



**GARDINER CITY COUNCIL  
AGENDA ITEM INFORMATION SHEET**



<b>Meeting Date</b>	07/21/2021	<b>Department</b>	Tax Collector
<b>Agenda Item</b>	4.c.) Consideration of awarding contract for real estate bid		
<b>Est. Cost</b>			
<b>Background Information</b>	Attached you will find two responses to an RFP for real estate services. Shelly Everett from the Everett Realty Group and Katie Dube from the Gilbert Group have submitted proposals to market:		
	596 Water Street 36 Oak Street 47 Cannard Street 25 Mt. Vernon Street		
<b>Requested Action</b>	" I move to award a contract to ? for real estate services as described above."		
<b>City Manager and/or Finance Review</b>			
<b>Council Vote/ Action Taken</b>			
<b>Departmental Follow-Up</b>			

<b>City Clerk Use Only</b>	1 <sup>st</sup> Reading _____	Advertised _____	<b>EFFECTIVE DATE</b> _____
	2 <sup>nd</sup> Reading _____	Advertised _____ w/in 15 Days	
	Final to Dept _____	Updated Book _____	Online _____

TAX ACQUIRED PROPERTIES  
GARDINER MAINE

# PROPOSAL

JUNE 2021



GILBERT GROUP  
79 CONY STREET  
AUGUSTA, MAINE 04330  
207. 480. 1612

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# PROPOSAL

JUNE 2021



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79 CONY STREET  
AUGUSTA, MAINE 04330  
207. 480. 1612

Presentation

by



*Katie Dube*  
**KATIE DUBE**

207. 232. 0126

Katie@GilbertGroup-LLC.com

# Overview of RECOMMENDATIONS

25 Mount Vernon Street

Proposed List Price : \$104,900

36 Oak Street

Proposed List Price : \$129,000

596 Water Street

Proposed List Price : \$115,000

47 Cannard Street

Proposed List Price : \$60,000



## 25 MOUNT VERNON STREET

Low: \$73,000

High: \$136,000

Recommended Price: \$104,900

*Comps*

141 Spring Street MLS #: 1480433 List Price: \$84,900 Sold Price: \$84,000 Status: Closed Days On Market: 10	23 Mount Vernon Street MLS #: 1451929 List Price: \$60,000 Sold Price: \$55,000 Status: Closed Days On Market: 33	92 Central Street MLS #: 1488624 List Price: \$95,000 Sold Price: \$105,900 Status: Closed Days On Market: 5
54 Mt Vernon Street MLS #: 1487897 List Price: \$109,900 Sold Price: \$115,000 Status: Closed Days On Market: 4	133 Highland Avenue MLS: 1465458 List Price: \$150,000 Sold Price: -- Status: Active Days On Market: 238	



## 36 OAK STREET

Low: \$97,000

High: \$150,000

Recommended Price: \$129,000

*Comp's*

92 Central Street

MLS #: 1488624

List Price: \$95,000

Sold Price: \$105,900

Status: Closed

Days On Market: 5

16 Heselton Street

MLS #: 1464964

List Price: \$115,000

Sold Price: \$115,000

Status: Closed

Days On Market: 10

726 River Avenus

MLS #: 1462882

List Price: \$140,000

Sold Price: \$142,500

Status: Closed

Days On Market: 3

35 Oak Street

MLS #: 1460006

List Price: \$149,000

Sold Price: \$156,000

Status: Closed

Days On Market: 0

19 Clinton Street

MLS #: 1466941

List Price: \$149,900

Sold Price: \$145,000

Status: Closed

Days On Market: 2



## 596 WATER STREET

Low: \$97,250

High: \$142,000

Recommended Price: \$115,000

*Comp's*

9 Maple Street

MLS #: 1466431

List Price: \$130,000

Sold Price: \$130,000

Status: Closed

Days On Market: 7

54 Mt Vernon Street

MLS #: 1487897

List Price: \$109,900

Sold Price: \$115,000

Status: Closed

Days On Market: 4

92 Central Street

MLS #: 1488624

List Price: \$95,000

Sold Price: \$105,900

Status: Closed

Days On Market: 5

18 Bartlett Street

MLS #: 1490187

List Price: \$110,000

Sold Price: \$120,000

Status: Closed

Days On Market: 3

19 Clinton Street

MLS #: 1466941

List Price: \$149,900

Sold Price: \$145,000

Status: Closed

Days On Market: 2

133 Highland Avenue

MLS: 1465458

List Price: \$150,000

Sold Price: --

Status: Active

Days On Market: 238





## 47 CANNARD STREET

Low: \$50,000

High: \$75,000

Recommended Price: \$60,000

*Comps*

19 Spruce Street

MLS #: 1492090

List Price: \$94,000

Sold Price: --

Status: Active

Days On Market: 32

2056 Riverside Drive

MLS #: 1481991

List Price: 94,900

Sold Price: 65,000

Status: Closed

Days On Market: 53

# Commission

## BREAKDOWN

6 % of Selling Price

This Agency's policy is to cooperate with other agencies acting as Buyer's agents.

This Agency's policy is to share compensation with Buyer's agents.

Agency's policy is to offer compensation to Buyer's agents in the range of 2% to 2.5% of the contract price

This Agency's policy is to cooperate with other agencies acting as transaction brokers.

This Agency's policy is to share compensation with transaction brokers.

Agency's policy is to offer compensation to transaction brokers  
1% of the contract price.

# Selling

STEP BY STEP

## HOUSE PREP

Make sure the house and yard is cleaned and de-cluttered (if possible) before we officially hit the market.

## MARKETING

Schedule professional photoshoot, prepare all marketing materials, put sign in yard and go live online.

