



For Sale through Ogden & Company's Commercial division: Southtown Mall, Sbeboygan - \$4.85 million.

F U L L S E R V I C E

Ken Higgs is Ogden Arizona president



Ken Higgs, former executive vice president of Ogden & Company, Inc., has been promoted to president of Ogden Arizona. Ogden Arizona currently provides both HOA/condominium association and commercial management, as well as residential home sales and Craftmaster

maintenance/painting services. Ogden West continues its healthy growth and currently has 51 staff members. Ken has been with Ogden & Company, Inc. since 1992 with the acquisition of his property management company by Ogden. Ken moved to Arizona to open the company's Scottsdale office in November of 2003.

"Our goal has been to have a full-service operation so we can service our current and potential clients, whatever their Real Estate needs, in Wisconsin and Arizona," says Ken.

Ken remains involved in Ogden's Wisconsin operation and enjoys the challenge of growing his office's services and providing a quality service to the Phoenix/Scottsdale community. In his spare time, Ken enjoys family, vacationing and golf.

C O N S T R U C T I O N

Divisions work together to open charming rowhouses

The landscape is quickly changing on the historic Waukesha railroad station site bounded by the Fox River, West St. Paul Ave., Madison Street and Wisconsin Avenue. Ogden's Development Group, Construction Group, Condominium Sales and Property Management divisions are all cooperating in the Townhomes at Mill Reserve development.

As the construction kickoff approaches, the last remaining structure was recently razed following the removal of trees and brush. Construction of Phase One, including 21 historic-looking rowhouses in four buildings, will begin soon with a groundbreaking scheduled for later this summer. The first buyers are expected to move in next spring. Keep a close watch on the website www.townhomesatmillreserve.com for updates on pricing, finishes and construction.

Contact Tom Neubauer at tomn@ogdenre.com.

M A N A G E M E N T

Ogden's Julie Peterson takes leadership role

Julie Peterson, ARM®, CMCA, AMS is the incoming President of CAI (Community Associations Institute) - Wisconsin Chapter. As a charter member, Julie has been awarded various designations and is active in management of the organization, which educates and assists condominium and homeowner associations across the country.

Ogden & Company continues Arizona expansions

In business for 78 years in Milwaukee, maintaining offices in Madison, the Fox Valley and Iowa, Ogden & Company, Inc. continues to expand its Scottsdale, Arizona presence. Ogden & Company, Inc. recently added a designated residential broker and 30 new residential sales agents to the Arizona office, says Ogden Arizona president Ken Higgs. Michael Ashley formerly owned Ashley Fine Properties in Scottsdale and was hired by Ogden, bringing the agents from his company to Ogden. The Phoenix-area office has been open for about three and a half years, first focusing on property management, now adding residential brokerage to its repertoire.

"We're developing into a full-service company as we are in Milwaukee," says Ken. The Scottsdale office now has 51 team members.

The slowdown in the residential real estate market is a good time to add more agents to prepare for the next boom, Ken says.

"People are going to move to anywhere the sun shines," says Ken.

"As baby boomers move into retirement, many are moving to the Phoenix area for the warm weather and lower taxes," he says.

Contact Ken Higgs at kenh@ogdenre.com.

M A I N T E N A N C E

Craftmaster Contractors heats up in Arizona

The increasing demand for 'concierge' maintenance services in the Scottsdale/Phoenix area is being met with enthusiasm by Craftmaster Contractors, Ogden & Company, Inc.'s maintenance division. Since starting with one employee on March 1, 2006, the demand for professional home-related services has necessitated a five-fold increase in the number of Craftmaster maintenance technicians on staff in Arizona.

Providing concierge services to clients is an emerging trend in the residential real estate industry. The term refers to a vendor referral program for home and moving related services, such as electricians, plumbers, roofers, painters, movers, handymen and

more. Vendors are pre-screened for licensing, insurance and quality service. Craftmaster Arizona currently provides handyman and painting services, with plans to add more needed services.

In addition to supporting the Ogden Arizona Property Management Division, Craftmaster has been providing services to Coldwell Banker, Century 21 and West USA Realty.

Craftmaster prides itself on providing exemplary customer service and professional workmanship for a fair price. For all your maintenance and painting needs in the Scottsdale/Phoenix area, call Dennis Polinske at (480) 396-5303 or dennisp@ogdenre.com.

M A N A G E M E N T

Ogden & Company, Inc. expands into Construction

The Ogden family of companies has increased with the welcome addition of Ogden Construction Group, LLC. Based out of Ogden's Michigan Street office, Ogden Construction Group has increased the company's business throughout the Milwaukee area. Joel and Michael Cook, along with Lynn Wasielewski, make up this new division, and each brings a wealth of knowledge and experience with them. The Cook family headed up Math Starck & Sons and have worked with Ogden Development Group on a number of projects over the past 30 years, including the West Village tenant build-outs and White Coach Condominiums in Thiensville. They are currently working on the Townhomes at Mill Reserve in Waukesha.

Additional projects the team has worked on include the Gathering of Oak Creek and several projects for FedEx, Bell Therapy, Phoenix Care Systems, Huntington Learning Center, Astar Couriers and Aeroterm.

Contact Ogden Construction Group at 414-342-7200 or lynnw@ogdenre.com.

M A N A G E M E N T

Property Management continues growth

Ogden & Company, Inc.'s Property Management division leads the industry in full service facilities management. Serving clients through constantly improving technology is always the focus of Ogden & Company, Inc.'s Property Management division. Through this attention to detail, the division has flourished in the past year.

