

- **Real Estate**

- **Definition:** business real estate is land or properties used for industrial, commercial, medical or educational purposes and properties used for residential purposes with more than four residential units.

When it comes time to locate your business you'll need to decide whether to lease, buy or build. You'll need to pay attention to "zoning ordinances" or "zoning restrictions" for your business. Zoning for an area refers to any specified uses for or restrictions on the land.

It's a good idea to consult a trusted real estate agent before entering into any contracts or agreements on a real estate transaction. If you don't have an agent in mind, ask a friend or colleague for a referral to someone they have used and respect. If you're still at a loss, request a referral from your attorney or another professional.

- **Leasing Agreements—Definition:** A contract by which a landlord rents land, buildings, equipment, or other property to a tenant (lessee) for a specified period of time.

You may need to lease a facility in which to operate your business. This could be in a shopping center, an office or industrial space; or it could be parking space for your employees or ground space for storage or expansion. The lease could also be an assignment or a sub-lease.

- **Commercial Real Estate for Sale or Lease**

www.propertydrive.com

Search Property Drive for buildings, land and businesses for sale or lease in Wisconsin. There is no cost to search.

- **Area Businesses with This Role**

- **Sauk County Development Corporation**

Services provided: there are a variety of commercial, professional and retail facilities available throughout the county. SCDC can assist with matching prospective buyers and tenants with the owners of the facilities.

Contact information:

Karna Hanna

Box 33, 522 South Boulevard

Baraboo, WI 53913-0033

608- 355-2084 (phone)

608- 355-2083 (fax)

scdc@baraboo.com

www.scdc.com/docs/buildings.html

- **Columbia County Economic Development Corporation**
Services provided: there are a variety of commercial, professional and retail facilities available throughout the county. CCEDC can assist with matching prospective buyers and tenants with the owners of the facilities.

Contact information:
Nancy Elsing
711 East Cook Street, Suite 202
Portage, WI 53901
608-742-6161 (phone)
608-742-3582 (fax)
nancy@ccedc.com
www.ccedc.com

- **Century 21 Affiliated**

Services provided: sells commercial and residential property.

Contact information: Baraboo
Sara Plamann—Executive Assistant
880 Highway 12, Suite 4
Baraboo, WI 53913
608-356-7777 (phone)
608-356-7767 (fax)
sarap@c21affiliated.com

Contact information: Portage
Richard Scheiber
1606 New Pinery Road
Portage, WI 53901
608-742-8521 (phone)
608-742-8154 (fax)
dscheiber@c21affiliatedportage.com

Contact information: Reedsburg
Sandy Horstman—Executive Assistant
1136 East Main Street
Reedsburg, WI 53959
608-524-4010 (phone)
608-524-4017 (fax)
sandyh@c21aaffiliated.com

Contact information: Spring Green
Rhonda Rott
W5006 Highway 14
Spring Green, WI 53588
608-588-7021 (phone)
608-588-7910 (fax)
rhondar@c21affiliated.com

www.c21affiliated.com

- **Century 21**

Services provided: sells commercial and residential property.

Contact information:
Betty Long
207 South Ludington Street
Columbus, WI 53925
920-623-2555 (phone)
920-623-5530 (fax)
bettylong@charter.net
www.c21tri-county.com and www.century21.com

- **DK Associates**

Services provided: sells, leases, and rents, commercial, residential, and condominium property, lot sales, and office spots.

Contact information:

Diana Burnstad
1114 Saddle Ridge
Portage, WI 53901
608-742-1742 and 1-877-442-1742 (phone)
608-742-1740 (fax)
dkassocs@palacenet.net
www.d-kassociates.com

- **ERA Country Land Realty**

Services provided: commercial property, office buildings, gallery areas, and other spots for a new business.

Contact information:

Dawn Ingham
100 North Lexington
Spring Green, WI 53588
608-588-2188 (phone)
608-588-2688 (fax)
eraclr@mhtc.net
www.eracountryland.com

- **First Weber Realty**

Services provided: sells commercial and residential property, also helps with relocating.

Contact information: Baraboo

Tom Gavin
135 Linn Street
Baraboo, WI 53913
608-356-7711 (phone)
608-356-7799 (fax)
tfgavin@firstweber.com

Contact information: Reedsburg

Tom Gavin
2175 East Main Street
Reedsburg, WI 53959
608-524-2988 (phone)
608-524-6255 (fax)
tfgavin@firstweber.com

Contact information: Portage

Kathy Manthey
Thomas Weix
Gary Kelley 608-279-4021
333 West Wisconsin Street
Portage, WI 53901
608-742-4897 (phone)
608-742-6608 (fax)
mantheyk@firstweber.com,
weixt@firstweber.com, and

Contact information: Prairie du Sac

Carole Lukens
625 Water Street

Contact information: Wisconsin Dells
David Schultz
Pat Schultz
220 Wisconsin Dells Parkway South
Lake Delton, WI 53940
608-253-5871 (phone)
608-254-2543 (fax)
schultzd@firstweber.com
schultzp@firstweber.com
www.firstweber.com

Prairie du Sac, WI 53578
608-643-8511 (phone)
608-643-2318 (fax)
lukensc@firstweber.com

○ **Keller Williams**

Services provided: sells commercial and residential property, also helps with relocating. Full service real estate firm.

Contact information:
Linda Laitinen
115 South Ludington Street
Columbus, WI 53925
920-623-5100 or 1-866-623-5100 (phone)
920-623-5106 (fax)
LindaInWisconsin@kw.com
www.kellerwilliamsproperties.com

○ **Re/Max Preferred**

Services provided: sells commercial and residential property, also helps with relocating.

Contact information: Baraboo
Kathy Johnson
821 Broadway
Baraboo, WI 53913
608-355-0335 (phone)
608-355-0336 (fax)

Contact information: Columbus
Hans Oelke
122 West James St.
Columbus, WI 53925
920-623-3689 (phone)
920-623-5551 (fax)

Contact information: LaValle
Julie Alibrando
100 E. Main St.
LaValle, WI 53941
608-985-8484 (phone)
608-985-8474 (fax)

Contact information: Portage
Peggy Joyce/Nancy Smith
2616 New Pinery Road
Portage, WI 53901
608-745-0800 (phone)
608-745-0801 (fax)

Contact information: Poynette
Judy Fish
N3485 Hwy V
Poynette, WI 53955
608-635-4610 (phone)
608-635-4033 (fax)

Contact information: Wisconsin Dells
Barb Dolson
629 Broadway
Wisconsin Dells, WI 53965
608-254-6119 (phone)
608-254-8077 (fax)

www.realestatepreferred.com

○ **Stark Company**

Services provided: sells residential, commercial, investment or vacant land. Will help customize searching upon what the new business is looking for, example traffic exposure, office space, etc.

Contact information
Terry Monroe
1025 8th St.
Baraboo, WI 53913
608-356-6644 (phone)
608-356-1822 (fax)
tmonroe@starkhomes.com
www.starkhomes.com

Contact information:
William Butcher
702 North High Point Road
Madison, WI 53717
608-345-1296 (phone)
866-806-7501 (fax)
wjb@starkhomes.com
www.emadisonhomes.com