

24-901 Brokerage Services Fee Proposal

I have read and understand the requirements of this request for proposal RFP 24-901 Brokerage Services and agree to provide the required services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material, and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved. The fee for providing the required service is:

ADDENDA ACKNOWLEDGEMENT

My signature below confirms my receipt of all addenda issued for this proposal.



Signature

*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.

Fee Proposal

1. Commission rate for brokerage service if a sale.
proposal is accepted by Augusta % 3.00
2. Flat fee due if Augusta rejects all sale proposals \$ 15,000.00
3. Typical listing agreement days: 180

SUBMITTED BY: Liam Welch

Phone # 706.736.1031



Email Address liam@jordantrotter.com

Signature

Jordan Trotter Commercial Real Estate

Name of Business

Liam Welch, Associate

Name and Title

3510 Wheeler Road

Address

Augusta, Georgia 30909

City/State/Zip Code

Fee Proposal is to be submitted in a separately sealed envelope

24-901 Brokerage Services Fee Proposal

I have read and understand the requirements of this request for proposal RFP 24-901 Brokerage Services and agree to provide the required services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material, and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved. The fee for providing the required service is:

ADDENDA ACKNOWLEDGEMENT

My signature below confirms my receipt of all addenda issued for this proposal.


Signature

*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.

Fee Proposal

1. Commission rate for brokerage service if a sale.
proposal is accepted by Augusta

% 2.5

2. Flat fee due if Augusta rejects all sale proposals

\$ 20,000.00

3. Typical listing agreement days:

180

TO LISTING BROKER
BUYER TO PAY BUYER
BROKER UNDER
SEPARATE AGREEMENT

SUBMITTED BY: SHERMAN & HEMSTREET

Phone # 706.722.8334


Signature

Email Address JWILSON@SHERMANANDHEMSTREET.COM

SHERMAN & HEMSTREET
Name of Business

COMMERCIAL SALES AGENT
Name and Title

4316 WASHINGTON RD
Address

EVANS, GA 30809
City/State/Zip Code

Fee Proposal is to be submitted in a separately sealed envelope

24-901 Brokerage Services Fee Proposal

I have read and understand the requirements of this request for proposal RFP 24-901 Brokerage Services and agree to provide the required services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material, and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved. The fee for providing the required service is:

ADDENDA ACKNOWLEDGEMENT


My signature below confirms my receipt of all addenda issued for this proposal.


Signature

*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.

Fee Proposal

1. Commission rate for brokerage service if a sale.
proposal is accepted by Augusta % 10
2. Flat fee due if Augusta rejects all sale proposals \$ 40,000.00
3. Typical listing agreement days: 365

SUBMITTED BY: Emily Masters Phone # 404-939-9502

Signature Email Address emily@dtspade.com
Dudley Thomas Spade SRE, LLC
Name of Business
Emily Masters, Director of Operations
Name and Title
900 Circle 75 Parkway, Suite 1350 Atlanta, GA 30339
Address City/State/Zip Code

Fee Proposal is to be submitted in a separately sealed envelope

**24-901 Brokerage Services
Fee Proposal**

I have read and understand the requirements of this request for proposal RFP 24-901 Brokerage Services and agree to provide the required services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material, and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved. The fee for providing the required service is:

ADDENDA ACKNOWLEDGEMENT

My signature below confirms my receipt of all addenda issued for this proposal.


Signature

*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.

Fee Proposal

- | | |
|--|---------------|
| 1. Commission rate for brokerage service if a sale.
proposal is accepted by Augusta | % <u>0</u> |
| 2. Flat fee due if Augusta rejects all sale proposals | \$ <u>N/A</u> |
| 3. Typical listing agreement days: | <u>90</u> |

SUBMITTED BY: Martin E. Higgenbotham Phone # (863) 644-6681

 Email Address Marty@Higgenbotham.com
Signature

Higgenbotham Auctioneers International Limited, Inc.
Name of Business

Martin E. Higgenbotham, President
Name and Title

<u>1629 Shepherd Road</u>	<u>Lakeland, FL 33811</u>
Address	City/State/Zip Code

Fee Proposal is to be submitted in a separately sealed envelope

FEE PROPOSAL

For this disposition that is handled by sealed bid auction, Higgenbotham Auctioneers International Ltd., Inc. is proposing to work on a **Buyer's Premium ("BP")**, with the full BP being our commission for the sale. This is added to the High Bid Price to achieve the Total Contract Price. For example:

High Bid:	\$1,000,000
BP (10%):	\$100,000
Total Contract Price:	\$1,100,000
Real Estate Commission:	\$100,000
Net to the City:	\$1,000,00

As opposed to a traditional brokerage sale:

Purchase Price:	\$1,000,000
Commission (6%):	\$60,000
Net to the City:	\$940,000

So, in this example, the City will net \$60,000 more with the Buyer's Premium approach than the traditional brokerage approach. That will save the City (and the taxpayers who support it) thousands of dollars! It's also why we listed our commission rate on the City's form at 0% and that was confirmed acceptable from the City by Mr. Darrell Whitewood.

There is a **common misperception** from sellers (and government agencies) that prospective bidders will adjust their bids based on paying a Buyer's Premium in addition to the High Bid Price. In theory, that might be true, but from our professional experience and empirical evidence, Buyers view the Buyer's Premium as a cost of doing business, much the same way as states and local jurisdictions levy sales taxes – they don't think about it, they just pay it because they want the property. That has proven itself in our experience thousands of times.

For this contract, we are proposing for the sale of the Old Fire Station #7 a **10% Buyer Premium**. As an example, if the property's high bid is \$628,230 (the County's appraised value), our Buyer Premium would be \$62,823 (10% of \$628,230), which is paid by the Buyers, and the Total Contract Price would be \$691,053.

In addition to the Buyer paying our compensation, **the Buyer, per our purchase and sale agreement, would also pay 100% of the closing costs** (title, escrow, etc.), rather than a 50/50 split between Buyer and Seller, saving the City **even more thousands of dollars**. All of this is far less than the City would pay under a traditional brokerage arrangement.

As to compensating co-operating buyer brokers, we would compensate a properly-registered broker who has registered their buyer with our firm, if their client has the winning bid, we will compensate the buyer broker with 20% of our net Buyer Premium.

But as in all real estate commissions, the commissions are **negotiable** and will be finalized upon award of contract.