



Addendum

Addendum No. 1

Issued: February 26, 2016

Request for Proposal No. : 0011-2016

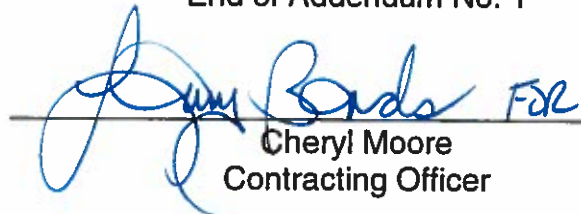
Real Estate Brokerage Services

All respondents shall acknowledge receipt of this addendum, sign below and return it with your bid. **Failure to acknowledge receipt of this addendum may be cause for rejection of your bid.** Respondents are informed that the above named solicitation is modified as follows:

- I. The District of Columbia Housing Authority has received questions in response to the subject solicitation and is outlined in ***“Exhibit A Questions/Concerns”*** of this addendum.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED

End of Addendum No. 1


Cheryl Moore
Contracting Officer

Acknowledgement of Receipt:

Respondent: _____

Name: _____ Title: _____

**Real Estate Brokerage Services
0011-2016**

Questions/Concerns

1. Will the DCHA consider Brokerages licensed in the District and experience in other jurisdictions? The scope refers to DC Section 3 Housing Only?

RESPONSE: DCHA will consider all proposals submitted.

2. If small business is a successful, will DCHA still require the Section 3 plan?

RESPONSE: Yes, a Section 3 commitment and plan is required

3. Will DCHA recognize Federal socio-Economic types such as 8(a) HubZone, Veteran Owned Small Businesses, since this is a federal funded program?

RESPONSE: Yes, DCHA will consider all proposals submitted.

4. What is the average sales prices of previously sold properties?

RESPONSE: Sales prices have been comparable to sales prices of privately sold properties in the neighborhood(s) the properties are located.

5. Where are the properties located?

RESPONSE: In Wards 1, 4, 5, 6, 7, and 8

6. Will a list of eligible purchasers for the "less than 80% of median income purchasers" be provided?

RESPONSE: Dependent upon the circumstances, DCHA may provide a list of eligible purchasers to the Broker.

7. Does the contractor have to market to and/or credit counseling agencies with eligible purchasers?

RESPONSE: This is a decision the contractor would make how they would bring eligible purchasers to the table.

8. Who is currently performing this work?

RESPONSE: DCHA, nor its instrumentalities, has a current contract for real estate brokerage services

9. What is the previously pricing for this work?

RESPONSE: DCHA and/or its instrumentalities have paid industry standard commissions for the District of Columbia

10. Will DCHA consider selling any of these properties via the auction method of marketing to the highest bidder, if they cannot be sold to a low-income household or to another low-income housing provider, and if not, why not?

RESPONSE: DCHA will consider all proposals

11. Must all of the 33 remaining properties be sold to low-income households, or can any be sold to "market-rate" households?

RESPONSE: No, not all of the 33 remaining properties must be sold to low-income purchasers

12. If DCHA will consider the use of the auction method of marketing, would it also consider the use of the "Buyer's Premium" which is used to by the Buyer, rather than the Seller (DCHA) to pay the real estate commission?

RESPONSE: DCHA will consider all proposals

13. If DCHA will consider the use of the auction method of marketing, will it consider reimbursing our firm for our pre-budgeted and pre-approved by DCHA marketing and advertising costs (and these are the only costs we are asking DCHA to pay us as our commission is paid by the Buyer)? This typically is from 0.5% to 1.5% of our pre-auction estimate of value.

RESPONSE: DCHA will consider all proposals