



# Sacramento City Unified School District

## RFQ – Real Estate Advisory Services

### Questions & Answers

May 27, 2015

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1. The RFP states the winner will be an advisor and not an agent or broker for the ultimate transaction of any property. Does this mean whoever wins this advisory contract cannot also win a future contract for brokerage services?

**The selected firm/individual cannot benefit financially from any subsequent transaction; therefore, the selected firm/individual cannot be the broker on any transaction that they have provided “advisory services” for. The firm/individual will be paid an agreed upon “fee” for assistance with any transaction identified by the Board of Education. The firm/individual will not receive a “commission” on property sold, bought, etc.**

2. If the answer to the first question is yes, is a subsidiary corporation of the advisor allowed to perform the brokerage services for the property?

**Please see answer #1 above**

3. If we are selected as the “advisor” is Cushman & Wakefield (CW) excluded from being the district’s broker/agent?

**Please see answer #1 above**

4. Why is the advisor role designed to be separate and apart from the ultimate broker/agent?

**The advisory role is designed to be separate and apart from the broker role to promote transparency of the process and to avoid any appearance of a conflict of interest.**

5. If selected, what is the anticipated duration of the engagement for the services outlined in the RFP/RFQ?

**At this time the duration is estimated to be less than a year. The Board of Education may add other properties to the list to be evaluated but the number and timing of such additions is unknown.**

6. Has SCUSD sold or leased any other facilities in the last 5 years, and if so, was an advisor used for those transactions?

**There has not been a real estate advisory firm utilized in the last five years besides in-house legal counsel.**

7. Is there a specific number of properties (disposition and/or acquisition transactions) that the District anticipates the selected consultant be involved with for the District during the initial year of the subject contract for real estate advisory services.

**There is not a specific number of properties identified at this time. However, SCUSD currently has approximately seven to ten surplus properties.**

**Proposals are due no later than 4:30 p.m., June 9, 2015**