New managers and administrative staff have joined the management team to accommodate the division's growth and assist in restructuring. Now under the joint direction of Julie Peterson, ARM®, CMCA, AMS and Susan Fellows, ARM®, the property management division has reorganized responsibilities of its staff in order to better serve the needs of our clients. The Ogden team now manages mixed portfolios, which enables administrators to work more closely with managers and clients. Marjean Pountain has chosen to serve the company and clients in a corporate advisory role.

For more information on our Property Management Services, contact Lynn Bagniewski at lynnb@ogdenre.com.

W E B S I T E

Ogden's website boast new features and a fresh face

The Ogden & Company, Inc. website, www.ogdenre.com, has become the primary marketing tool for the company in today's technology-driven world. Through it, Ogden & Company, Inc. clients are being better served than ever before.

"Benefiting clients and helping staff to best meet clients' needs — that's why we work hard to keep our website updated, continually adding new information and tools," says senior vice president Marjean Pountain. The home page now offers quicker access to Ogden's many divisions and services.

Information on upcoming "open" houses for sale can now be found, and clients can complete online surveys offering suggestions based on their experience with Ogden & Company, Inc. More featured properties and information about Ogden associates have been added in all divisions. Growth in Ogden & Company's Arizona division is reflected at www.ogdenre.com/arizona, so that Wisconsin residents can "visit" Phoenix-area properties without ever leaving the comfort of home.

Residents and homeowners can now pay rent and fees online as well.

Did you know that Ogden has staff fluent in seven different languages? The "bilingual associates" link on the homepage will quickly connect to help people in their native language access ANY of Ogden's full service real estate to best suit their needs.

Visit www.ogdenre.com.

Now is the time to invest

The commercial real estate market continues to do well, even in these "slower" real estate times, says Gordon Steimle, vice president of Commercial Brokerage and Leasing with Ogden & Company, Inc.. In fact, increased interest exists in commercial real estate these days, from both seasoned investors as well as newcomers to the industry.

"We probably field five to 10 phone calls a month from people either wanting to make a commercial real estate investment or wishing to sell some existing property, like land or apartments, and trade into something larger," Gordon says.

The appetite for investing in commercial real estate has been driven by a number of things, including the lack of investment return from stocks and bonds, readily available access to real estate information, and a heightened awareness/coverage by the media in commercial real estate as an investment.

Until the last six to 12 months, the investment return on stocks and bonds has trailed the returns being earned on real estate, says Gordon. "The home market alone has added billions to the net worth to almost everyone who owns real estate. That has not gone unnoticed by most people."

While housing markets have returned to more normal times here in Milwaukee and Wisconsin, with more modest annual gains, the commercial side of real estate continues to be very healthy. This has a great deal to do with growing user demand for apartments, retail, industrial and office product, as well as a stable interest rate environment and plenty of access to capital.

"Your average person today knows how to gain access to commercial real estate information," says Gordon. A prospective investor has only to visit the Ogden & Company, Inc. website, www.ogdenre.com, or any other brokerage company site to see what buildings are for sale and the rent that various types of real estate command. This fact, combined with the attention that the media has given to commercial real estate, have created greater focus among more people on the investment returns available.

"Of course, it is always a good idea to consult with professionals before undertaking any type of investing. There are risks associated with commercial real estate like any other investment," says Gordon. The experienced commercial brokers at Ogden & Company are ready to assist.

Contact Gordon Steimle at gordons@ogdenre.com.

C O R P O R A T E

It takes a team

Have you ever visited the Ogden headquarters in downtown Milwaukee? If you have, you've undoubtedly noticed the eight person crewing scull suspended from the ceiling. Well, at Ogden & Company, Inc. it's all about teamwork! The scull represents the importance of each crew member, with no team member being more or less important than another, with each working in unison to achieve shared goals.

The "teamwork" theme is the focus of the All Company meeting taking place July 19 at Miller Park. There, Ogden team members re-introduce the long-range plan for the company. The vision created by Ogden peers places importance on families, customers, clients, property owners and community, weaving the importance of each into our work lives.

"The development of the long-range plan allows us to position our operations for the future," states Peter Ogden, Ogden & Company, Inc. president. Personal development is one of Ogden & Company, Inc.'s focus points. "We want to grow the company in a way that

makes the workplace fun, thus making serving our customers enjoyable and productive. We truly believe that our values of wellness, positive attitude and expansion of the mind are key to the success of our company."

The Fish Series of managerial/motivation books, by authors Stephen Lundin, Harry Paul, and John Christensen, have been introduced and shared among the Ogden team members. The company has also implemented an employee recognition award to give credit to outstanding employees. "The neat thing about this," says Peter Ogden, "is that nominations will come from Ogden peers."

We are proud to recognize Chad Emrath, property manager, as our first recipient. Chad's commitment to teamwork through mentoring, continuing education and dedication to his condominium clients, makes him the honorary crew chief at Ogden!



Chad Emrath



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Ogden Residential opens new Wauwatosa offices
 To better serve our clients and customers, Ogden & Company, Inc. has opened a new Wauwatosa office located at 8112 West Bluemound Road in the Oaks Building. It's centrally located with great visibility. Our new Wauwatosa location allows us to serve our clients more effectively and increase our visibility in the marketplace. Ogden's Wauwatosa office phone number is (414) 475-1900. Contact Chuck Adsit at chucka@ogdenre.com.

