

Questions 5 – 7 to CMHC RFP for Real Estate Marketing and Sales of Residential Properties in British Columbia (1-4 units), File # 201301168

Question 5

Can you better define the work areas for Kamloops and the Kootenays?

Answer 5

As detailed in Section 1.1, the Region/Designated Areas are broken out by the Real Estate Boards of British Columbia as shown below. Properties falling under the Kamloops and Kootenay Real Estate Boards fall within the area defined as "Eastern". The successful proponent for the Eastern area would also be expected to service properties falling under the jurisdiction of the Okanagan Main Line and South Okanagan Real Estate Boards (Excluding Peace River Area), in addition to the properties under the jurisdiction of the Kamloops and Kootenay Real Estate Boards.

Region of British Columbia	Designated Area and Real Estate Boards	Number of Contracts
Central and Southern	Fraser Valley, Greater Vancouver, Powell River Chilliwack,	1 Contract
Eastern	Kamloops, Kootenay, Okanagan Main Line, South Okanagan (Excluding Peace River Area)	1 Contract
Northern	BC Northern, Peace River Area (part of South Okanagan)	1 Contract
Vancouver Island	Vancouver Island Victoria	1 Contract

Question 6

In the proposal document, it appears that the remuneration paid to the buyer's realtor is a fixed rate. Is this correct and can the proponents adjust it?

Answer 6

Please note that percentages presented in section 4.10 are minimum amounts and can be adjusted.

"Minimum sales commission payable to the selling real estate sales person must be at least 3.22% on the first \$100,000 and 1.15% on the balance. Where co-listing arrangements are included in the marketing plan, the proponent must indicate the split in the listing commission between the proponent and the co-lister. Please include

supporting evidence to confirm that the payment to the co-listing Realtor® is fair and reasonable".

Question 7

For current foreclosures how does the paper process work? Do the listings, showing results, sales contracts, etc get sent to CMHC? A local rep? A lawyer?

Answer 7

The successful proponent will be dealing with the CMHC office in Vancouver.