

Solicitation File #201404530

Real Estate Marketing and Sales and Property Management for Properties in Prince Edward Island (1-6 units)

Questions 4-8

Question 4

Are the properties acquired and the properties sold exclusive of each other, or does "acquired" mean from the lender for the purposes of continuing to market? We are looking to determine if "acquire" means properties that the CMHC is actually going out and purchasing, or if this means distressed properties that are acquired from the lenders for the purpose of being sold.

Answer 4

CMHC acquires distressed properties from the lenders for the purpose of being sold.

Question 5

If the properties acquired are exclusive of the ones sold, will those acquisitions be done through the successful proponent of this RFP? (if they are not exclusive of the properties sold, please disregard question)

Answer 5

See answer to question #1.

Question 6

If the properties acquired are exclusive of the ones sold, are the properties that are acquired typically listed for sale when CMHC purchases them? If so, is this typically on the MLS or ICX, or through private means? (if they are not exclusive of the properties sold, please disregard question)

Answer 6

See answer to question #1.

Question 7

If the properties acquired are exclusive of the ones sold, is there any property management under this contract that is required on the properties that are purchased either before, during or after the purchase?

Answer 7

See answer to question #1.

Question 8

Does the "holding period" that was cited in answer #1 from the December 19th Q&A for this RFP include the takeover period prior to the property being listed or only the marketing time?

Answer 8

On average, the "holding period" is from the time that we accept the keys from the lender to the time that we sell the property.