



818 S. FLORES ST.



SAN ANTONIO, TEXAS 78204



www.saha.org

Procurement Department

ADDENDUM 1

File: 1509-958-83-4414

Title: Residential Real Estate Broker Services

Question 1: Will SAHA consider proposals that employ the auction method of marketing? Several members of our company worked the large auction for SAHA properties in 2013, which was extraordinarily successful.

Answer 1: Our first priority in the case of homes is to sell them to home buyers as per the federal regulations governing these properties.

Question 2: If so, will SAHA consider utilizing the “Buyer’s Premium” method of compensation such that the Buyer, rather than SAHA, would be responsible for the payment of our commission?

Answer 2: This refers to the auction process. SAHA cannot sell these properties using the auction process due to HUD requirements.

Question 3: If so, will SAHA consider allocating funds for marketing of the auction based on a set budget that it would pay for?

Answer 3: This would only refer to auctioneering services, SAHA is seeking to sell the properties via the market place to eligible home buyers.

Question 4: If so, will SAHA consider selling some, most, or all of the properties “absolute” at the auction (sold to the highest bidder regardless of price? Selling absolute was also particularly successful at the 2013 auction.

Answer 4: SAHA has certain HUD requirement to follow. SAHA must sell these properties at Fair Market Value.

Question 5: If SAHA will not consider an auction for these properties, why not?

Answer 5: Explained previously.

Question 6: Will any of the homes/lots to be sold have income restrictions on the purchasers?





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Answer 6: Yes, some homes must be sold to home buyers earning an income less than 80% of AMI as per HUD Section 8 Income Guidelines for San Antonio MSA/Bexar County.

Question 7: I want to confirm and clarify that a Licensed Real Estate Sales Agent can respond/apply to this bid?

Answer 7: SAHA is seeking Real Estate Broker Services in accordance with State Statue & Broker Licensing requirements.

Question 8: What date will questions be posted for viewing?

Answer 8: Addendum 1 to this solicitation will be posted on SAHA website and other websites on October 13, 2015.

Question 9: In regards to information requested within the QQ (ie. Section 1.1), are you requiring proposed contractors to submit this information, along with Fee Form and bidders certifications by close date?

Answer 9: Yes

Question 10: Does SAHA have any properties that are currently being marketed for sale?

Answer 10: No

**By: Edward J. Garza
Purchasing Agent**

Date: October 13, 2015