## Report to Council

**Report Title:** East Ridge Business Park Listing Agreement  
**Prepared By:** Sonya Watson, Chief Administrative Officer  
**Department:** Administration  
**Date:** February 12, 2019  
**Report Number:** CAO2019-05  
**File Number:** C11AD, L14ER  
**Attachments:** Listing Agreement, Map of East Ridge Business Park

### Recommendation:

That the Council of the Municipality of Brockton hereby approves Report Number CAO2019-05 - East Ridge Business Park Listing Agreement, prepared by Sonya Watson, Chief Administrative Officer and in so doing authorizes a By-Law coming forward.

### Report:

**Background:**

The Municipality has had a Listing Agreement with McIntee, Remax and Coldwell Banker for a number of years now for the Phase 1 East Ridge Business Park Properties. Recently the amending agreement expired resulting in a new Listing Agreement being required.

**Analysis:**

Based on the real estate environment, we have requested a reduction in commission. They have agreed to a 5% commission for the remaining lands which is a reduction from 6%. It should be noted that this Listing Agreement is only for the lands remaining for sale in “Phase 1” and outlined on the attached map.

I am currently working on the servicing options, lot pricing and the sales process for the Phase 2 lots as we consider this development.

I recommend Council approve the Listing Agreement as presented and a By-Law be brought forward.

### Sustainability Checklist:

What aspect of the Brockton Sustainable Strategic Plan does the content/recommendations in this report help advance?

- Do the recommendations help move the Municipality closer to its Vision?  
  - Yes
Do the recommendations contribute to achieving Cultural Vibrancy? N/A
Do the recommendations contribute to achieving Economic Prosperity? Yes
Do the recommendations contribute to Environmental Integrity? N/A
Do the recommendations contribute to the Social Equity? N/A

Financial Impacts/Source of Funding:

- Do the recommendations represent a sound financial investment from a sustainability perspective? Yes
This will result in a reduction on commissions for lands sold in Phase 1 of the East Ridge Business Park.

Respectfully Submitted by:

Sonya Watson, Chief Administrative Officer