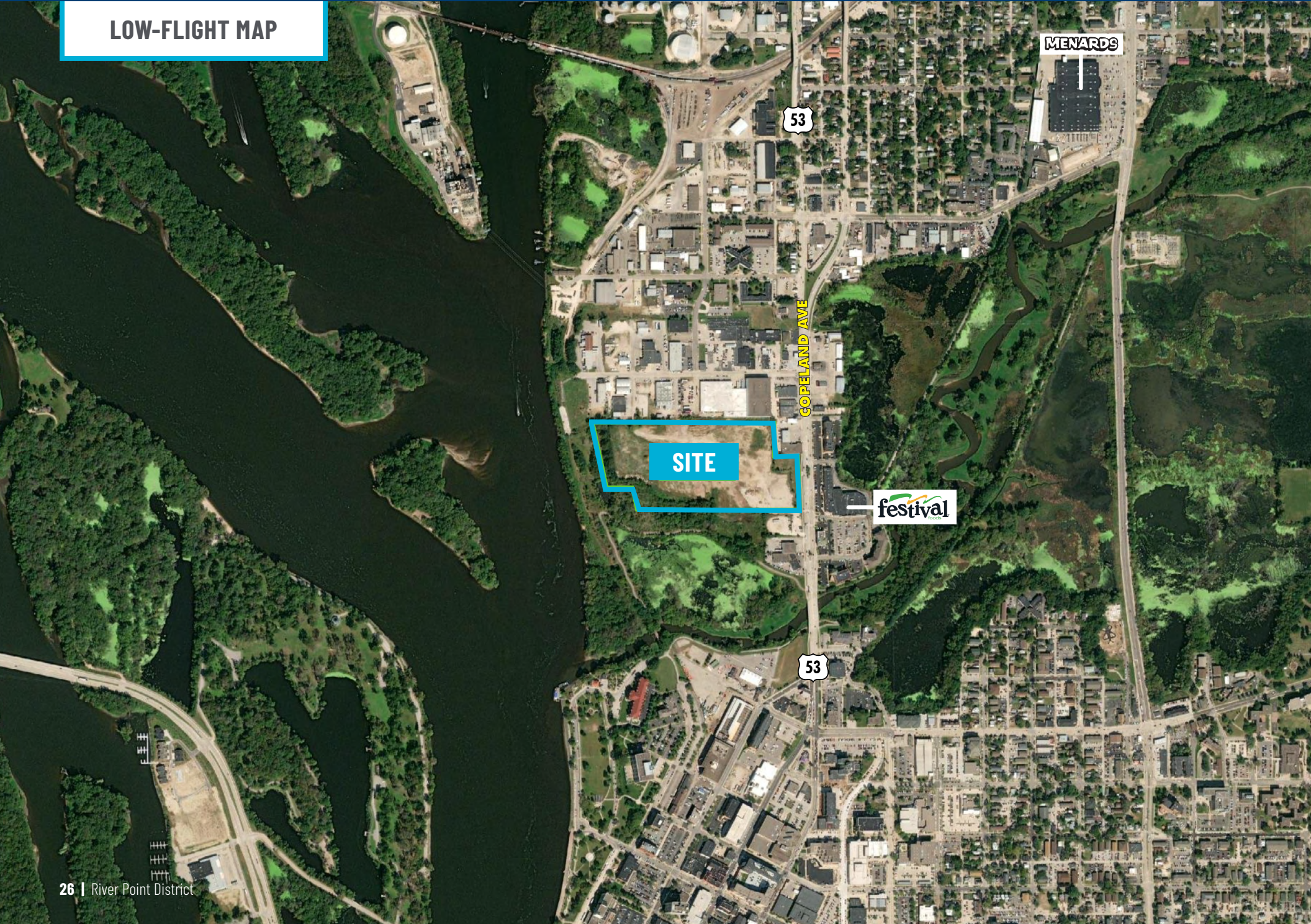
Viterbo University is a private liberal arts college in La Crosse, Wisconsin, United States. Founded in 1890 by Roman Catholic Franciscans, Viterbo is home to three colleges with nine schools offering 48 academic programs at the associate's, bachelor's, master's, and doctoral levels. 2,500 students enrolled between undergraduate and graduate programs.



