

Question 13:

In the description it states 1-4 units... does this mean there are 1 to 4 properties that would need marketing for sales purposes or does it mean there are units that are single unit dwellings and there are multi units within a single building up to 4 units within the building?

Response:

Properties may contain 1 to 4 units with the building.

Question 14:

How many units within a year's time (estimated) would there be put up for sale?

Response:

Approximately 250-300 units

Question 15:

Where might the majority of these units be located based on past history of units that were put up for sale?

Response:

Past history indicates that the western part of the province contained the most units.

Question 16:

In the RFP it speaks of *Cooperating Listing Agent* commission. For example, "*where CMHC properties are outside a 100 km radius or where distance makes it logistically difficult or not feasible for the Real Estate firm to service a listing, CMHC expects the Real Estate firm to arrange a cooperative listing agreement with licensed Real Estate professionals in communities in close proximity where the property is located. Cooperative Listing Real Estate professionals can be with affiliate offices and/ or partnership arrangements or other arrangements as indicated by the proponent.*"

The industry standard refers to the 'Cooperating Brokerage' as the Buyer agent, buying from the 'Listing Brokerage', and OREA forms also hold to this format.

- If there is no "Cooperating Listing Agent", simply a one Listing agent, is it correct to put N/A for that *Cooperating Listing Agent* space on the price schedule?
- Where a realtor itself works a radius over 100KM should they still plan for a *Cooperating Listing Agent*?
- Are there any restrictions on who can be a *Cooperating Listing Agent*?

Response:

CMHC is seeking information with respect to how a property would be serviced/marketed outside a 100 km radius.

Question 17:

Statistics quoted by CMHC for GTA prices seem very low for 2013. Please clarify what these "Average Prices" represent? e.g. **Northeastern, Toronto** \$195,076. That figure is not correct and is very low, the average house in Toronto is about \$465,000 +/- . Please clarify the chart of Regional Average Prices.

Response:

These average prices represent CMHC acquired units only. These average prices do not reflect the normal Real Estate market.