



Subject: Request for Proposal Award – Realtor Services, Keefer Mansion (CLK 2024-02)

Report to: Thorold City Council

Recommendations

1. That Request for Proposal CLK 2024-01, respecting Realtor Services for the City-initiated sale 14 St. David St. W. ("Keefer Mansion"), **BE AWARDED** to Boldt Realty Inc.;
2. That the Mayor and City Clerk **BE AUTHORIZED** to execute the necessary agreements/contracts.

Key Facts

- In accordance with Council's direction to Staff, the City terminated its Agreement to Lease Keefer Mansion, for the purpose of listing the property for sale Request for Proposal
- In accordance with the City's Procurement Policy, Request for Proposal CLK 2024-02 was issued on November 5, 2024, and closed on November 28, 2024
- Five (5) complete proposals were received
- The selection of the successful proponent was conducted in accordance with the City's Procurement Policy and the terms of the Request for Proposal

Budgetary Status

Realtor fees are payable as a commission out of the proceeds of sale of the property. Fee structure was considered when evaluating the proposals.

Analysis

The City of Thorold previously entered into a long-term lease with a tenant to rent Keefer Mansion. Thorold City Council directed Staff to terminate the lease so that the property could be marketed for sale.

The Request for Proposal was issued on November 5, 2024. The evaluating committee, reviewed the proposals, and the results are as follows:

Submission	Rank	Score (out of 100)
Boldt Realty Inc.	1	89
Smith & Co. Realty	2	82
Canal City Realty Ltd.	2	82
Fracassi & Co. Real Estate Group	4	68
Land/Max Realty Inc.	5	59
Portfolio Realty Group	N/A	Incomplete

Staff are recommending the RFP be awarded to Karen Blackley of Boldt Realty Inc.

Impact on the Environment, Climate Change

There are no known environmental or climate change related impacts to this Report.

Alternatives Reviewed

The City can decide to not sell Keefer Mansion. However, there are costs to maintain the property, and Council has previously directed Staff to terminate the lease with the previous tenant, for the purpose of selling the property. For this reason, Staff recommends awarding a contract for realtor services and proceeding to list the property for sale.

Relationship to Strategic Plan

- Vibrant and Prosperous Community
 - Economic Prosperity
- Sustainability
 - Sustainable Infrastructure
 - Financial Sustainability

Other Pertinent Reports

N/A.

Prepared by and Recommended by:

Nicholas Debono
City Clerk
Clerk's Department

Approved and Submitted by:

Manoj Dilwaria
Chief Administrative Officer

This report was prepared in consultation with Mark Richardson, Associate Director, Community Services. It was prepared in consultation with and reviewed by Geoff Holman, Director, Public Works and Community Services, and Maria Mauro, Director, Finance/Treasurer.

Appendices

N/A.