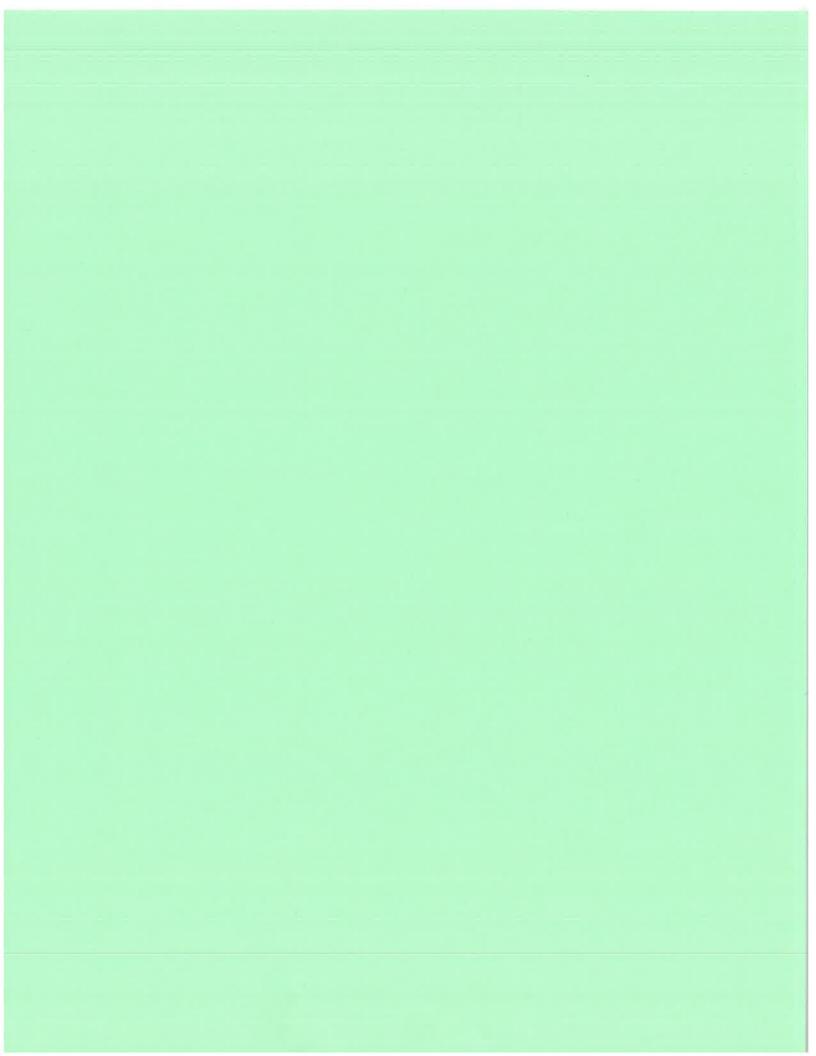
24-901 Brokerage Services Fee Proposal

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

iviy signature below confirms my receit	ot of all addenda issued for this proposal.					
i Wilh						
					*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					
Commission rate for brokerage service if	a sale. % 3.00					
proposal is accepted by Augusta	%					
2. Flat fee due if Augusta rejects all sale pro	posals \$ 15,000.00					
3. Typical listing agreement days:	180					
SUBMITTED BY: LIAM WEICH Phone # 706.736.1031						
1 - M/1/						
The William	Email Address <u>liam@jordantvotter</u> . COM					
Signature						
Jordan Trotter Commercial Real Estate						
Name of Business						
1 Sant States Adams Code						
Lian Wilch, Associate	- :					
Name and Title						
3510 Wheeler Road	Augusta, Georgia 30909					
Address	City/State/Zip Code					

