

To: Board

From: Steve Aynes, Township Manager

RE: Proposed Extension of Listing for Sale of 75 Barker.

Date: October 17, 2019

At the February 26, 2019 meeting (minutes Item 3, pages 2-3) the Township Board approved listing 75 Barker St. for sale with a Commercial Realtor for 6 months at a listing price of \$275,000. This commenced April 23, 2019. The listing will expire soon. The Real Estate Company is asking for an extension.

One purchase offer was made during this time, but it was regarding a marijuana retail sales business. The Board rejected the offer.

The board needs to decide whether to extend the current listing agreement, and whether to keep the listing price at the current rate. If the board chooses not to extend the agreement, it needs to be decided what the next steps are in regard to 75 Barker. I would recommend extending the listing agreement for an additional 6 months.

Draft Motion Options: I _____ move, seconded by _____ to

- A. extend the listing agreement with Thomas A. Duke for the sale of 75 Barker with a listing price of \$ _____ to expire April 23, 2020, and to authorize the Township Manager to sign the agreement extension.
- B. not extend the listing agreement with Thomas A. Duke for the sale of 75 Barker.

LISTING AGREEMENT EXTENSION

This is to confirm the extension of the current Listing Agreement, for the property known as **75 Barker Road**, Whitmore Lake, Michigan, between NORTHFIELD TOWNSHIP (Seller) and the Thomas A. Duke Company (Broker) dated April 23, 2019.

This extension commences from the expiration of the current Agreement and expires April 23, 2020. All terms and conditions remain in full force and effect.

Agreed to on this _____ day of _____, 2019.

Northfield Township

By: Steven Aynes
Its: Northfield Township Manager

Agreed to on this 9 day of OCTOBER, 2019

Thomas A. Duke Company

Mark Szerlag
By: Mark Szerlag
Its: Partner

EXCLUSIVE RIGHT TO SELL

In consideration of the THOMAS A. DUKE COMPANY (hereinafter referred to as "Broker") undertaking to find a Purchaser for the herein described property, the undersigned Seller(s) hereby grant Broker the exclusive right to sell said property from the date hereof on the following terms and conditions, or any other terms and conditions acceptable to Seller(s).

Location and Description: 75 Barker Road, Northfield Twp., MI.
Sale Price and Terms: \$275,000.00
Listing Term Commences: 4/23/19
Listing Term Ends: 180 days from mutual acceptance of this agreement.
Additional Conditions: The second floor is unsafe to occupy currently.

In the event the owner enters into a formal Purchase Agreement with ~~ACHO BROTHERS, LLC~~ ^{ACHO ASSOCIATES, LLC} during the initial listing term and the transaction closes, no commission shall be due to the Thomas Duke Company.

If a Purchaser is obtained for said property by anyone, including the Seller(s), during the life of this contract, at the price and conditions herein named, or upon any other price, terms, exchange, conveyed or otherwise transferred to which Seller(s) consent, Seller(s) agree to pay Broker a commission equal to 6% of the sale price payable at closing.

The Seller(s) represent and warrant that they are the exclusive holders of the interest to be conveyed hereunder, have good marketable title, or that they are the duly authorized agents of the holders of said interest and are specifically empowered to enter into this contract and to convey the interest set forth and promise to provide at closing all parties required to sign the final closing documents. This contract shall be binding upon execution by Seller(s) or their agents and the Broker or their agent. Seller(s) understand that Broker is relying upon these warranties and representations in their efforts to find a Purchaser.

If during the Listing Period negotiations involving the sale of the Property have commenced and are continuing, then the Listing Period shall be extended for a period through the termination of such negotiations or the consummation of such transaction.

Furthermore, Broker shall be entitled to such compensation if the property is sold, leased, conveyed or otherwise transferred within one hundred eighty (180) days after the termination of this authority, or any extension thereof (which shall include re-listings), to anyone with whom the Broker has had negotiations with or to anyone who has been shown the property during the term of this Agreement, or any extension thereof, and whose name appears on a list of prospective Purchasers to be submitted by Broker to Seller within ten (10) business days following the expiration or termination of this Agreement. This extension shall apply to options to purchase granted before the authority terminates or during such 180-day period after termination of authority and the option is exercised after the termination of said 180-day extension. Seller is advised to treat Broker's clients as exclusions to any future listings with another Broker.