DOWNTOWN AERIAL



LOW-FLIGHT MAP





HIGH-FLIGHT MAP



EMPLOYER & 10-,20,-30- MINUTE DRIVE TIMES MAP



**19,000+
EMPLOYEES
WITHIN 1 MILE**

30 Minutes

20 Minutes


10 Minutes



Company: LaCrosse Airport
Jobs: 500 - 1,000



Company: ORC Industries
Jobs: 250 - 500



Company: Gundersen Medical
Jobs: 1,000 - 5,000



Company: Logostics Health
Jobs: 500 - 1,500



Company: UW La Crosse
Jobs: 1,000 - 3,000



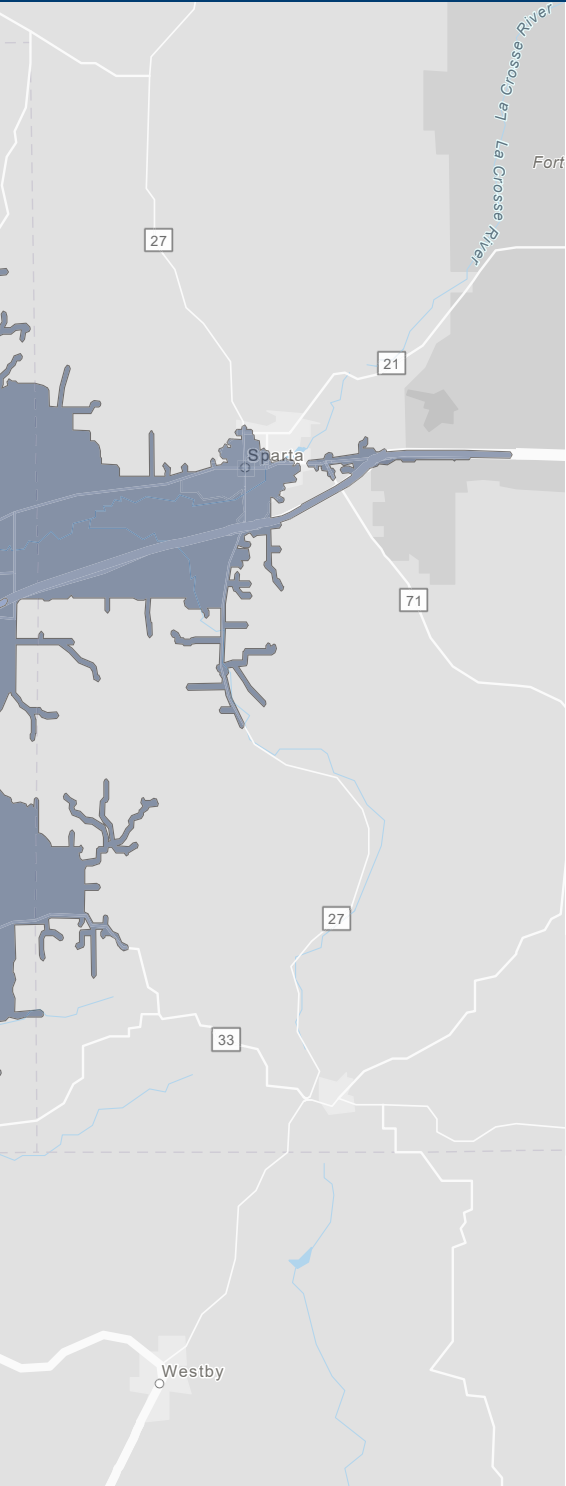
Company: Gundersen Medical
Jobs: 1,000 - 5,000



Company: Ho-Chunk Nation
Jobs: 500 - 1,500



Company: Dairyland CoOp
Jobs: 500 - 1,000



Demographics

POPULATION

2020 POPULATION - CURRENT YEAR ESTIMATE
 2025 POPULATION - FIVE YEAR PROJECTION
 2010 POPULATION - CENSUS
 2000 POPULATION - CENSUS
 2010-2020 ANNUAL POPULATION GROWTH RATE
 2020-2025 ANNUAL POPULATION GROWTH RATE

HOUSEHOLDS

2020 HOUSEHOLDS - CURRENT YEAR ESTIMATE
 2025 HOUSEHOLDS - FIVE YEAR PROJECTION
 2010 HOUSEHOLDS - CENSUS
 2000 HOUSEHOLDS - CENSUS
 2010-2020 ANNUAL HOUSEHOLD GROWTH RATE
 2020-2025 ANNUAL HOUSEHOLD GROWTH RATE
 2020 AVERAGE HOUSEHOLD SIZE

HOUSEHOLD INCOME

2020 AVERAGE HOUSEHOLD INCOME
 2025 AVERAGE HOUSEHOLD INCOME
 2020 MEDIAN HOUSEHOLD INCOME
 2025 MEDIAN HOUSEHOLD INCOME
 2020 PER CAPITA INCOME
 2025 PER CAPITA INCOME

HOUSING UNITS

2020 HOUSING UNITS
 2020 VACANT HOUSING UNITS
 2020 OCCUPIED HOUSING UNITS
 2020 OWNER OCCUPIED HOUSING UNITS
 2020 RENTER OCCUPIED HOUSING UNITS

