



**COMMUNITY FOUNDATION FOR MONTEREY COUNTY
REAL ESTATE COMMITTEE NOTES
October 18, 2018**

Present: Birt Johnson, Jr., Rick Kennifer and Bill Mitchell

Via Phone: Nolan Kennedy and John Mahoney

Staff: Dan Baldwin and Diane Nonella

Absent: Greg Chilton, Jim Heisinger and Ken Petersen

Guests: Michael Canning and Jessica Canning – Sotheby's International Realty

Dan Baldwin identified the attendees in the room and on the phone.

Dan reviewed the three topics for discussion:

1. The offer on 3204 17 Mile Drive
2. Pricing structure when the properties are placed on the Multiple Listing Service (MLS)
3. Internal procedures for accepting/declining offers

Dan then updated the committee on the status of seeking a revaluation of the property, back to the original appraisal, and the application for a property tax exemption.

Mike Canning recapped the 12 showings to date; 10 showing interest in both lots, and 2 expressing interest in only the vacant lot.

Mike explained a previously discussed possible strategy to leverage the full-price offer received on the vacant lot, to encourage a decision by those interested in both lots.

Bill Mitchell expressed his concerns about selling the vacant lot first, and the affect it may have on the ability to sell the developed lot.

John Mahoney asked the following three questions:

1. Who is the buyer?
Answer: a developer from Stockton.
2. Of the 10 interested, how many are legitimately interested and qualified?
Answer: 2-3; there have probably been no offers because of the complexity of the property.
3. Is there any legal obligation to accept a full price offer?
Answer: there is no legal obligation to accept any offer.

After a lengthy discussion, the committee decided it is too early in the process and agreed not to accept the offer.

Mike told the committee that he would like to adhere to the customary response period of 72-hours, for all offers. Dan explained that the approval process will be discussed and decided at the October 23rd board meeting, which will help determine the amount of time needed. The committee agreed a 3-5-day period is a reasonable expectation for responses.

Mike informed the committee the properties will be listed on the MLS in early November. It was decided to retain the current listing price, and re-evaluate just before the AT&T tournament.

Mike and Jessica were excused.

Dan explained to the committee there is no process in place to accept or reject offers. The real estate committee recommends that Dan be authorized to sign all documents and that he be advised how to respond to others by the chair, vice-chair and Bill Mitchell. The committee expressed interest in seeing offers, but, given the need to respond quickly, did not want to hold up the process.

Dan explained that Jim Heisinger's schedule may not be as flexible as it has been, and he may not be able to respond as quickly as needed. Rick Kennifer will provide legal services if Jim is not available.

Meeting adjourned at 5:05.