

Tracy's Point Community Club, Inc.  
P. O. Box 301, Lake Panasoffkee FL 33538  
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Workshop 11/10/22 Secretary's Report  
Board of Directors Planning Meeting  
*Corrected*

Meeting was held November 10, 2022 at 7:10 in the Senior Center and was called to order by Marshall Engleman, President.

Members present Marshall Engleman – President, Byron Maharrey – Vice President, Paul Lauer – Secretary, Dianne Hutchings - Treasurer.

**1. Select Listing Price for Lot #1 sale –**

None of the appraisers contact would provide a value for a non-buildable lot. Listing agreement from ERA GRIZZARD REAL ESTATE values the parcel at \$10,000.

Paul Lauer contacted appraiser Bob Golden, he provided a method to calculate a value, which is \$8800.00

Dianne Hutching – contacted an appraiser located in the Chamber of Commerce building in Lake Panasoffkee. Mickey Hage, Broker of Hage Realty based on the description, valued the parcel between \$7000.00 and \$10,000.00

Based on the information above the Board Members selected \$10,000.00 as the listing price.

**2. Listing Agent Selection –**

The members reviewed the standard ERA GRIZZARD REAL ESTATE Vacant Land Listing Agreement. The term of the agreement is for 12 months, their commission would be \$4000.00 if seller and buyer brokers are involved and \$2500 if only seller broker completes the sale.

The members reviewed the standard Florida Realty Investments Vacant Land Listing Agreement. The term of the agreement is for 6 months, their commission would be a flat \$1000.00 regardless if 2 brokers are involved in the sale.

Lake Panasoffkee Realty was contacted for their terms, but no response.

The members reviewed setting up a committee to market the Lot #1.

Postage/Envelopes \$240.00

Flyer printing \$180.00

Total Materials \$420.00

We are not sure we have the knowledge to complete the sale without additional costs

Based on the information above the Board Members selected Florida Realty Investments as the listing agent.

Byron Maharrey requested we have the following added to article 14 of the listing agreement

“Nothing in this contract notwithstanding, the seller will pay the commission and the buyer will pay closing costs, title insurance, document stamps and any and all fees and costs associated with the sale of this property.”

Marshal Engleman closed the meeting at 7:55