Fee Proposal is to be submitted in a separately sealed envelope

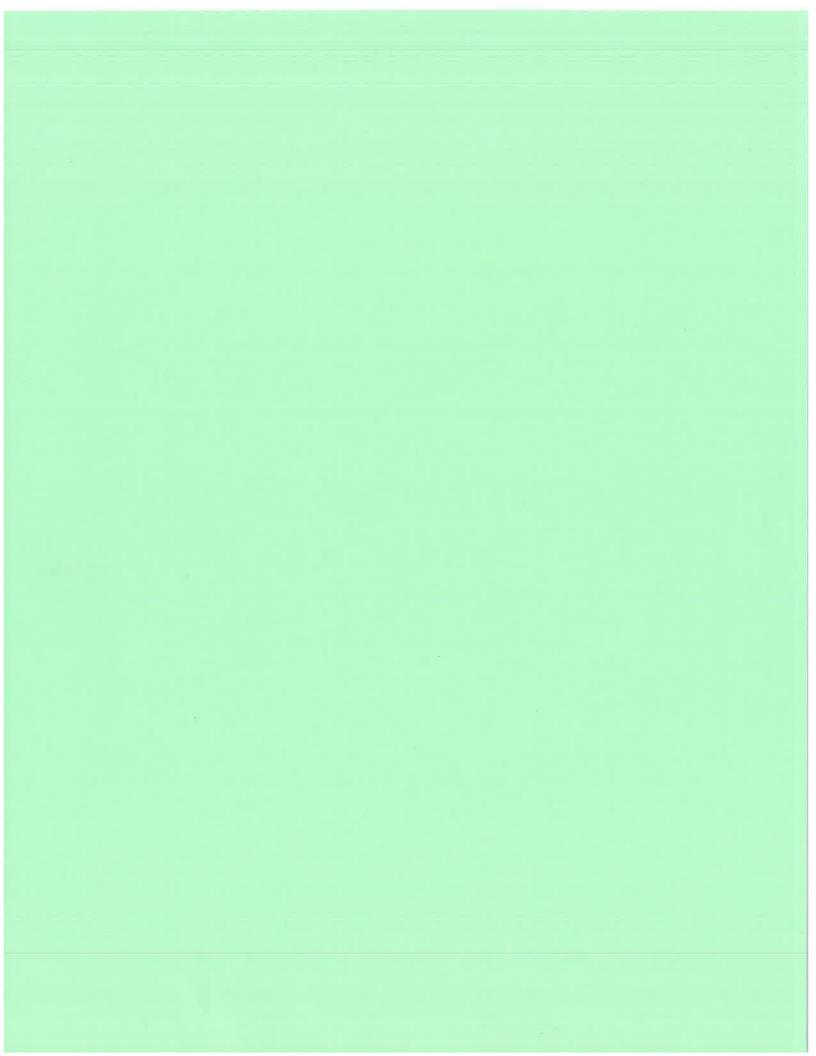


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ADDENDA ACKNOWLEDGEMENT
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*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda. Fee Proposal Commission rate for brokerage service if a sale. proposal is accepted by Augusta Fee Proposal **This acknowledgement is separate from my signature on the fee proposal form. My signature on **Broker** **Proposal **This acknowledgement is separate from my signature on the fee proposal form. My signature on **This acknowledgement is separate from my signature on the fee proposal form. My signature on **Fee Proposal **This acknowledgement is separate from my signature on the fee proposal form. My signature on **Fee Proposal **This acknowledgement of addenda. **Fee Proposal **This acknowledgement of addenda. **This acknowledgement of addenda. **This acknowledgement of addenda. **Fee Proposal **This acknowledgement of addenda. **This acknowledgement of addenda.
Fee Proposal AND
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.
3. Typical listing agreement days:
SUBMITTED BY: SHERMAN, HEMSTREET Phone # 706,722.8334 Email Address JWILSON & SHERMANAND HEMSTREE COM
SHERMAN & HEMSTREET Name of Business
COMMERCIAL SALES AGENT Name and Title
H316 WASINGTON RD EUDNS, GA 30809 City/State/Zip Code

