

Question 1:

Appendix D: For number of Listings as sales Does that mean number of listings sold where an agent represented the seller and number of sales mean where an agent represented the Buyer?

Response:

Appendix D requires the 'Number of Listings and Sales in 2012:'. Proponents must provide the appropriate figures where the proponent represented the seller as the listing agent. For example, a listing agent may claim credit for 1 listing as well as a credit for 1 sale where a property is listed and sold. Where a property is listed but not sold, a listing agent may claim only 1 credit for the listing.

Question 2:

Appendix D: Where a proponent has averages and median sold price and days on market data, would the median data be acceptable?

Response:

Appendix D requires the 'Average Sale Price of all properties sold:'. Proponents must provide CMHC with the average sale price (not median sold price) as per the requirement.

Question 3:

For cooperative listing agreements, would a letter of intent be acceptable or would CMHC like to see an agreement already in place?

Response:

The RFP, Section 4.6 Co-operative Listing Arrangements, requires the submission of a plan for co-operative listing arrangements. There is no requirement to include a sample agreement.

Question 4:

Section 4.7e Property Servicing Commission: will that be paid directly to the servicing company or to broker firm to compensate the servicing company?

Response:

The property servicing commission will be paid to the broker firm.