

Joe Shumow is Guest on Development Matters in Madison

Reinhart Shareholder Joe Shumow was featured in a wide-ranging and informative discussion about real estate development in the greater Madison area as a guest on the "Development Matters" radio show with host Ken Harwood.

Shumow is a shareholder in Reinhart's Real Estate Practice where he provides informed counsel to a variety of tax credit, real estate, and corporate clients. He focuses most of his practice on work related to affordable housing finance and development where he structures deals that assist in the transformation and preservation of affordable housing units.

During his conversation with Harwood, Shumow discussed commercial real estate development in Madison, the city's tight rental market, Opportunity Zones, real estate investment and the need for more affordable housing overall, among other topics.

"Right now, we have an influx of new residents who are either making less than \$30,000 a year or more than \$80,000 a year, and we don't have enough housing for the people who are in the middle," said Shumow. "The need is driven by millennials who are choosing to rent because they don't want the upkeep of a house. We have a lot of new residential development, but it's not keeping pace. New apartment buildings are full before they're fully complete."

Harwood was pleased with the conversation.

"Joe was one of the best guests I've had on the show," Harwood said. "He is welcome to come back and continue our conversation any time."

[Listen to Shumow's discussion now.](#)

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