



COMMISSIONERS COURT COMMUNICATION

REFERENCE NUMBER _____

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DATE: 09/05/2023

SUBJECT: RFQ NO. 2023-151 - ANNUAL CONTRACT FOR RESIDENTIAL AND LAND BROKERAGE SERVICES FOR VARIOUS PROJECTS - TRANSPORTATION SERVICES/RIGHT-OF-WAY DIVISION - VARIOUS VENDORS - PER CONTRACT TERMS

COMMISSIONERS COURT ACTION REQUESTED

It is requested that the Commissioners Court grant approval to conduct negotiations for RFQ No. 2023-151, Annual Contract for Residential and Land Brokerage Services for Various Projects, for Transportation Services/Right-of-Way Division, with the following vendors based upon each vendor's high ranking in the evaluation procedure:

| Ranking Order | Geographic Area of Specialization |
|--|-----------------------------------|
| 1. NS Trinity, LLC, d/b/a RE/MAX Trinity | 1-6 |
| 2. Trojan Commercial Real Estate, LLC | 1, 2, 3, 4 and 6 |
| 3. TL&G Real Estate, LLC | 5 and 6 |

BACKGROUND

Notice of the County's intent to request for qualifications was advertised in local newspapers, as required by State statute, and posted on the Internet, the Arlington Black Chamber of Commerce, the Fort Worth Hispanic Chamber of Commerce, the Fort Worth Metropolitan Black Chamber of Commerce, and the Tarrant County Asian American Chamber of Commerce. Two hundred twenty-nine (229) vendors were contacted and requested to participate in this process. All documents pertaining to this RFQ were posted on the Tarrant County website and were downloaded by interested parties. Three (3) responses were received.

Responses were evaluated by Transportation Services/Right-of-Way Division and Purchasing representatives and ranked based on the criteria and processes set forth in the RFQ.

The responses received from the vendors listed above meet all specifications and are acceptable to the Transportation Services/Right-of-Way Division. A contract for each project will be negotiated with the top-ranking vendor. If negotiations fail with the top vendor, then Tarrant County will initiate negotiations with the next top-ranked vendor.

The term of the contract is twelve (12) months, effective September 29, 2023, with two (2) options for renewal periods of twelve (12) months each.

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|---------------|------------|------------------------------|---|
| SUBMITTED BY: | Purchasing | PREPARED BY: APPROVED BY: | Teresa Ralls Chris Lax, CPSM, CPSD, CPCP |
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The purpose of this contract is to select the most qualified real estate brokerage firm to conduct negotiations as the seller's agent in the sale of County real estate, conduct market analysis as needed, and develop and implement marketing strategies to sell County real estate.

Therefore, based on each vendor's high ranking in the evaluation procedure, it is the joint recommendation of Transportation Services/Right-of-Way Division and Purchasing that the Commissioners Court grant approval to engage in negotiations for RFQ No. 2023-151, Annual Contract for Residential and Land Brokerage Services for Various Projects, with the vendors listed above.

FISCAL IMPACT

Commissions of \$15,000.00 were paid in FY 2023 for surplus property sold. The County's future cost will be determined by the services provided on an as-needed basis.