PBS Customer Forum
Navigating the New Workplace

Transactional Strategies for Real Property Disposal

Is it Time to Let it Go?

June 17, 2021  11:00am EST
What We Do...Our Mission

Leading the Federal Government in optimizing its real property portfolio through effective disposition and utilization strategies

Multidisciplinary teams experienced in all aspects of real property utilization and disposal.

Flexible and responsive to unique circumstances and developing affective strategies to address Federal real property repositioning

Our staff includes:

- Real Estate Experts
- Certified Appraisers
- Auctioneers
- Planners
- Project Managers
- Environmental Experts
- Legal Counsel
Asset Diversity
Public v. Privately Owned Real Estate

- Expectations of Community, Local Officials, and Congress
- Compliance with Environmental and Cultural Laws
- Balancing Public vs. Monetary Benefits
- Unique Title and Infrastructure Concerns
- Specialized Government Uses Not Easily Adaptable
Tailored Strategies

- Working with Land Holding Agencies (LHAs), GSA tailors strategies leveraging all available authorities: a flexible approach to finding the best strategy

- Unique direct involvement in managing the public process and local outreach

- Zonal operation provides extensive market coverage and experience leveraging private sector expertise as required

- From due diligence to brokering and closing the transaction

- Local Relationships with regulators and other stakeholders key to project success
We Offer Options...Full Range Of Tools & Services

**Real Property Due Diligence**
- Asset/Disposal Options Studies
- Environmental Characterization/Assessments
- NEPA Services
- Land Use Plan/Master Plan Preparation
- Historic Preservation Consultation
- Title Review
- Targeted Asset Reviews
- Facility Condition Assessments
- Energy Audits
- Sustainability Survey
- Report of Excess Preparation
- Land Surveys
- Demolition consultation & analysis

**Transactional Services**
- Site Acquisition
- Comprehensive Repositioning (Cradle to Grave Project Management)
- Sales Execution
- Relocation
- Exchange
- Outlease

**Post Disposal Services**
- Sustainability Survey
- Report of Excess Preparation
- Land Surveys

**Valuation Services**
- Appraisals
- Marketability Study

**Utilization & Disposal Training**
- 3-day, client-tailored or multi-agency training course
- Quarterly webinar series in real property topics/case studies
- Internal trainings for new hires and continuing education
- Trainings available in-person and virtual
Disposal and Utilization Support Services

- 6 vendor Blanket Purchase Agreement (BPA)
  - Carpenter Robbins Commercial Real Estate
  - Craddock Group
  - CBRE
  - Keres
  - RSM
  - Signet
  - JLL
  - EMax
Traditional Disposal Process

DISPOSAL METHODS IN ORDER OF PROGRESSION
*NOT EVERY PROPERTY GOES THROUGH EVERY STEP OF THE PROCESS.

GSA first offers excess property to other federal agencies that may have a program need for it. If another federal agency identifies a need, the property can be transferred to that agency.

GSA can negotiate a sale at appraised fair market value with a state or local government if the property will be used for another public purpose.

FEDERAL TRANSFER

EXCESS
If a federal agency no longer needs a property to carry out its program responsibilities, it reports this property as 'excess' to its needs.

SURPLUS PROPERTY
If there is no further need for the property within the federal government, the property is determined "surplus" and may be made available for other uses through public benefit conveyances (PBCs), negotiated sales, or public sales.

NEGOTIATED SALE

PUBLIC SALE
If state and local governments or other eligible non-profits do not wish to acquire the property, GSA disposes of surplus property via a competitive sale to the public.
Proven Results (FY16 to FY20)

Total Transactions:
- Over 700 Deals (Fed Transfers, PBCs, Sales)
- Over 75% go to Sale

Total Acres:
- Over 50,000 Acres Conveyed
- Total Sales:
  - Over 500 Public Auctions & Sole Source Negotiations

Proceeds:
- Over $425M Generated From Sales

Customer diversity:
- Provided real estate services for more than 20 different bureaus across the federal government

Educating Customers Governmentwide:
- Held 30 multi-day workshops (both single-agency and multi-agency) for a variety of federal customers
FASTA Overview

Summary of Federal Assets Sale & Transfer Act of 2016 (FASTA)
- Public Buildings Reform Board authorized for 6 years
- Created Asset Proceeds Space Management (APMSF) Account
- OMB & GSA issue yearly data calls to agencies for recommendations
- Technical Changes
  - Short-term leaseback authority
  - Extension of Board Termination Date (2025)

Asset Proceeds Space Management Account
- GSA controlled account
  - Process established with OMB to disburse funds for OMB approved PBRB recommendations
- Net Proceeds deposited from FASTA sales
- Funds to be used to advance further transactions (i.e., due diligence, regulatory compliance, consolidation activities)
FASTA High Value Assets Round

Summary of HVA Round

- **January 2020**: OMB approves twelve properties
  - **April 2021**: OMB withdraws one property (NARA Seattle) in response to litigation filed by States of Washington, Oregon and various Native American tribes
- **February 2020**: PBS creates FASTA Project Management Office led by RPUD
- **June 30, 2020**: PBRB letter to Administrator advocating GSA pursue a single, portfolio sale
- **January 18, 2021**: GSA awards contract to Savills, Inc. for real estate advisory/brokerage services
- **April 29, 2021**: Acting Administrator letter to PBRB regarding transaction strategy
- **April 30, 2021**: GSA terminates contract with Savills, Inc.
- **May 3, 2021**: GSA begins marketing on multiple properties

Status

- RPUD regional Project Managers have begun marketing and sale efforts for 9 of 11 HVAs
  - Chet Holifield pending resolution of historic preservation consultation
  - VA Denver pending Phase 2 environmental and historic preservation consultation
Resources For The Customers We Serve

PROPERTY DISPOSAL HOMEPAGE:
» https://disposal.gsa.gov
Provides information on the programs offered by the Office of Real Property Utilization and Disposal and a list of local contacts in your area.

PROPERTY DISPOSAL AUCTION SITE:
» https://realestatesales.gov
GSA’s online auction site for surplus Federal real property.

RESOURCES FOR FEDERAL AGENCY CUSTOMERS:
» https://disposal.gsa.gov/s/FAA
Includes links to useful forms and documents for customers.

www.facebook.com/GSARealProperty
@GSA_RPdisposal
## Training Resources For The Customers We Serve

### FY21 Virtual Workshops

- How to Report Real Property Excess
- The Federal Real Property Process
- How to Report Real Property Excess Electronically
- Federal Real Property Asset Management Strategies
- Targeted Asset Reviews (TARs) and Other Real Estate Analytics
- The Role of Appraisals in the Utilization & Disposal of Real Property
- Historic Preservation: Roles and Responsibilities in the Property Disposal Process

### Future Topics

- Additional Utilization Tools to Leverage Repositioning
- Introduction to Environmental Laws Affecting Property Disposal
- Federal Real Property: National Environmental Policy Act (NEPA)
- Federal Real Property: Comprehensive Environmental Response Compensation and Liability Act (CERCLA)
- Federal Real Property: RCRA, USTs, Pesticides, and PCBs; and Coastal Zone Management Act, Floodplains and Wetlands

For information about current offerings and customized workshops tailored to your agency needs, contact:

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*Webinars to assist our Federal Agency customers in better managing their real property assets*
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Q & A