# Town of Lisbon

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## MEMO

**To:** Town Council / Glenn Michalowski, Town Manager / Sarah Bennett, Assist. Town Mgr.
**From:** Samantha Bryant, Finance Director
**Subject:** Foreclosure Realtor Selection Recommendation
**Date:** February 12, 2025

Per MRSA 943-C.a.3 the Town is required to use a licensed realtor to dispose of its foreclosed properties.

The Town's prior foreclosure realtor provided notice in November 2024 that those services could no longer be provided due to relocation out of the area. Town staff then put together and advertised a bid for a new foreclosure realtor.

The Town received two bids in response from qualified firms. One is from Roger Begin at Better Homes and Gardens Real Estate, and the other is from Tiana Lacombe at Hearth and Key Realty. The full bids for each are provided along with this memo.

In review of the proposals, both agents and firms appear to be highly qualified making a recommendation difficult. However, per 86-38 of Town Code (Local Bidding Preference) I would recommend that Council consider appointing Tiana Lacombe given that she is a Lisbon resident and her experience volunteering with Discover Lisbon. Her commission is higher than Roger Begin's, but the Town no longer gets to keep any revenue from foreclosed property sales beyond the taxes/fees owed, as well as reimbursement for disposal costs.

Until a firm is selected, the Town will be unable to move forward with disposal of any foreclosed properties.