

REPORT TO THE SUCCESSOR AGENCY OVERSIGHT BOARD



DATE: December 14, 2016

TITLE: Update on the Brokers Selection Process

Prepared by: Linda Kelly, Finance Manager

RECOMMENDATION

General Review and Discussion

DISCUSSION

The City of Desert Hot Springs Successor Agency staff worked with Urban Futures Incorporated to complete an invitation to apply for an opportunity to List and Sell the Successor Agency Property. A total of 49 invitations were sent out to both local and non local brokers and only four responses were received by the Successor Agency. The invitation requested that the candidates send back various information as a part of their proposal to the Successor Agency.

On October 17, 2016, the four prospective brokers were interviewed by a four-person panel which consisted of three individuals from Urban Futures Incorporated and one individual from the City. Each one of the interviews was conducted in the same manner using the same questions and each interview lasted approximately one hour. There was a question and answer period at the end of each interview for both the applicants as well as the panel for additional clarification on any specific item.

At the conclusion of the interviews each one of the four panel members rated each prospective broker on (10) different categories in detail. All four of the sheets were then collected and an Overall Interview Worksheet was created and included in the packet along with the staff report and sample listing agreement.

On November 15, 2016, Lynn Coker of NAI Capital was selected based on their proposal, the highest proposed return on the sale of the Successor Agency Property, proposed fees associated with selling the Successor Agency Property, outreach to potential buyers and was considered to be the most competitive broker to list and sell the Successor Agency Property.

The term of the agreement is for one year which was executed on November 22, 2016.

Attached are copies of the documents that were provided to the Desert Hot Springs Successor Agency which were reviewed and discussed at their meeting in November 2016.

All interested parties are being advised to work directly with the broker of record.

FISCAL IMPACT: None at this time.

EXHIBITS:

1. Staff Report to the Successor Agency to Approve the List and Sell Agreement.
2. Resolution Approving the Agreement Between NAI Capital and the Successor Agency to List and Sell Properties
3. Agreement for Exclusive Right to Represent Owner for Sale or Lease of Real Property