

QUESTIONS AND ANSWERS

in connection with

Request for Proposals to Serve as Real Estate Broker

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QUESTION	ANSWER
<p>Page 1, Purpose: On the sale, lease and/or purchase of properties, are these anticipated to be all residential in nature and consist of land and/or existing residences, or will they include any commercial properties and or commercial land?</p>	<p>The intent is to find a Real Estate Broker that will represent the interests of MHDC in the sale or lease of any property owned by MHDC which would likely be commercial property or multi-family property; and in the purchase or lease of any property MHDC is interested in which would likely be commercial property.</p>
<p>Page 1, Purpose: Does the MHDC have a current list of properties it plans for disposition and if so, can we receive a list of these properties when our questions are answered after the question deadline?</p>	<p>MHDC does not currently own any property. The intent of this RFP is to secure the services of a Real Estate Broker to assist MHDC if and when it does own properties it wishes to dispose of.</p>
<p>Page 1, Section II.A.1.: Our firm solely does real estate dispositions. It says that the award of a contract will be to "...one or more qualified Respondents..." Our firm does not do leasing or acquisition work. Is this acceptable or must the selected firm do all 3 things?</p>	<p>MHDC is looking for a full-service firm and would prefer a firm that provides all services. However, MHDC does retain the right to select more than one firm if appropriate.</p>
<p>Page 2, Section II.A.4.: Our firm is not an MBE or WBE, but we do from time to time subcontract portions of our work to MBE's and/or WBE's – will that earn us any additional "points" in the evaluation of our proposal?</p>	<p>MHDC does not use a points system. Respondent's inclusion of the participation of minorities and women, including Respondent's employees and/or any participation with one or more MBE/WBEs is part of the evaluation criteria.</p>

<p>Page 2, Section II.B: Does the MHDC currently have a brokerage contract with any brokerage firm and if so, which firm(s) is it currently contracted with?</p>	<p>No.</p>
<p>Page 2, Section II.B: Has the MHDC, prior to the issuance of this RFP, discussed any provisions or details of this RFP with any brokerage firm and if so, which firm(s)?</p>	<p>This RFP was sent directly to the four largest firms in Kansas City: CBRE, Colliers, Block and Cushman & Wakefield.</p>
<p>Page 5, Section III.A.1.: On the electronic file submission, the our file size will likely exceed 25MB. Is it acceptable to utilize a file transfer service (such as WeTransfer.com) to email the files to the MHDC office?</p>	<p>The files should be submitted via email. Multiple files may be sent if necessary.</p>
<p>Page 6, Section IV, B.: Has the MHDC ever sold real estate through competitive bidding at public auction (live, online, simulcast or sealed bid)?</p>	<p>No, MHDC has never sold real estate through an auction.</p>

<p>Page 6, Section IV. B.: Will the MHDC seriously consider a brokerage proposal that for dispositions utilizes competitive bidding to sell the properties at public auction (live, online, simulcast or sealed bid) and if not, why not?</p> <p>If the answer to Question 9 is “Yes,” will the MHDC permit the use of the Buyer Premium, which when added to the High Bid Price, achieves the Total Purchase Price and if not, why not? The Buyer Premium will serve as our compensation and is paid by the Buyer, rather than the Seller (MHDC).</p> <p>If the answer to question 9 is “Yes,” will the MHDC sell these properties to the highest bidder and if not, why not?</p> <p>If the answer to question 9 is “Yes,” will the MHDC be willing to reimburse us for our pre-budgeted and pre-approved out-of-pocket marketing & advertising costs to sell their properties? This is the only fee we would request of the MHDC.</p>	<p>MHDC is open to all proposals. It is unknown at this point whether such a proposal will be acceptable since MHDC has not yet seen the proposed terms and is not currently familiar with the process.</p>
<p>Page 6, Section IV.C.3.: Our firm is domiciled outside of the State of Missouri as we do business on a national basis. That being said, does our firm stand any reasonable chance of winning a contract here? We have sold real estate for several state and county agencies in the State of Missouri.</p>	<p>All RFP responses are welcome. The evaluation criteria includes: The location, extent and capabilities of the Respondent’s offices and number of employees in the State; as well as the economic impact of any contract entered into under this RFP is an important factor. MHDC will consider the Missouri economic impact including proposed services and products that will be provided by Missourians, economic impact returned to Missouri through tax revenue obligations or otherwise, and the Respondent’s economic presence within Missouri including Missouri employee statistics.</p>

<p>Page 9, Section IV.E.: In general relative to the Evaluation Criteria, is there any kind of objective scoring matrix that is assigned to these categories based on objective standards or will the award decision be made based on the subjective feelings of the reviewers?</p>	<p>MHDC does not use a scoring system. Each individual element of criteria is separately evaluated in comparison to all responses received.</p>
<p>Page 9, Section IV.E.: Do any of the staff members on the review committee have any professional real estate brokerage experience?</p>	<p>The experience is limited to working with professional brokers in past transactions.</p>
<p>Page 10, Section IV.E.7.: Do firms that do not have any prior experience with the MHDC have any reasonable chance of being awarded a contract?</p>	<p>All RFP responses are welcome. Previous experience with MHDC or other state or federal governmental entities is included in the evaluation criteria.</p>
<p>General: Our regional office is in Overland Park, KS. If awarded a contract, will we be primarily working with MHDC's Kansas City or St. Louis office?</p>	<p>All work contracted in connection with this RFP will be coordinated through the Kansas City office. However, MHDC serves the entire state of Missouri and properties that become the subject of a purchase, sale or lease may be located anywhere within the state.</p>