

Memorandum #09-06

To: Doug Russell, City Manager
From: Dave Mingo, Community Development Director
Date: January 7, 2009
Subject: Listing Agreements for City Owned Property

Attached are three multiple listing agreement proposals that the city has received from the realtors in Yankton to market the identified city owned property. Similar to past agreements, we have not included property in the Fox Run Industrial Park because of the "Spec Building" method of marketing the property.

The proposed agreements are similar to that of previous listing arrangements with the local realtors. You may remember that a few adjustments were made over the past several years. They included:

1. Extending the agreement timeframe. Two years ago we extended the agreement time from six months to a full year. There was discussion about a two-year agreement but it was decided that two years was too long. The current proposal is for one year.
2. The listings include property that could be used for industrial and heavy commercial types of occupancies. In the past they only included commercial property.
3. The realtors would designate one contact person per agency to deal with the city on marketing the property.
4. The commission payment would be based on 75% of the listed price in instances where incentives were used to enhance the development potential of a project.

The first listing is for the 15 acre industrial area located south of SAPA, north of East 15th Street. The proposed listing price for this land is \$10,000 per acre (\$153,400).

The second listing is for a 1.48 acre site located southeast of the intersection of Bill Baggs Road and Alumax Road. The proposed listing price for this land is \$80,500 which amounts to approximately \$1.25 per square foot.

The third listing agreement is for Parcel B in the northwest corner of Fox Run Subdivision. This is the only Fox Run Commercial property that the city has left for sale. Parcel B is approximately 5.8 acres and would be listed for approximately \$1.00 per square foot. This amounts to a \$250,470 listing price.

Respectfully submitted,



Dave Mingo, AICP
Community Development Director

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Recommendation: It is recommended that the City Commission approve Memorandum #09-06 approving the listing agreements for the three described properties and authorizing the City Manager to sign the agreements.

I concur with this recommendation.

I do not concur with this recommendation.



Doug Russell, City Manager