



Board:	City Commission
Agenda	07/27/2026
Date:	
Department:	City Manager
Presenter:	Brad Mantela

Staff Report

Agenda Item Title:

Sign Contract for Real Estate Broker – Key Realty

Background:

The City of Gladstone recently solicited an RFP for Real Estate Broker Service to sell City owned property in Escanaba Twp. This parcel was used for gravel production for the City in the past. This property was unsuccessfully marketed on the City website last year. We decided that it would be best to have the property professionally marketed. Four local firms were approached directly by the City Manager with the RFP; and it was also posted in the Escanaba Daily Press and on the City's website. Key Realty Delta County LLC was the only firm that responded with a proposal. The owner of Key seemed very interested in the opportunity due to her knowledge of the property; her familiarity comes from growing up on her family's property near the City's property.

Fiscal Effect:

Key will market our property for one full year with no upfront cost or retainer fees. Services are charged at closing with a 6% commission of the net purchase price. They plan to list the property at a price that is close to our previous asking price. Their price was determined by comps that are included in the packet. The proceeds of the sale would be used by our DPW to fund their new garage.

Supporting Documentation:

See attached RFP, cover letter, contract and comps.

Recommendation:

Make motion to authorize City Manager Robert Spreitzer to sign one year contract with Key Realty Delta County LLC to market and sell City owned property in Escanaba Township.