Exhibit A:

As approved by the Board of Supervisors on October 17, 2023, the County Administrator, or their designee, is authorized to enter into agreements with JoAnne Lang (Broker Affiliation: Minton Hometown Properties Inc.) when the County is considering the sale or purchase of property. This includes the following services, compensation rates and agreements.

Services:

JoAnne Lang will work closely with the Siskiyou County Administration to buy and sell appropriate buildings and/or land, for all County needs. When a property is considered for sale or purchase, JoAnne Lang and the County will initiate the appropriate paperwork and agreements and will start negotiations, if necessary. Once an offer has been accepted, JoAnne Lang will continue to work closely with the County until the successful close of escrow.

Compensation Rates:

The selling party sets the commission to be paid by the seller. Typically, that commission is 2.5-3% of the selling price. When the County utilizes the services of JoAnne Lang, the specific percentage rate can be negotiated at that time. All inspections, escrow, title, insurance, and all fees associated with closing will be paid for by the County.

Agreements:

The following agreements may need to be entered into as part of the sale or purchase of property (templates attached):

* Disclosure Regarding Real Estate Agency Relationship;
* Possible Representation of More Than One Buyer or Seller – Disclosure and Consent;
* Buyer Representation and Broker Compensation Agreement;
* California Consumer Privacy Act Advisory – Disclosure and Consent;
* Fair Housing and Discrimination Advisory;
* Wire Fraud and Electronic Funds Transfer Advisory;
* Buyer Transactional Advisory;
* Buyers Investigation Advisory;
* Fair Housing and Discrimination Advisory;
* Commercial Purchase Agreement and Joint Escrow Instructions;
* Fair Appraisal Addendum;