



MICHIGAN-FLORIDA-COSTA RICA

REAL ESTATE AND MARKETABILITY CONSULTING AGREEMENT

Presented by: DIRT Realty, LLC and Bob Waun (Consultant)

Presented to: Downtown Development Authority of Lake Orion, Michigan

Date: February 26, 2025

Subject: Consulting Proposal for "Lumberyard at Paint Creek" Redevelopment Project

Scope of Consulting Services

DIRT Realty, LLC, and Bob Waun (Consultant) propose to provide professional real estate and market development consulting services for the "Lumberyard at Paint Creek" redevelopment project in Lake Orion, Michigan. The consulting period shall commence on March 3, 2025, and extend for 90 days. The following services will be included:

1. **Review of Existing and Historical Development** – Conduct an in-depth analysis of the site's previous and current development conditions.
2. **Demographic Study for Retail Sales Analysis** – Compile and assess demographic data to determine retail demand and sales potential.
3. **Traffic Study and Flow Pattern Analysis** – Evaluate traffic patterns and pedestrian flows to identify optimal site accessibility.
4. **Industry Professional Engagement** – Consult with experts on both traditional and non-traditional land uses to explore innovative development concepts.
5. **Market Use and Redevelopment Analysis** – Review potential uses and provide strategic recommendations for product and redevelopment opportunities.
6. **ICSC Vegas Representation** – Attend the International Council of Shopping Centers (ICSC) conference in Las Vegas on behalf of Lake Orion to solicit interest from national retail tenants and prepare a detailed report of meetings and market feedback.
7. **Community Survey and Polling** – Develop and distribute a survey to collect community input regarding the redevelopment project.
8. **Architectural Engagement** – Meet with and tour architects/builders on-site to explore additional design possibilities and redevelopment options.
9. **Municipal and County Coordination** – Collaborate with local government officials to assess zoning requirements and compile findings into the final report.
10. **Developer Outreach** – Engage with both local and national developers to explore potential co-development opportunities that align with commercial viability.
11. **Economic Viability Study** – Design and analyze financially sustainable development site plans.



Consulting Fees and Terms

The total consulting fee for the outlined services is **\$9,30**

0.00, plus reimbursement of pre-approved travel and related expenses. All expenses will be pre-approved by the Downtown Development Authority of Lake Orion prior to incurrence.

Additionally, as a licensed commercial real estate brokerage, DIRT Realty, LLC offers its services to list and market available retail and development spaces within the project. If engaged, DIRT Realty will provide listing services at a discounted listing-side commission rate of **2.0% of the applicable commissions** upon successful lease or sale of real estate within the project.

Confidentiality & Fiduciary Responsibilities

DIRT Realty, LLC and Bob Waun acknowledge that any information provided by the Downtown Development Authority of Lake Orion in connection with this engagement shall remain confidential. All proprietary, financial, and strategic data disclosed during the consulting period will not be shared with third parties without prior written consent.

Additionally, DIRT Realty, LLC and Bob Waun will act in a fiduciary capacity, ensuring that all recommendations and activities undertaken are in the best interest of the Downtown Development Authority of Lake Orion.

Acceptance of Proposal

This proposal is valid for acceptance until March 2, 2025. If the terms outlined above are acceptable, please sign below to indicate agreement and authorization to proceed.

Authorized Representative

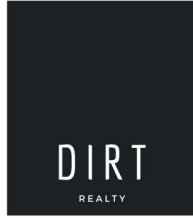
Downtown Development Authority of Lake Orion, Michigan

Signature: _____

Printed Name: _____

Title: _____

Date: _____



MICHIGAN-FLORIDA-COSTA RICA

Authorized Representative

DIRT Realty, LLC

Signature: _____

Printed Name: Bob Waun

Title: Consultant, DIRT Realty, LLC

Date: _____