Known defects or violations of law: See Attached.

The Broker is hereby authorized to place an "Available" sign on said property.

As required by law, discrimination because of religion, race, color, national origin, age, sex, disability, familial status or marital status on the part of the Broker, Seller or Lessor is prohibited.

Revised 1/9/03

Seller(s) agree to provide any and all information, currently in Seller's possession, which Broker deems necessary for the sale of the subject property. All information provided by the Seller(s), including but not limited to Leases and contracts involving the property, is represented to be true and accurate. The Broker will and is entitled to rely upon all information provided by Seller(s), and Seller(s) will indemnify and hold Broker harmless from liability incurred by reason of inaccurate information provided by Seller(s).

Seller(s) shall provide access to the property at reasonable hours.

The sale price and terms have been established by the Seller(s), and the Broker has agreed to market the property accordingly. The Broker has not made an appraisal and makes no representations or guaranty that the price or terms reflects the fair market value of the property.

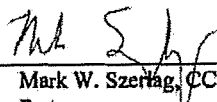
This Agreement shall inure to the benefit of and be binding upon the respective heirs, personal representatives, successors and assigns of the respective parties. Receipt of a copy hereof is hereby acknowledged.


The undersigned hereby executed this Agreement on the 25 day of APRIL, 2019.

ACCEPTED:

SELLER(S):

THOMAS A. DUKE COMPANY


By: Mark W. Szerlag, CCIM
Its: Partner


By: Steve Aynes
Its: Northfield Township Manager

OLD TOWNSHIP HALL - FOR SALE

75 BARKER ROAD, WHITMORE LAKE, MI 48189



EXCLUSIVELY LISTED BY:

MICHELLE GROBLER

Associate

mgrobler@thomasduke.com

JOHN PORTH

Vice President

jkporth@thomasduke.com

THOMAS DUKE COMPANY
COMMERCIAL PROPERTY

EXECUTIVE SUMMARY: Old Township Hall | Whitmore Lake, MI 48189



OFFERING SUMMARY

Sale Price:	\$275,000
Lot Size:	0.87 Acres
APN:	B -02-05-254-002
Total Building Size:	4,571
Zoning:	WLD-DD
Price / SF:	\$60.16

PROPERTY HIGHLIGHTS

- This value add opportunity of the Northfield Township's former fire station is located in downtown Whitmore Lake.
- A tenant occupies approximately 1,431 SF and is on a month-to-month however they are willing to sign a long term lease agreement.
- The remainder of the space is vacant.
- The downtown sub-district is intended to promote a unified vision for transforming the historic commercial core of the Whitmore Lake community focused on mixed-use development, increased land use intensity, and improved public amenities.

