



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: November 16, 2022

Agenda Section: Discussion and Possible Action

Agenda Item Title: Approval of RFQ – 2022-03 Real Estate Broker Services

From: Andy A. Rocha - Executive Director of Operations

The South San Antonio I.S.D. The Procurement Department advertised requests for qualifications from qualified vendors for real estate broker services. The purpose of the real estate broker services is to allow the district to gather market data for existing unused land and buildings to make future recommendations to the Board of Trustees if necessary. The Procurement Department received two qualified bids and is recommending Transwestern Real Estate Services. The evaluation committee selected Transwestern Real Estate Services because of their demonstrated abilities in providing similar service to other Texas school Districts and their understanding of the San Antonio commercial real estate market. Please find attached the bid tabulations.

Recommendation: To award RFQ 2022-03 – Real Estate Broker Services to Transwestern Real Estate Services.

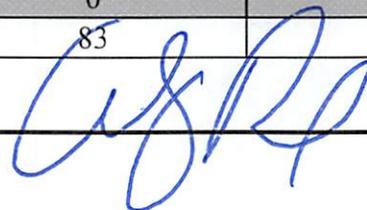
Funding Budget Code and Amount: N/A

**South San Antonio ISD Request For Qualifications # 2022-03 Real Estate Broker Services
RFQ Tabulation**

Open Date/ Time : March 4, 2022 @ 2:00 P.M. C.S.T.

DESCRIPTION	NOTES	VENDORS	
		TRANSWESTERN REAL ESTATE SERVICES	ENDURA ADVISORY GROUP
SUBMISSION FORM COMPLETED	YES/NO	YES	YES
PRICING TABULATION		YES	YES
FORM A- QUALIFICATIONS STATEMENT		YES	YES
FORM B- ANTI - TRUST CERT		YES	YES
FORM C - SENATE BILL 9		YES	YES
FORM D - PRICING AND SERVICES AFFIRMATION		YES	YES
PRICING IF DISCLOSED		SEE BELOW	SEE BELOW
FORM E - EXCEPTIONS		YES	YES
FORM F - CERTIFICATE OF INSURANCE		YES	YES
FORM G - FILING 1295		YES	YES
FORM H - VENDOR CERTIFCATIONS		YES	YES
DEMONSTRATED ABILITIES AND FIRM EXPERINCE PROVIDEING SERVICES FOR TEXAS SCHOOL DISTRICTS OR LOCAL GOVERNMENT AGENCIES	Max of 25	25	20
REFERENCES	Max of 10	10	7
EXPERIENCE AND QUALIFICATIONS OF KEY PERSONNEL ASSIGNED TO SSAISD PROJECTS	Max of 25	25	25
AVAILABILITY AND ACCOUNTABILITY OF THE RESPONDENT'S FIRM/TEAM	Max of 20	20	20
FINANCIAL STABILITY	Max of 5	3	3
PAST EXPERIENCE WITH SSAISD	Max of 5	0	0
HUB STATUS	Max of 5	0	0
OTHER	Max of 5	0	0
TOTAL	0	83	75

Scorer: _____

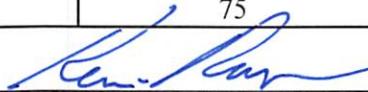


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PRICING TABULATION		YES	YES
FORM A- QUALIFICATIONS STATEMENT		YES	YES
FORM B- ANTI - TRUST CERT		YES	YES
FORM C - SENATE BILL 9		YES	YES
FORM D - PRICING AND SERVICES AFFIRMATION		YES	YES
PRICING IF DISCLOSED		SEE BELOW	SEE BELOW
FORM E - EXCEPTIONS		YES	YES
FORM F - CERTIFICATE OF INSURANCE		YES	YES
FORM G - FILING 1295		YES	YES
FORM H - VENDOR CERTIFICATIONS		YES	YES
DEMONSTRATED ABILITIES AND FIRM EXPERINCE PROVIDEING SERVICES FOR TEXAS SCHOOL DISTRICTS OR LOCAL GOVERNMENT AGENCIES		Max of 25	20
REFERENCES	Max of 10	10	10
EXPERIENCE AND QUALIFICATIONS OF KEY PERSONNEL ASSIGNED TO SSAISD PROJECTS	Max of 25	25	25
AVAILABILITY AND ACCOUNTABILITY OF THE RESPONDENT'S FIRM/TEAM	Max of 20	15	20
FINANCIAL STABILITY	Max of 5	5	5
PAST EXPERIENCE WITH SSAISD	Max of 5	0	0
HUB STATUS	Max of 5	0	0
OTHER	Max of 5		
TOTAL	0	75	70

Scorer:



PRICING: Co-Broker Sale Commission	6% of gross proceeds	6% of purchase price up to \$5,000,000
		4% of purchase price from %5,000,001 to \$10,000,000
		3% of purchase price from \$10,000,001 +

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FORM A- QUALIFICATIONS STATEMENT		YES	YES
FORM B- ANTI - TRUST CERT		YES	YES
FORM C - SENATE BILL 9		YES	YES
FORM D - PRICING AND SERVICES AFFIRMATION		YES	YES
PRICING IF DISCLOSED		SEE BELOW	SEE BELOW
FORM E - EXCEPTIONS		YES	YES
FORM F - CERTIFICATE OF INSURANCE		YES	YES
FORM G - FILING 1295		YES	YES
FORM H - VENDOR CERTIFICATIONS		YES	YES
DEMONSTRATED ABILITIES AND FIRM EXPERINCE PROVIDEING SERVICES FOR TEXAS SCHOOL DISTRICTS OR LOCAL GOVERNMENT AGENCIES	Max of 25	25	20
REFERENCES	Max of 10	10	8
EXPERIENCE AND QUALIFICATIONS OF KEY PERSONNEL ASSIGNED TO SSAISD PROJECTS	Max of 25	25	25
AVAILABILITY AND ACCOUNTABILITY OF THE RESPONDENT'S FIRM/TEAM	Max of 20	20	20
FINANCIAL STABILITY	Max of 5	5	5
PAST EXPERIENCE WITH SSAISD	Max of 5	0	0
HUB STATUS	Max of 5	0	0
OTHER	Max of 5		
TOTAL	0	85	78

Scorer:

Toy K. [Signature] 4/1/22

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PRICING: Co-Broker Sale Commission	6% of gross proceeds		6% of purchase price up to \$5,000,000
			4% of purchase price from %5,000,001 to \$10,000,000
			3% of purchase price from \$10,000,001 +
Direct Deal (Non Co-Borker Sale)	5% no buyers representative		3.5% of purchase price up to \$5,000,000
			2.5% of purchase price from %5,000,001 to \$10,000,000
			1.5% of purchase price from \$10,000,001 +
New Lease- No Tenant Representative	4% of gross base rent		4% of gross base rent
New lease with Tenant Representative Broker	Transwestern, 4% to outside broker		6% - 2% to EAG, 4% to outside broker
Expansion- No Tenant Representative			4% of gross base rent
Expansion with Tenant Representative Broker			6% - 2% to EAG, 4% to outside broker
Renewal or Extension - No Tenant Representative	4% of gross aggregate value		2% of gross base rent
Reneal or Extension - with Tenant Representative Broker	Transwestern, 4% to outside broker		6% - 2% to EAG, 4% to outside broker
Marketing			
Broker Opinion of Value	no cost		\$350 to \$500
8'x8' sign			\$563
Satellite Imagery	\$300		\$400 to \$500
Professional photography	\$450		\$300 to \$2500