

Question 23:

On Page 20 it states that the cost related to Property Management services should be reflected in the above noted commission rate. (The commission rates that are paid out to the participating agents). Please clarify as to why this would be grouped, as the property management charges would be paid to the property management group and not the agents.

Should proponents submit the agent commission rates, and then the property management fees separately?

Response:

The cost related to these services as outlined in section 3 Statement of Work, should be reflective in one commission rate subject to the following:

- (A) In the event, title is not acquired within the 60 day period CMHC will pay the successful proponent a flat fee on a daily basis for property management services in excess of the 60 day period.
- (B) CMHC may at its own discretion chose not to market certain properties. However, CMHC will require property management services and will pay the successful proponent a flat fee on a daily basis for property management for this period. The flat fee on a daily basis as mentioned above should be reflective of services as outlined in Section 3 Statement of Work. The proposed daily fee will be used in the ranking process.

Daily flat fee for take-over (A and B): \$_____

Proposals containing more than one pricing structure **will be rejected** and not considered further in the evaluation process.

All prices and amounts of money in the proposal are to be quoted in Canadian dollars and be exclusive of the harmonized Sales Tax (HST), and Provincial Sales Tax (PST), as applicable, unless otherwise indicated.

The HST or PST, whichever is applicable, shall be extra to the price quoted by the Proponent and will be paid by CMHC.

Question 24:

Please provide clarification on the responses to questions 2 & 20. "The proponent with the lowest commission and daily flat fees will be the lead proponent". It is unlikely one proponent will have both the lowest commission and the lowest daily flat fee. How will CMHC compare one proponent with the lowest commission & another proponent with lowest flat fee? Please provide the methodology that makes these two situations comparable, transparent & fair.

Response:

The evaluation will be transparent, fair, and based on a multitude of factors identified in the RFP document including but not exclusive to total technical score, total commissions payable, and daily flat fee.