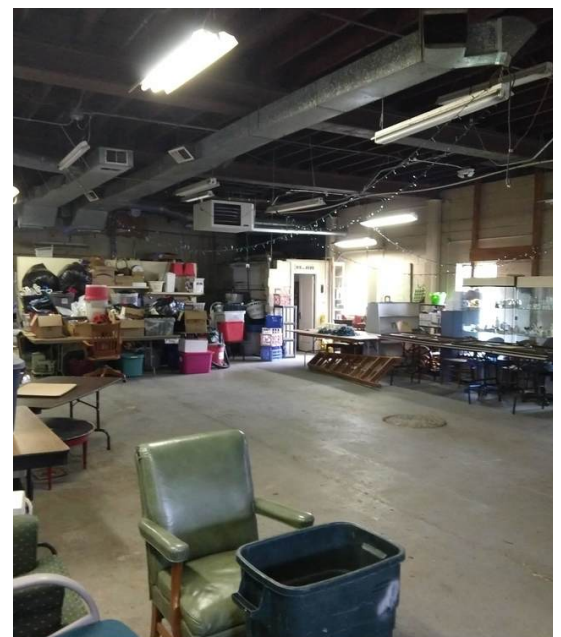
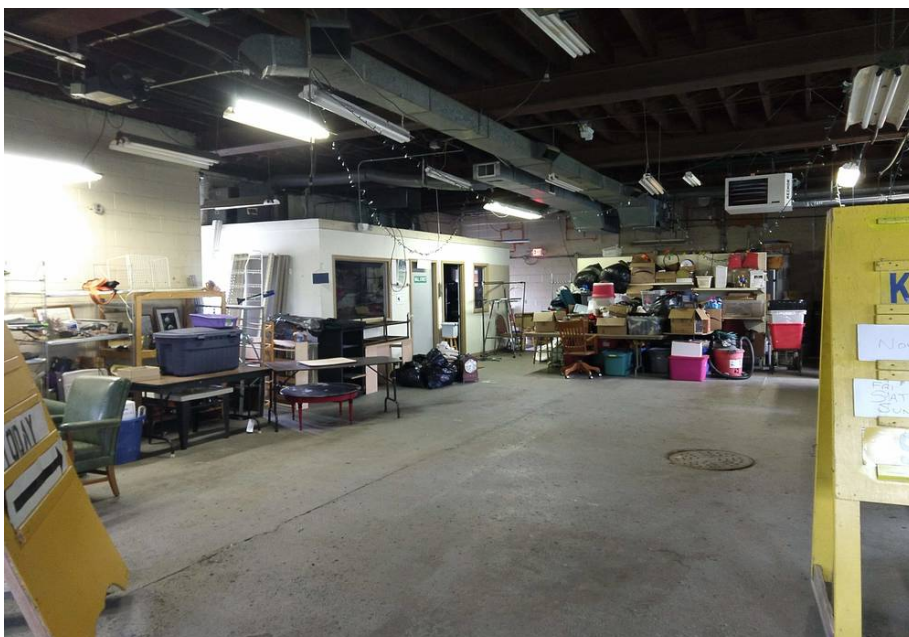
DEMOGRAPHICS

Price / SF:			\$60.16	DEMOGRAPHICS	1 Mile	5 Miles	10 Miles
Location Description:	Downtown Lake	Whitmore	Total Households:	733	11,428	74,047	
			Total Population:	1,830	29,836	193,247	
			Average HH Income:	\$67,734	\$82,208	\$86,226	

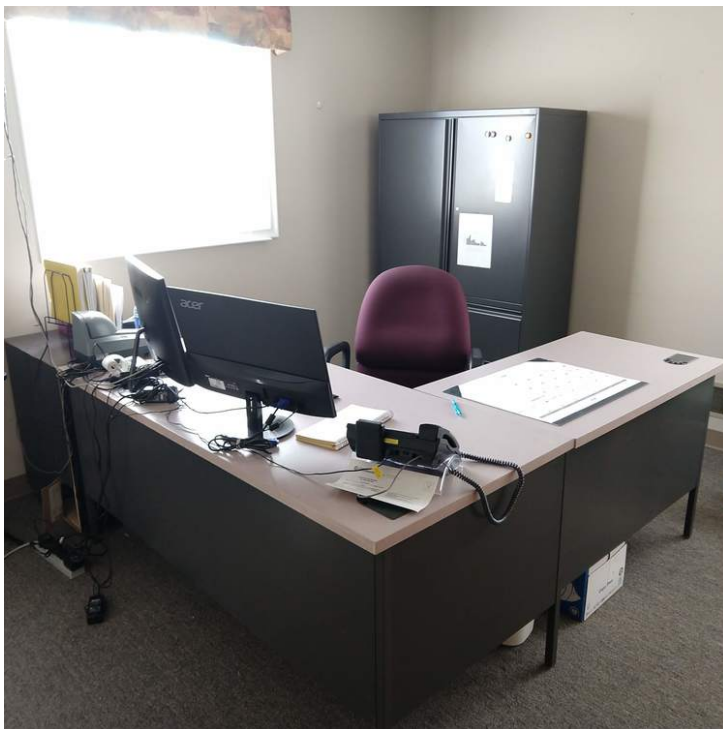
PROPERTY DETAILS: Old Township Hall | Whitmore Lake, MI 48189

