



**COMMUNITY FOUNDATION FOR MONTEREY COUNTY  
REAL ESTATE COMMITTEE NOTES  
July 26, 2018**

- Present:** Nolan Kennedy, Greg Chilton, Rick Kennifer, John Mahoney and Ken Petersen
- Staff:** Dan Baldwin, Phil Carey and Diane Nonella
- Absent:** Jim Heisinger, Heisinger, Buck & Morris
- Guests:** Tim Allen – Coldwell Banker  
Michael Canning – Sotheby’s International Realty  
Malone Hodges – Carmel Realty Company  
Sara Bouchier – Carmel Realty Company  
Chris Pryor – Carmel Realty Company  
Judith Profeta – Alain Pinel Realtors

Dan Baldwin started the meeting with a review of the realtors and the parameters for the 30 minute presentations. He stated the Tim Allen of Coldwell Banker and Michael Canning of Sotheby’s International Realty have opted to join forces and would be presenting together.

The realtors each presented information about their company’s market position, their personal history and their strengths. The realtors talked about how they would position the property (House, Vacant Lot, combined), their pricing analysis, their marketing time line and what CFMC needed to do to ready the property for market. After each presentation the committee members asked questions to understand their positions and analysis.

After the completion of the presentations, the committee discussed each at length. They talked about the strengths of each team and the amount of preparation they put forth. They also discussed in detail the potential conflicts of interest for both sides of the real estate transaction. After much debate, it was decided to move forward with Sotheby’s International/Coldwell Banker.