



818 S. FLORES ST. SAN ANTONIO, TEXAS 78204 www.saha.org

Procurement Department

### **ADDENDUM # 1**

**To: 1109-958-83-3629**  
**RFP for: Residential Real Estate Broker**

---

**The following questions have been asked:**

**Question 1:** How many single-family units has the SAHA sold in the 2011?

**Answer 1:** 2

**Question 2:** What is the expected asset volume and disposition in 2010-2011 for SAHA?

**Answer 2:** Approximately 32 properties for the year 2012-2013.

**Question 3:** What is the expected volume of consulting?

**Answer 3:** Possibly may require Comparative Market Analysis (CMA) studies; However, volume is undetermined as it will be requested on an as needed basis only.

**Question 4:** Can you please give us a brief description of what the Development Consulting work is performed?

**Answer 4:** See answer 3 above.

**Question 5:** Do you have a prior award for this type of project?

**Answer 5:** Yes.

**Question 6:** If so, can you forward a copy of the bid/award tab?

**Answer 6:** See the attached Tabulation for the previous award.

**By:** Charles R Bode  
Charles Bode Asst. Director of Procurement

**Date:** January 17, 2012

**ATTACHMENT A**  
**Real Estate Broker & Consulting Services**  
**0807-958-83-2807**

• **INITIAL RATINGS:**

<b>Proposer</b>	<b>Score</b>
Applied Real Estate Analysis, Inc.	49
Cabellero & Associates	52
Grubb & Ellis Company/Commercial Property International Joint Venture	60
RC Realty Team, LLC Affiliated with Keller Williams Realty	58

• **RATING AFTER INTERVIEW FOR THOSE IN COMPETITIVE RANGE:**

<b>Proposer</b>	<b>Rating</b>	<b>Brokerage Costs</b>	<b>Consulting Costs</b>
Grubb & Ellis Company/Commercial Property International Joint Venture	71.66	Multi-tiered de-escalation depending upon amount of transaction (3%-2%)	First 10 hours a month free and \$160 per hour thereafter
RC Realty Team, LLC Affiliated with Keller Williams Realty	66.32	Multi-tiered de-escalation depending upon amount of transaction (3%-2%)	Ranges from \$110-\$130 per hour depending on research requested