November 1, 2019

Dale T, Coulam
Ivins City Manager/Attorney
55 N. Main Street
Ivins, UT 84738

RE: REQUEST FOR PROPOSALS

Dear Dale,

It was a pleasure speaking with you yesterday.

In response to your letter requesting a listing proposal, I submit the following in regard to the questions asked in the bullet points.

1. The total fee if the buyer is procured by the Listing Agent would be 6% of the sales price.
2. The total fee if there is a cooperating agent representing the buyer. 3%/3% of the sales price.
3. The total fee if the buyer is one of the parties that made a prior offer or if Ivins City otherwise procures the buyer. (As you and I discussed, two of the previous offers to purchase are currently clients of mine) If not one of my clients,1% to do the paperwork and review. (the city council needs to know that Realtors have some kind of a split (%) with their brokerage company, not all of the money goes into the Realtors pocket).

Marketing the property would entail listing the property with the local Washington County Board of Realtors (WCBR) MLS System (currently about 2,000 members) so all members would be exposed to the listing and it is automatically uploaded to the National Association of Realtors and then is automatically shared with REALTOR.com, ZILLOW.com, TRULIA.com and several other real estate internet companies through a sharing program through the national association.

Properly approved signage would be placed on the property and marketing would be promoted on our company website.

Best Regards,

Craig Hopkinson
"The Dirt Guy"
Red Rock Real Estate