



About CARW:

The Commercial Association of REALTORS® Wisconsin (CARW) advances the interests of individual practitioners and the industry through education, professional development, public affairs & advocacy, professional standards & ethics, and business networking. CARW supports more than 875 commercial real estate professionals in 500 companies throughout Wisconsin and the region. CARW also oversees the statewide data exchange that tracks commercial lease and sale information. Members represent more than 36.5 M sf of commercial real estate available for sale and nearly 63 M sf available for lease.

CARW Legislative Priorities:

Our organization advocates for pro-growth initiatives that foster business development and job growth, which fuel the commercial real estate and development industry. The items outlined in this memorandum represent our key Administrative and Legislative priorities for 2023. Through our leaders and members, we continue to analyze individual policy proposals, and from time to time, may choose to support or oppose specific proposals. We continue to urge legislators to engage commercial real estate practitioners in discussions related to the industry. Our members have first-hand experience working with municipalities, contractors, brokers, financing and more to pull the deal together.

While the markets are improving, public policy decisions continue to have a major impact on the continued improvement. Commercial real estate development and construction in Wisconsin is a powerful economic engine representing 15.8% of the State's GDP, supporting more than 380,000 jobs, and personal earnings of more than \$18 billion. Commercial real estate has a tremendous positive impact on Wisconsin's economy.*

Tax reform – We applaud and support all efforts to reduce property taxes and a continued commitment to pass legislation that encourages property tax reduction. This will ensure that Wisconsin is a leader in retaining and attracting highly-paid, skilled jobs for our residents. In addition, we support proposals to further reduce property tax burden for commercial properties, modify new growth exception to the levy limits to encourage greater economic development at the local level, and expand the list of services that cannot be shifted from the property tax to a separate fee.

Regulatory reform – We applaud and support your efforts around the continued examination of the state's regulatory policies to ensure that Wisconsin is fostering an economic climate conducive to business growth and job creation. Much progress in this area was made relating to commercial real estate and we applaud your efforts around significant reforms.

Housing – Wisconsin has a housing crisis. With statewide housing inventory levels at historic lows and median home prices continuing to rise, Wisconsin has a major workforce housing shortage problem. Wisconsin employers are having difficulty recruiting workers to fill thousands of job openings due to a historic shortage of affordable housing options for workers. Two of the biggest barriers to new home building in communities is the opposition from existing residents or NIMBYs (Not in My Backyard) and the lack of financing tools for new development. We encourage efforts to build predictability in the development process and the ability to have flexibility when looking to convert commercial buildings into housing supply.

Transportation and Infrastructure Funding – Reliable transportation and infrastructure funding is a critical issue for economic development and the future success of our members and the commercial real estate industry. Collectively, we are open to and supportive of creative ways for tackling the funding models to ensure that proper infrastructure is maintained and available for community growth.

*WRA Economic Impact Survey 10/19