Fee Proposal is to be submitted in a separately sealed envelope



24-901 Brokerage Services Fee Proposal

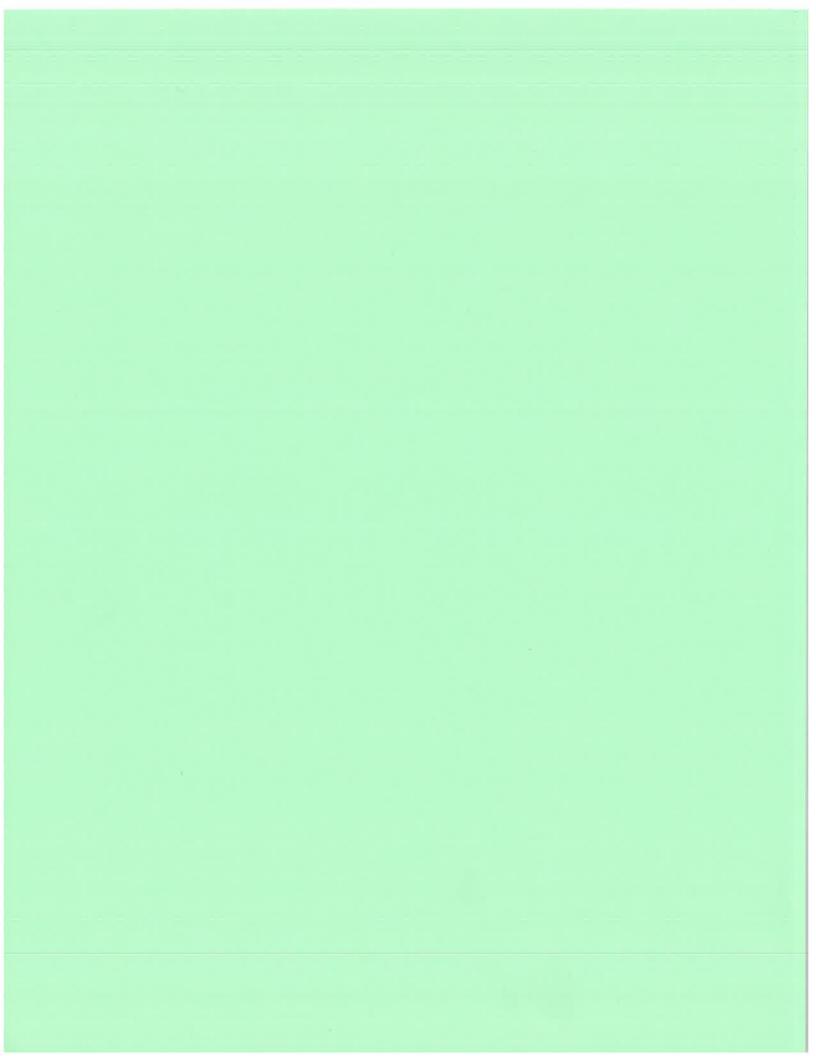
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ADDENDA ACKNOWLEDGEMENT				
My signature below confirms my receipt of all addenda issued for this proposal.				
Frig Mest Signat	ure			
*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.				
	Fee Proposal			
Commission rate for brokerage service if a proposal is accepted by Augusta	%			
2. Flat fee due if Augusta rejects all sale prope	s 40,000.00			
3. Typical listing agreement days:	365			
SUBMITTED BY: Emily Masters Signature	Phone # 404-939-9502 Email Address emily @ dtspade. com			
Oudley Thomas Spade SRE LLC Name of Business				
Frily Mesters Director of DNCations				

Fee Proposal is to be submitted in a separately sealed envelope

Name and Title

Address



24-901 Brokerage Services Fee Proposal

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ADDENDA ACKNOWLEDGEMENT

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

Signature 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		
Commission rate for brokerage service if a proposal is accepted by Augusta		0		
2. Flat fee due if Augusta rejects ali sale prop	osals \$	N/A		
3. Typical listing agreement days:		90		
SUBMITTED BY: Martin E. Higgenbotham Phone # (863) 644-6681 Martin E. Higgenbotham Phone # (863) 644-6681 Martin E. Higgenbotham Phone # (863) 644-6681 Martin E. Higgenbotham Phone # (863) 644-6681 Martin E. Higgenbotham Phone # (863) 644-6681 Martin E. Higgenbotham Phone # (863) 644-6681				
Higgenbotham Auctioneers International Limited, Inc. Name of Business				
Martin E. Higgenbotham, President Name and Title				
1629 Shepherd Road Address	Lakeland, FL 33811 City/State/Zip Code	SI		
Fee Proposal is to be submitted i	n a separately sealed em	velone		

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% Buver 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 properlyregistered 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.

Higgenbotham Real Estate Auction-Brokerage Marketing Proposal