## REVIEW / ACCEPT OFFER

Negotiate the offer and get it accepted. The Buyer will then typically schedule their inspection right away.

## HOME INSPECTION

Buyers review inspection results, decide if any repairs are needed and if they want to move forward. They could ask for repairs to be made and we will negotiate any requests.

## APPRAISAL & TITLE SEARCH

The Buyer's lender orders the appraisal and title search. Final financing is established.

## CLOSING

Schedule closing. Sign papers.

# REAL ESTATE TERMS

## *Sellers Need to Know*

### APPRAISAL

A DETERMINATION OF THE VALUE AN APPRAISER MAKES AN ESTIMATE BY EXAMINING THE PROPERTY, LOOKING AT THE INITIAL PURCHASE PRICE, AND COMPARING IT WITH RECENT SALES OF SIMILAR PROPERTY.

### CLOSING COSTS

ALL SETTLEMENT OR TRANSACTION CHARGES THAT HOME BUYERS NEED TO PAY AT THE CLOSE OF ESCROW WHEN THE PROPERTY IS TRANSFERRED.

### APPRECIATION

INCREASE IN THE VALUE OR WORTH OF AN ASSET OR PIECE OF PROPERTY THAT'S CAUSED BY EXTERNAL ECONOMIC FACTORS OCCURRING OVER TIME, RATHER THAN BY THE OWNER HAVING MADE IMPROVEMENTS OR ADDITIONS.

### MLS

A COMPUTER-BASED SERVICE, COMMONLY REFERRED TO AS MLS, THAT PROVIDES REAL ESTATE PROFESSIONALS WITH DETAILED LISTINGS OF MOST HOMES CURRENTLY ON THE MARKET.

### CONTINGENCY

A PROVISION IN A CONTRACT STATING THAT SOME OR ALL OF THE TERMS OF THE CONTRACT WILL BE ALTERED OR VOIDED BY THE OCCURRENCE OF A SPECIFIC EVENT, USUALLY BY SPECIFIC DATES LEADING UP TO THE CLOSING.

### ESCROW

THE HOLDING OF FUNDS OR DOCUMENTS BY A NEUTRAL THIRD PARTY PRIOR TO CLOSING YOUR HOME SALE, THIS IS TYPICALLY DONE BY A TITLE COMPANY.

### HOME INSPECTION

AN EXAMINATION OF THE CONDITION OF A REAL ESTATE PROPERTY. A HOME INSPECTOR ASSESSES THE CONDITION OF A PROPERTY.


### TITLE

OWNERSHIP OF REAL ESTATE OR PERSONAL PROPERTY. WITH REAL ESTATE, TITLE IS EVIDENCED BY A DEED (OR OTHER DOCUMENT) RECORDED IN THE COUNTY LAND RECORDS OFFICE.

# Contact

## INFORMATION

Katie Dube, Real Estate Agent

 207. 232. 0126

 [Katie@GilbertGroup-LLC.com](mailto:Katie@GilbertGroup-LLC.com)

Gilbert Group

Justin Gilbert, Designated Broker

 207. 480. 1612

 [GilbertGroup-LLC.com](http://GilbertGroup-LLC.com)

## Kathleen Cutler

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**From:** Contact form at Gardiner ME <cmsmailer@civicplus.com>  
**Sent:** Sunday, June 27, 2021 4:13 PM  
**To:** Kathleen Cutler  
**Subject:** [Gardiner ME] RFP Sale of TA Properties (Sent by Shelly Everett, shelly@207realestate.com)

Hello kcutler,

Shelly Everett ([shelly@207realestate.com](mailto:shelly@207realestate.com)) has sent you a message via your contact form (<https://www.gardinermaine.com/user/49/contact>) at Gardiner ME.

If you don't want to receive such e-mails, you can change your settings at <https://www.gardinermaine.com/user/49/edit>.

Message:

I tried sending this a couple times and it has bounced back to me or says there is a delay in delivery. I thought I would send here to confirm you received this. Thank you!

Good morning,

I hope this finds you doing well and staying healthy!

I have spent time reviewing each property and I have also visited each property. I did not enter any of the properties so as not to disturb the individuals occupying them. That being said, please keep in mind these are my very best market analysis without seeing the entire property and the conditions.

I have completed a significant amount of research on the local recent sales of similar to these. I have also used my resources in the industry to get a good temperature on the current market.

I have grown up in the excavation and construction field. I am familiar with the process and the costs to renovate and update properties which gives me a great advantage. I have a great network of investors who may well be interested in these properties. I mention this because of the conditions I found at some of the properties. The city will be selling these properties "as is" and in some cases the buyer may not enter the property before they own it. These may likely require a buyer with the ability to pay cash and take the risk of sight unseen.

The following is my suggestion for each parcel based on that research:

596 Water Street - \$115,000 - 125,000

36 Oak Street - \$95,000-105,000

47 Cannard Street - \$55,500-\$65,000

25 Mt. Vernon Street - \$155,000-172,500

This property appeared to be a multi-unit in the past.

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I would be willing to act as broker for the city for a commission of 6%. I will actively advertise and promote the listings through Maine Listings Service, Zillow, Trulia, Realtor.com and many others as well as our website and Facebook page. With my background in construction and development, I am well suited to work with potentially distressed properties such as these.

Market Analysis information is meant to be kept confidential between parties.

I am happy to answer any questions you may have.

I look forward to assisting the city in the sale of these properties and I appreciate the opportunity to be of service.

Best,  
Shelly Everett, DB/Owner  
Everett Realty Group  
4 Park Street  
Farmingdale, Maine 04344  
[www.207realestate.com](http://www.207realestate.com)  
207-461-4249 Call/Text