NAIExcel
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

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October 14, 2019

Ivins City
c/o Dale Coulam
City Manager/City Attorney
55 N Main
Ivins, UT 84738
via email: DCoulam@ivins.com

RE: Disposition of approximately 15.52 +- acres on Center Street in Ivins City, Utah

It has come to my attention that Ivins City is seeking proposals to represent the City in the disposition of a parcel of approximately 15.52+- acres on Center Street known as Washington County Parcel Number I-SB-19-J.

We are excited for the opportunity to be considered for this assignment. Following is an outline of our proposal.

Listing Brokerage: NAI Excel

Listing Agent: R. Neil Walter

Listing Term: 1 year, Seller to have the right to cancel with 60 days written notice.

Protection Period: 1 year for individuals or entities procured by the Listing Agent and Listing Firm's marketing activities.

Listing Fee: The total fee shall be 4% if the buyer is procured by the Listing Agent. The fee shall be 5% if there is a cooperating agent representing a buyer. If Ivins City procures the prospective buyer without the efforts of the Listing Broker, the fee shall be 2%.

Marketing and Signage: NAI has an in-house graphic design and photography team that will put together a custom marketing package for the property, an custom marketing website, and promote it on the most trafficked commercial real estate and development real estate listing channels in the intermountain west. The marketing website will also be displayed on NAI Excel's website and related platforms which receive over 10,000 visits per month. For a complete overview of the marketing process, see the NAI Company Overview.

Listing Price: $2,870,000, the appraised value referenced in the RCS Appraisal report prepared May 3, 2018.

Disclosures: R. Neil Walter is a licensed real estate broker in Utah, Nevada, and Idaho (UT:5483438-BB00 | NV:BS.1001167 | ID:DB39053).

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About Neil: Neil Walter is CEO of Brokers Holdings which operates NAI Excel, NAI Vegas, and ERA Brokers Consolidated. His real estate practice includes investment properties, special use assets with or without the accompanying business, and development land. He has taught Real Estate Finance, Entrepreneurial finance, Financial Modeling and Decision Making, and Economics at Dixie State University. Previously he priced derivatives and structured products and helped create risk metrics for the North America Gas and Power Trade Floor at ConocoPhillips. Neil is a CFA charter holder and earned his MBA from Carnegie Mellon University.

If agreeable, the Listing Brokerage, Listing Agent, and the City of Ivins will enter into a listing agreement authorizing the Listing Broker and Listing agent to place signage on the property and market the property in commercial real estate and land development marketing channels.

Please reach out directly with questions.

Sincerely,

Neil

R. Neil Walter, CFA
CEO
NAI Excel | NAI Vegas

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