

Question 3

Must the financial statements of each agency be filed with the RFP?

Answer 3

No. However, pursuant to section 5.5 of the RFP, CMHC reserves the right to carry out a credit check and/or a financial capacity on the lead proponent before beginning discussions.

Question 4

We understand that the counter-offers must be prepared by us with regard to CMHC properties. Is that also the case for sales under judicial authority?

Answer 4

Yes.

Question 5

In relation to section 7.1, if CMHC's inventory increases to the point where the compensation exceeds \$11,000,000, is it true that we will have to continue performing the contract without any compensation?

Answer 5

The value of the contract will be adjusted based on the volume.

Question 6

What details must be included in the contingency plan?

Answer 6

The proponent must detail its own contingency plan in order to demonstrate to us that it can pursue its marketing activities, should an unforeseen event of any nature whatsoever occur during the term of the contract.

Question 7

Are the statistics provided by Centris (MLS system) for each of the agencies and by territory acceptable for the RFP ("pure" and "impure" sales)?

Answer 7

The statistics provided by Centris are acceptable; however, they must not be broken down by agency. We are asking proponents to group the agencies together in a given territory.