

**Request for Quote for Real Estate Brokerage Services
Bidders Questions Received by January 23, 2024**

1. In the RFQ, it says, "The Inyo County Board of Supervisors directed staff to list the real property in a manner to ensure a competitive bid process for the disposition of the property." Therefore, will the County seriously entertain proposals to sell this property by competitive bidding to the highest bidder at public auction (live, online, sealed bid, etc.) and *if not, specifically, why not?*

Answer: The "competitive bid process" referred to in the RFQ does not refer specifically to "competitive bidding to the highest bidder." The County has specific goals for this property, and the "competition" will be based on the respondent's ability to help the County meet its goals, not just the price offered by the buyer. The County intends that this property be developed into multi-family housing; and intends that the housing on this property is to be owned and/or rented by Inyo County residents with jobs in the County. The bidders who can further those goals of the County will be the most competitive.

2. Why is the County now selling the land when it purchased it in early 2023?

Answer: We purchased the land with the intention to sell for the purpose of multi-family housing development for the local workforce.

3. Has the County ever sold surplus real estate by public auction and if so, how long ago, and could the County tell us the general results of that sale and whether the County was pleased with the result?

Answer: To our knowledge, the County has not sold surplus real estate by public auction.

4. If the property is allowed to be sold by public auction, will the use of the Buyer Premium, which when added to the High Bid Price, achieves the Total Purchase Price where the Buyer, rather than the County, pays our real estate commission, be permitted and *if not, specifically, why not?*

Answer: Yes.

5. Will the County reimburse us for our pre-budgeted and pre-approved out of pocket marketing and advertising costs, which are the only costs to sell this property we would ask the County to reimburse us for?

Answer: This would depend on the terms of the contract negotiated between the County and the winning respondent, but theoretically yes, the County would reimburse for pre-budgeted and pre-approved costs as negotiated under a contract with the selected respondent.

6. Does the County have a recent real estate appraisal on the property and if so, can they share a copy of this appraisal with the prospective brokerage firm(s) bidding on this contract so that we can evaluate the property as part of our proposal?

Answer: We do not have a recent appraisal. However, a Comparative Market Analysis of this property was completed on July 9, 2022 by the previous owner's broker, and the broker's opinion of Fair Market Value as of May 12, 2022, was \$150,000.

7. Does the County have a Phase 1 Environmental Assessment on the property and if so, can it share a copy of the Assessment with the prospective brokerage firm(s) bidding on this contract so that we can evaluate the property as part of our proposal?

Answer: No. The County does not have a Phase 1 Environmental Assessment on the property. However, when the County purchased the property we were provided with a Natural Hazards Disclosure report which contains similar information. The Report is attached.

8. Has the County had any discussions prior to the issuance of this RFQ with any prospective developer or buyer of the property (especially the neighboring McDonald's and/or the Trails Motel) and if so, can the County provide that information to the prospective brokerage firm(s) prior to the submission of their bids for this contract?

Answer: The County has had informal conversations with several parties interested in the property but will only consider proposals for multifamily housing development.

9. Will the County restrict any specific development for this property to **only** multi-family housing or will it permit other uses as permitted or conditional uses under Inyo County Zoning Code, as applicable?

Answer: The County's goal for that property is multi-family housing. The County is not necessarily opposed outright to other development in addition to multi-family housing, as permitted under Inyo County Code. For example, if a developer proposes commercial space on the ground floor with multiple housing units in the floor(s) above, the County would consider that proposal.

10. On the scoring of the proposals, does the County have **objective measures** of each of the scoring categories, or it is all based on subjective opinion?

Answer: The scoring of the proposals will be based on Section VIII Scoring, Selection/A) Scoring Criteria & B) Review and Selection Schedule, as combined with the RFQ requirements in section VII Proposal Contents/Submittal/A) RFQ Requirements.

11. On the scoring of the proposals, after they have been scored, will the County provide those scores to all bidders prior to final selection by the County Board of Supervisors?

Answer: The scoring will not be public record/available to bidders prior to the final selection. It will become available after a final contract is executed.

12. On our submittal of our RFQ, we will likely email this. Since the file size of the proposal will likely exceed 25MB (regular email limit), can this be emailed via a File Transfer Service that will notify Ms. Graves that a proposal has been sent to her and that proposal can be downloaded from the File Transfer Service.

Answer: We can accept electronically submitted RFQ responses via a shared One Drive folder. These folders will be unique to each submitting party. An email will need to be sent to Rebecca.Graves@InyoCounty.us by COB 1/26/24 requesting a folder be created and shared with a specified email address (from the submitting party).

13. If we submit our proposal by overnight delivery, how many printed copies does the County want or would it prefer to receive it on a flash drive?

Answer: If electronically submitted, please use the shared folder offered in item#12. If printed, only one copy is required.

14. Can the answers to our questions above be sent to us as soon as possible rather than waiting until after the Question Deadline on January 23, 2024?

Answer: We do (and did) try to respond to questions ASAP, as opposed to waiting until the deadline.

15. We understand the County has declared the property surplus pursuant to the Surplus Land Act ("SLA") We would like to confirm that the County, per the SLA, followed the guidelines

- a. Advertised to the State list of developers? **Answer: Yes**
- b. Reviewed proposals? **Answer: No proposals were received**
- c. Determined best proposal or did not select any proposal to recommended to Supervisors?
Answer: No proposals were received
- d. Or, received no proposals from interested parties to bid on the site? **Answer: Correct, none received.**
- e. Completed the post-negotiation notice/proposed disposition summary on Appendix B and sent to HCD? **Answer: Yes**
- f. Secured HCD letter of approval for sale of site and the SLA process is approved and property can be sold at FMV **Answer: Yes**
 - a. Can a copy of the approval letter be provided? **Answer: Yes, a copy of the letter issued from HCD is available upon request. Please contact rebecca.graves@inyocounty.us to request a copy.**

16. Does the County have a Development Agreement template or Purchase and Sale Agreement template? **Answer: The County does not have either of these templates at this time.**

- a. Of the interested parties, what are the expressed uses? **Answer: No interested parties at this time.**
- b. Desired/anticipated Close of Escrow? **Answer: None**

17. Is the County also seeking and retention of hourly real estate advisory services to assist in any finalization of remaining SLA required procedures? **Answer: Not at this time.**

- a. Brokerage services would be separate from the hourly advisory services to address any remaining SLA procedures. **Answer: The County is not seeking SLA services. This RFQ is for broker services.**