



COMMERCIAL REAL ESTATE

Brokerage Services

1. Statement of Qualifications

Firm Overview

Drifka Group, LLC is a Wisconsin-based commercial real estate brokerage with extensive experience in the Fox Valley and surrounding markets. Led by owner and broker Jim Bunjovac, the firm brings together a team of highly skilled professionals including Tim Ceman and Neil Schiesl, who will directly manage this project.

Relevant Experience

- Proven track record of selling commercial and development properties in Appleton, Kaukauna, Oshkosh, Freedom, and surrounding municipalities.
- Hands-on experience with municipal and private-sector clients for the marketing and sale of land parcels intended for business parks and mixed-use development.
- Deep network of developers, investors, and business owners actively pursuing land in the Fox Cities region.
- Licensed Wisconsin brokerage with strong community and professional relationships, ensuring market credibility and reach.
- Extensive experience with land development in the Fox Cities, most recently developing land around Festival Foods in Menasha at the corner of Midway Road and Oneida Street.

2. Proposed Approach

Valuation & Pricing

Drifka Group will conduct a detailed market analysis of comparable land sales in Calumet, Outagamie, and Winnebago Counties, including absorption trends, recent demand drivers, and regional growth patterns. Based on these findings, Drifka Group will recommend a competitive pricing strategy that aligns with the Village's goals while reflecting fair market value.

Marketing Strategy

- Provide digital exposure on regional and national commercial real estate platforms;
- Execute personalized outreach to individuals and companies that acquired similar land within the past 24 months;
- Run targeted advertising across professional networks and business associations;
- Install on-site signage and branding to capture local market attention; and
- Collaborate with local economic development organizations to maximize visibility.



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Buyer Qualification & Negotiation

Drifka Group will pre-qualify prospects for financial capacity and development readiness, and will lead negotiations to secure favorable terms that maximize value and align with the Village's long-term development objectives.

Transaction Management & Closing

Drifka Group will manage the transaction from offer through closing, coordinating with attorneys, title companies, and municipal staff. Clear, timely updates will be provided to the Village at each milestone to ensure transparency and efficiency.

Reporting

Drifka Group will deliver monthly progress reports to Village staff, including marketing activities, buyer feedback, showing activity, and transaction status.

Builder Introductions & Pre-Construction Pricing

Drifka Group will connect buyers with vetted local builders who specialize in building commercial properties. Existing working relationships will enable prompt site walks and early scoping so buyers can obtain accurate upfront pricing, preliminary timelines, and budgets to advance projects efficiently.

Financing Strategy & Lender Matchmaking

Drifka Group will introduce buyers to lenders aligned with their projects (local/regional banks, credit unions, SBA 504/7(a), construction-to-perm), guide buyers toward the appropriate lending niche, facilitate prequalification, and help compare term sheets to identify a strong fit.

3. Proposed Timeline

- Weeks 1–2: Market analysis, photography, and marketing material preparation
- Week 3: Listing launch and outreach campaigns begin
- Months 1–3: Buyer engagement, inquiries, property tours, and offers received
- Months 3–6: Negotiations, accepted offer, due diligence
- Months 6–8: Closing process and final reporting
- Timeline may be accelerated based on buyer activity and Village preference.

Note: Land typically takes longer to sell than residential real estate or improved commercial property, and it is not unusual for listings to remain on the market for 12–24 months. However, Drifka Group does not take a passive approach, our targeted marketing strategy is designed to accelerate interest and shorten the sales timeline.



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4. Fee Proposal

- 5% commission on the final sales price
- 6% commission if a cooperating broker is involved
- Standard marketing costs (signage, online advertising) included; optional enhanced campaigns will be presented to the Village for approval prior to implementation.

5. Compliance

Drifka Group operates in compliance with all Wisconsin and federal real estate regulations, including Fair Housing and anti-discrimination laws. The firm maintains general liability and errors & omissions insurance.

6. Why Drifka Group

- Local knowledge and proven experience in the Fox Cities commercial market;
- Direct access to a pipeline of qualified developers and businesses actively pursuing opportunities in the region;
- A hands-on, team-based approach led by Jim Bunjovac with dedicated support from Tim Ceman and Neil Schiesl;
- Commitment to transparency, responsiveness, and maximizing value for the Village of Harrison.

Contact

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Drifka Group, LLC

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