

## Questions and Answers Pertaining to RFP for Real Estate Services:

1. Will the City seriously consider a real estate brokerage proposal that utilizes the competitive bidding method of marketing this property, rather than solely traditional list/sell negotiated sale methods and if not, why not? This could take many forms but ultimately it will deliver the highest present cash market value for the property in a very timely way.

**No the city won't consider the competitive bidding of the property as the city wishes to be a part of the development process so the project maintains the appropriate scale for our downtown.**

2. If so, will the City allow the use of the "Buyer Premium," which when added to the High Bid Price achieves the Total Contract Price for the property? The City receives 100% of the High Bid Price and we receive the Buyer Premium as our compensation/commission for the transaction.

**N/A**

3. Will the City consider selling the property to the highest bidder regardless of price? This will typically draw highest number of buyers the property and generate the highest price.

**No. Please see Question 1 answer.**

4. Will the City consider reimbursing our firm our our pre-budgeted, pre-approved out-of-pocket marketing costs for the sale of the property? These are the only costs we would ask the City to pay since the real estate commission is being paid by the Buyer. Our out-of-pocket marketing costs would be significantly less than the payment of a real estate commission.

**We would review and consider it.**

5. Does the City have a Phase 1 Environmental Assessment on the property? If so, may we review it prior to the close of bidding on this contract?

**Yes. The file is rather large so I can upload it to Dropbox for anyone who wishes to review it.**

6. Does the City have an appraisal on the property? If so, may we review it prior to the close of bidding on this contract?

**No we do not have an appraisal of the property.**

7. For a prospective developer of the property, what incentives will the City provide to entice a developer to purchase the property? Expedited approvals? Discounts and/or waivers of fees? Property tax abatement?

**Please see our website for a full list of possible incentives: [http://www.mt-pleasant.org/docs/dept/economic/Economic\\_Development\\_Incentive\\_Programs\\_Updated\\_3.21.16.pdf](http://www.mt-pleasant.org/docs/dept/economic/Economic_Development_Incentive_Programs_Updated_3.21.16.pdf)**

8. Does the City or the EDC currently own the property? If the City owns the property, is the EDC planning to purchase the property from the City and then re-sell it to a developer presumably at a higher price?

**The EDC owns the property.**

9. While we are domiciled outside of the State of Michigan, our firm will utilize our local Michigan affiliate who is a licensed Michigan real estate broker. Is that acceptable?

**Yes, that is acceptable.**

10. On the Certificates of Insurance, are those required with our bid submission or at award of contract?

**At award of contract.**