SALE PRICE		\$275,000	
LOCATION INFORMATION		PROPERTY DETAILS	
Building Name	Old Township Hall	Property Type	Office
Street Address	75 Barker Road	Property Subtype	Office Building
City, State, Zip	Whitmore Lake, MI 48189	Zoning	WLD-DD
County/Township	Washtenaw	Lot Size	0.868 Acres
		APN#	B -02-05-254-002
		Traffic Count	9368
BUILDING INFORMATION		UTILITIES & AMENITIES	
Building Size	4,571 SF	Utilities Description	Sewer and water
Price / SF	\$60.16		
Number Of Floors	2		

ADDITIONAL PHOTOS: Old Township Hall | Whitmore Lake, MI 48189



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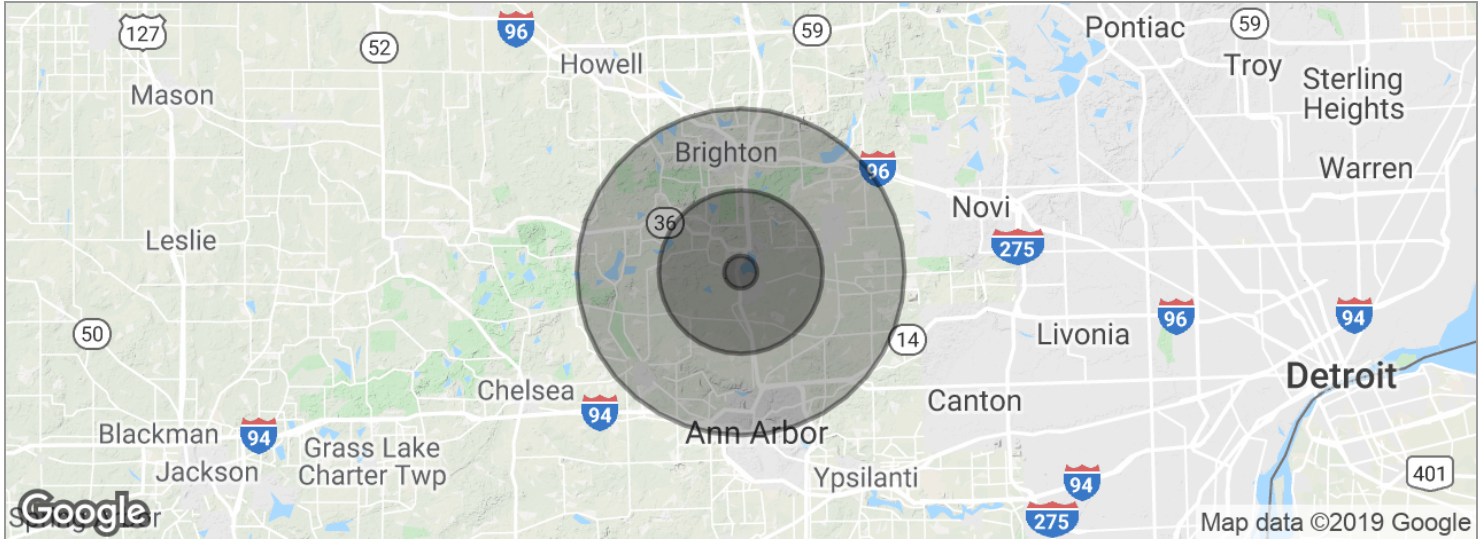
AERIAL MAPS: Old Township Hall | Whitmore Lake, MI 48189



75 BARKER - RETAILER MAP: Old Township Hall | Whitmore Lake, MI 48189



DEMOGRAPHICS MAP: Old Township Hall | Whitmore Lake, MI 48189



POPULATION	1 MILE	5 MILES	10 MILES
Total population	1,830	29,836	193,247
Median age	37.0	40.6	38.2
Median age (male)	35.1	39.7	37.5
Median age (Female)	39.0	41.4	38.8
HOUSEHOLDS & INCOME	1 MILE	5 MILES	10 MILES
Total households	733	11,428	74,047
# of persons per HH	2.5	2.6	2.6
Average HH income	\$67,734	\$82,208	\$86,226
Average house value	\$149,239	\$224,032	\$277,201

* Demographic data derived from 2010 US Census

WASHTENAW COUNTY: Old Township Hall | Whitmore Lake, MI 48189

WASHTENAW COUNTY, MI

"Quality of Life" is a critical factor in helping Ann Arbor / Ypsilanti area achieve its consistent inclusion in "Top Cities" lists. By any standard, Ann Arbor and Ypsilanti area uncommonly blessed with the elements that make for a full and enriching life, whether it's looking at arts and cultural events, recreational activities, educational resources or opportunities to explore the traditions and lifestyles of people of diverse nationalities and cultures.

