

Questions and Answers for RFP 201501574

Question 8:

In our past experience in completing take-overs for CMHC we were tasked to complete the take-over from the FI and maintain the property until such time that title was conveyed to CMHC and the property was subsequently listed by CMHC's realtor. At this point our services were no longer required as the realtor then had responsibility of all property management tasks. Is this also the case here or are we handling the property management piece while the property is listed for sale, only terminating our services when the property is sold and closed?

Answer 8:

The proponent will provide all services detailed in Section 3 - Statement of Work of the RFP from takeover to sale of the properties. Marketing services are not included in this RFP.

Question 9:

In Section 3.3 Statement of Work it states "the properties included in the Agreement will be marketed for sale and will be dispersed throughout the Atlantic Provinces". Further to this in 3.7, Performance Management, it is stated that "the proponent will send a monthly Performance Status report indicating the number of properties listed and sold by province." – does this mean that the proponent will also be handling the Real Estate Management portion of the portfolio? If so, are they entitled to a "management fee" from the realtor's commission or do these services need to be incorporated into the "flat fee" amount?

Answer 9:

Marketing services are not included in this RFP. Please see Amendment #1 with regards to the Performance Status Report.

Question 10:

The Property Management Fee – is this per month, per unit or are we to handle multi-unit properties for the one monthly fee?

Answer 10:

The management property fee is per property, per month, regardless of the number of units.

Question 11:

On average what is the time frame these homes are being managed?

Answer 11:

Since 2009, CMHC properties have been held an average of 200 days.