EDUCATION

2020 POPULATION 25 AND OVER
 HS AND ASSOCIATES DEGREES
 BACHELOR'S DEGREE OR HIGHER

PLACE OF WORK

2020 BUSINESSES
 2020 EMPLOYEES

10 Minutes

20 Minutes

30 Minutes

44,266	114,283	142,511
44,624	116,716	145,792
43,252	109,504	135,805
44,025	103,733	127,800
0.23%	0.42%	0.47%
0.16%	0.42%	0.46%
18,142	46,695	57,923
18,360	47,811	59,395
17,708	44,597	54,981
17,592	40,701	49,862
0.24%	0.45%	0.51%
0.24%	0.47%	0.50%
2.19	2.33	2.36
\$59,042	\$79,019	\$80,382
\$63,015	\$86,941	\$88,739
\$42,626	\$57,694	\$59,672
\$44,610	\$61,289	\$63,884
\$24,393	\$32,310	\$32,711
\$26,113	\$35,621	\$36,182
19,322	49,239	61,398
1,180	2,544	3,475
18,142	46,695	57,922
7,587	28,042	36,998
10,555	18,653	20,924
25,138	74,523	94,715
15,392	44,146	57,821
8,108	26,507	31,836
2,143	4,402	5,297
39,497	72,907	80,621

State of Wisconsin Broker Disclosure

TO NON-RESIDENTIAL CUSTOMERS

Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

BROKER DISCLOSURE TO CUSTOMERS

You are the customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker who is the agent of another party in the transaction. The broker, or a salesperson acting on the behalf of the broker, may provide brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer the following duties:

- + The duty to prove brokerage services to you fairly and honestly.
- + The duty to exercise reasonable skill and care in providing brokerage services to you.
- + The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
- + The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is prohibited by law (see "Definition of Material Adverse Facts" below).
- + The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information of other parties.
- + The duty to safeguard trust funds and other property the broker holds.
- + The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and disadvantages of the proposals.

Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector. This disclosure is required by section 452.135 of the Wisconsin Statutes and is for information only. It is a plain language summary of a broker's duties to a customer under section 452.133(l) of the Wisconsin Statutes.

CONFIDENTIALITY NOTICE TO CUSTOMERS

Broker will keep confidential any information given to broker in confidence, or any information obtained by broker that he or she knows a reasonable person would want to be kept confidential by law, or authorize the broker to disclose particular information. A broker shall continue to keep the information confidential after broker is no longer providing brokerage services to you.

WISCONSIN LAW REQUIRES ALL REAL ESTATE LICENSEES TO GIVE THE FOLLOWING INFORMATION ABOUT BROKERAGE SERVICES TO PROSPECTIVE CUSTOMERS.

The following information is required to be disclosed by law.

1. Material adverse facts, as defined in section 452.01(5g) of the Wisconsin statutes (see "definition of material adverse facts" below).
2. Any facts known by the broker that contradict any information included in a written inspection report on the property or real estate that is the subject of the transaction. To ensure that the broker is aware of what specific information below. At a later time, you may also provide the broker with other information that you consider to be confidential.

CONFIDENTIAL INFORMATION:

NON-CONFIDENTIAL INFORMATION

(The following information may be disclosed by Broker):

(Insert information you authorize to broker to disclose such as financial qualification information)

CONSENT TO TELEPHONE SOLICITATION

I/We agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we withdraw this consent in writing. List Home/Cell Numbers:

SEX OFFENDER REGISTRY

Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the Wisconsin Department of Corrections on the internet at <http://offender.doc.state.wi.us/public/> or by phone at (608)240-5830.

DEFINITION OF MATERIAL ADVERSE FACTS

A "material adverse fact" is defined in Wis. Stat. 452.01 (5g) as an adverse fact that a party indicates is of such significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable party that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. 452.01 (1e) as a condition or occurrence that a competent licensee generally recognizes will significantly adversely affect the value of the property, significantly reduce the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property, or information that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or agreement made concerning the transaction.



RIVER POINT DISTRICT

RIVERSIDE NORTH



MULTIFAMILY CONTACT

GRETCHEN RICHARDS, CCIM

Vice President
+1 608 239 2025
gretchen.richards@cbre.com

RETAIL-OFFICE-HOSPITALITY-MIXED USE CONTACTS

BRIAN WOLFF

Vice President
+1 608 513 9653
brian.wolff@cbre.com

BRIAN PANKRATZ

First Vice President
+1 952 924 4665
brian.pankratz@cbre.com

PATRICK D. GALLAGHER

Executive Vice President
+1 414 274 1688
p.gallagher@cbre.com

MATSON HOLBROOK, CCIM

First Vice President
+1 414 274 1622
matson.holbrook@cbre.com

ELIZABETH JAEKELS

Production Analyst
+1 414 274 1607
elizabeth.jaekels@cbre.com

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