

2019 Residential Real Estate Brokerage Services RFQ

Questions and Answers

Posted date June 24, 2019

- 1) Will any or all of the properties to be sold be sold to the highest bidder without restriction, or are any or all of the properties to be sold are be sold with income restrictions?

All the properties under MOHCD programs have price and resale restrictions.

- 2) Will the MOHCD seriously consider any proposals that utilize competitive bidding at public auction for these properties and if not, why not? (We are both real estate brokers and auctioneers).

Please note that all the properties under MOHCD programs have price and resale restrictions and most of those restrictions survive foreclosure. MOHCD works diligently with all parties involved to prevent public auction of restricted units. A real estate broker would represent the MOHCD should the City acquire the unit.

- a) If so, we normally work on a Buyer Premium basis, where the Buyer Premium is added to the High Bid Price to achieve the Total Purchase Price. The Buyer Premium serves as our compensation so the MOHCD will not be responsible for paying our commission. Is this acceptable and if not, why not?

This scenario is likely not applicable.

- b) If so, will the MOHCD be willing to sell the properties to the highest bidder?

All properties under MOHCD programs have price and resale restrictions.

- c) If so, will the MOHCD be willing to reimburse our firm for its pre-budgeted and pre-approved out-of-pocket marketing and advertising costs of the auction? This is typically far less than a Seller-paid real estate commission and there is no-markup by our firm on these costs.

MOHCD will negotiate a schedule of fees as part of the contract process.

- 3) Has the MOHCD ever sold any properties by competitive bidding at public auction and if so, please describe the type and nature of properties sold.

No, MOHCD not sold any properties by competitive bidding at public auction.

- 4) Does the MOHCD have a current list of properties to be sold and if so, can it be provided to proposers prior to the bid closing so that we may review these properties?

No, MOHCD does not have a current list of properties to be sold.

- 5) If there a current contract in place for these same types of services and if so, which firm(s) currently hold these contracts?

No, MOHCD does not have a current contract in place for these same types of services.

- 6) Will any preference be given to firms that employ MBE/WBE subcontractors and if so, how would that event the point scoring in evaluation of the subcontractors?

Subcontracting/Subconsulting is not applicable for this RFQ.

- 7) Will the MOHCD disqualify any proposing firm who does not have at least one staff member who is LGBTQ? The reason we ask this question is we were denied a contract with another City/County of San Francisco agency because of this.

No, the MOHCD will not disqualify any proposing firm who does not have at least one staff member who is LGBTQ. This is not a requirement in the RFQ.

- 8) We are not currently members of the San Francisco Board of Realtors/MLS, but would join upon award of contract (we work on a national basis). Is this acceptable?

No, at minimum you must be a current member of the San Francisco Board of Realtors/MLS, must have at least five years of residential real estate brokerage experience, and be licensed to conduct business in the State of California.