

Cost and Term Analysis for Broker RFQ

	Broker	Commission/Fees	Upfront Costs	Terms
<i>finalist</i>	CBRE	5%; 7% co-brokered	\$0	LISTING AGREEMENT: 3 yrs, option to cancel at 1 yr with 90 day notice; OTHER: 180 day protected period, hourly basis beyond proposal scope
<i>finalist</i>	Coldwell Banker Commercial	7%; 9% co-brokered	\$600 per sign; offset against commission fees at closing	LISTING AGREEMENT: 2 yrs, option to cancel at 180 days with 90 day notice; OTHER: 6 month protected list*
<i>finalist</i>	Northco	5%; 6% co-brokered	\$0	LISTING AGREEMENT: 12 months; OTHER: 180 days protected list
	KW Commercial NW	5.75% above a \$50,000 sale or \$3,000 if under a \$50,000 sale; as appropriate for co-brokered; \$299 for first five transactions in	\$0	LISTING AGREEMENT: 12 months with optional to cancel anytime if mutually agreed upon; OTHER: 180 days protected list
	Edina Realty	6% for all sales; negotiated for co-brokerage	\$0	LISTING AGREEMENT: 2 yr minimum; OTHER: none
	KW Commercial**	6% with \$399 per transaction; no data for co-brokered OR 6%; 45% to co-brokered firm	\$0	LISTING AGREEMENT: 1 yr term with yearly renewal option, no early termination OR 365 days with 48 hour dissatisfaction correction timeframe with agreement release if not satisfied
	Mid-America	6%; 8% co-brokered	\$0	LISTING AGREEMENT: 12 months with 30 day written cancellation; OTHER: \$150 per man hour for other duties,if overseer of construction 5% of construction costs proposed
	Premier Commercial Properties	7%; split of 7% for co-brokered	\$0	LISTING AGREEMENT: 24 months with 6 months opt; OTHER: negotiable beyond scope of proposal
	Arthur Grant Realty	5%	\$0	LISTING AGREEMENT: 6 months with optional renewal every 6 months
	American Dream Realty Midwest	5% for total broker compensation, 3% for buyer broker compensation, 1/12th of annual lease for leasing compensation	\$0	LISTING AGREEMENT: 12 months with automatic 6 month extensions with 60 day notice termination unless City explicitly cancels the agreement; OTHER: additional fees outside of proposal scope

Note: 70 parcels to be listed
 Note: A protected list is required to be provided by the brokerage firm per MN law within 72 hrs of agreement termination
 *Within 6 months of agreement termination CBC will earn commission fees if buyer is on "protected list"
 **Submitted jointly which is why table provides duplicative yet slightly different figures