Arts and cultural resources, ranging from nationally recognized institutions to locally based organizations. The theater is a vibrant part of the community, both on a national scale and through small theater groups offering community involvement. Opportunities to experience music, the visual arts, and other art forms are endless. The town is a regular stop on the circuit for nationally known folk singers and jazz musicians as well as an exciting venue for emerging artists. Over a dozen museums explore art, science, and history with professionalism and innovation.

Washtenaw County 27 cities, villages and townships are home to about 325,000 citizens in urban, suburban, and rural settings. This mix of different settings provides many opportunities for education, recreation, business, agricultural, and home life.

COUNTY INFORMATION

Total Area: 720 square miles

Population (2017): 367,627

COUNTY HIGHLIGHTS

- Home to 2 large universities - University of Michigan and Eastern Michigan University.
- Public schools rank among the top ten in the nation.

WHITMORE LAKE: Old Township Hall | Whitmore Lake, MI 48189



Whitmore Lake boasts extreme beauty, with rolling countryside, centennial farms, and a rural character that feels miles away but only minutes from the City. Whitmore Lake, one of the premier lakes in Southeast Michigan, with 750 acres of open water accommodates all sports, including fishing, boating, water skiing, etc. It is a census-designated place and unincorporated community in the U.S. state of Michigan. The community spans the boundary between Green Oak Township in Livingston County and Northfield Township in Washtenaw County. The United States Census Bureau has defined a census-designated place (CDP) with this name for statistical purposes, which has no legal status as an incorporated municipality. The population was 6,423 at the 2010 census.

The community is located about 9 miles (14 km) north of Ann Arbor and about 9 miles (14 km) south of Brighton. It is situated around the shores of Whitmore Lake, and the CDP also includes the area around the smaller Horseshoe Lake to the south, Lawton Lake to the east and Monahan Lake to the northeast. U.S. Highway 23 forms the western edge of much of the CDP.

Each year Whitmore Lake hosts a weekend-long celebration for Independence Day. In 2011 it marked its 52nd year with the theme "Ignite the Spirit of America". Typical events include a fireworks display over the lake, a boat parade, a ski show performed by the Whitmore Lake Water Ski Club, a running/swimming race, and many other events.

The Michigan Pond Hockey Classic is an annual adult pond hockey tournament held on Whitmore Lake. Established in 2008, the event raises funds for families and schools to support youth participation in athletics.

MICHELLE GROBLER BIO: Old Township Hall | Whitmore Lake, MI 48189

MICHELLE GROBLER

Associate

mgrobler@thomasduke.com

Direct: 248.476.5406 x1106 | **Cell:** 734.829.7131

PROFESSIONAL BACKGROUND

Long before she became a commercial real estate broker, Michelle was honing the profession's key skills: communication, negotiation, and problem-solving. For a decade she was the residential property manager for a large Ann Arbor-based company. There she managed a cast of thousands in her oversight of 900 rental units, most of them housing students. That meant negotiating and finalizing lease agreements between property owners and tenants; meeting with city administrators to be sure that regulations, codes, and compliance issues were addressed; designing and executing marketing campaigns; and coordinating maintenance and repair services. In fact, it was with her assistance that a maintenance department operating at a loss began to turn a profit for the company.

But Michelle saw that she could accomplish even more for property investors by becoming a broker. As a member of the Duke Company's Washtenaw County team she now uses her exceptional interpersonal, organizational, and marketing skills to identify opportunities for both buyers and sellers, owners and tenants, then to help them take full advantage of those opportunities. Rather than the fast-paced, high-turnover relationships that characterize the rental market, Michelle can now build long-term, trusted relationships with her clients. That's her greatest satisfaction.

THOMAS DUKE COMPANY
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