



Addendum

ADDENDUM NO. 1

ISSUED: July 29, 2015

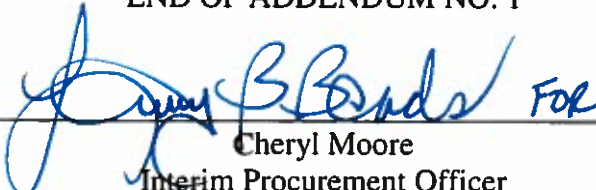
SOLICITATION NO.: DCHE 2015-5 Real Estate Brokerage Services

All respondents shall acknowledge receipt of this addendum in their proposal. Failure to acknowledge receipt of this addendum may be cause for rejection of a proposal. **Respondents are informed that the above named solicitation is modified as follows:**

District of Columbia Housing Enterprises submits its responses to all inquiries received related to the subject solicitation.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED

END OF ADDENDUM NO. 1



Cheryl Moore
Interim Procurement Officer

Acknowledgement of Receipt:

Respondent: _____

Name: _____ Title: _____

Question 1: We are a national real estate auction firm that has worked with several housing authorities in the past to dispose of properties that were in their ³Scattered Lot Program.² However, for the units that they wanted to sell income-restricted, they offered those properties to other non-profit housing providers first in an auction format. If they did not purchase those units, then those units would be offered for sale to the general public at auction. Would this kind of scenario be acceptable to DCHE?

Response 1: DCHE is unable to consider these scenarios. They are inconsistent with our approvals from HUD.

Question 2: If the DCHE will allow an auction of the properties to be sold, will they allow the use of a "Buyer's Premium" which is added to the high bid price to achieve the total contract price for the property? For example, if the high bid on the property is \$100,000 and the Buyer's Premium is 10% or \$10,000, the total contract price would be \$110,000 with the DCHE receiving the full amount bid (\$100,000) and the Buyer's Premium (\$10,000) would serve as our compensation. In this scenario, the DCHE would not be responsible for the payment of our compensation, however, the Buyers will. That is typical in the real estate auction business.

Response 2: DCHE is unable to consider these scenarios. They are inconsistent with our approvals from HUD.

Question 3: If DCHE will allow an auction of the properties to be sold, will it consider selling the properties "Absolute" to the highest bidder regardless of price? Typically Absolute auctions draw far more bidders because they know the properties WILL SELL on auction day, and because of that, the overall amount bid typically is far higher than auctions with minimum bids or reserves.

Response 3: DCHE is unable to consider these scenarios. They are inconsistent with our approvals from HUD.

Question 4: Will the DCHE permit all of these properties to be sold at one time, or does DCHE want staggered sales over a time period?

Response 4: DCHE is unable to consider this. It is inconsistent with our business plan for disposition of the properties.

Question 5: Will any of the properties, prior to sale, have building and/or roof inspections? Will they have Phase 1 Environmental Assessments?

Response 5: Prior to sale, some of the properties may have building and/or roof inspections. DCHA does not anticipate that any of the properties will have Phase 1 Environmental Assessments.