

June 22,2020

To: Wheatland County

Re: Exclusive Realtor services for land in Phase 2 and Phase 3 of the community of Lakes of Muirfield

Dear Sirs,

Heather Dougall and John Kearney are two experienced Real Estate agents currently licensed to trade in Real Estate in Alberta and hold licenses in Residential, Commercial, Rural and Agricultural Real Estate. Our broker is Royal LePage Benchmark and we are ranked in the top 5% of realtors for Royal LePage in Canada. We moved to Lakes of Muirfield in July 2015 after building our dream home and in 2016 became the exclusive Realtors and managed all marketing and lot sales for the past Developer.

As we are very passionate about this community, for the past five years, we have been working diligently to bring permanent residents to Lyalta. We brought the store owners to the community, Indus Homes (who purchased 18 lots), Gulf Homes, Brycor Homes and Your Custom Homes. We are also on the board for the Lyalta Community Club and the Muirfield Rec Society and have created and sponsored many events to bring potential buyers to the community. Like ourselves, once people come to Muirfield they realize how much it has a lot to offer and although many are scared away due to the media coverage of the waste water solution, many do stay and many are holding out for a solution to a permanent waste water. We field several calls a week from interested builders and potential home owners.

We propose the following:

Allow us to continue to MLS lots of your choice and at the price determined by you and continue to be the exclusive Realtors for lots sales in the Lakes of Muirfield.

In return we will:

- Place professionally designed "For Sale" signage on the lots
- Market the lots on MLS, Realtor.ca, Kijiji and various other websites
- Hire more professional photographers to take more photos of the amenities, sunsets and surrounding area for use in all marketing material as the community grows. We currently have a winter and summer aerial video that we created and lots of photos.
- Promote at weekly Realtor meetings
- Monthly newsletter reaching 500+ people in Lyalta and surrounding areas
- Facebook and Google campaigns
- Continue Annual events that we have created, promoted and sponsored: Annual Parade of Garage Sales, Stampede Breakfast, Family Halloween Party, Family Christmas Party,

COMMISSION

- Our (Sellers) commission would be a flat rate of \$3000.00 plus GST per lot.
- Buyers Realtor commission would be 3.5% of first \$100,000 and 1.5% of the balance plus GST per lot

- If we brought the Buyer the commission would remain at \$3000 plus GST total. Out of the 26 lots we have sold only one transaction involved another Realtor

We appreciate your time in considering our proposal and look forward to working with you to grow this beautiful community.

Sincerely,

Heather Dougall

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