



U.S. General Services Administration

A photograph of a large, multi-story, classical-style building with a flagpole on the roof. The building is surrounded by green trees and a blue sky with white clouds. The text is overlaid on the left side of the image.

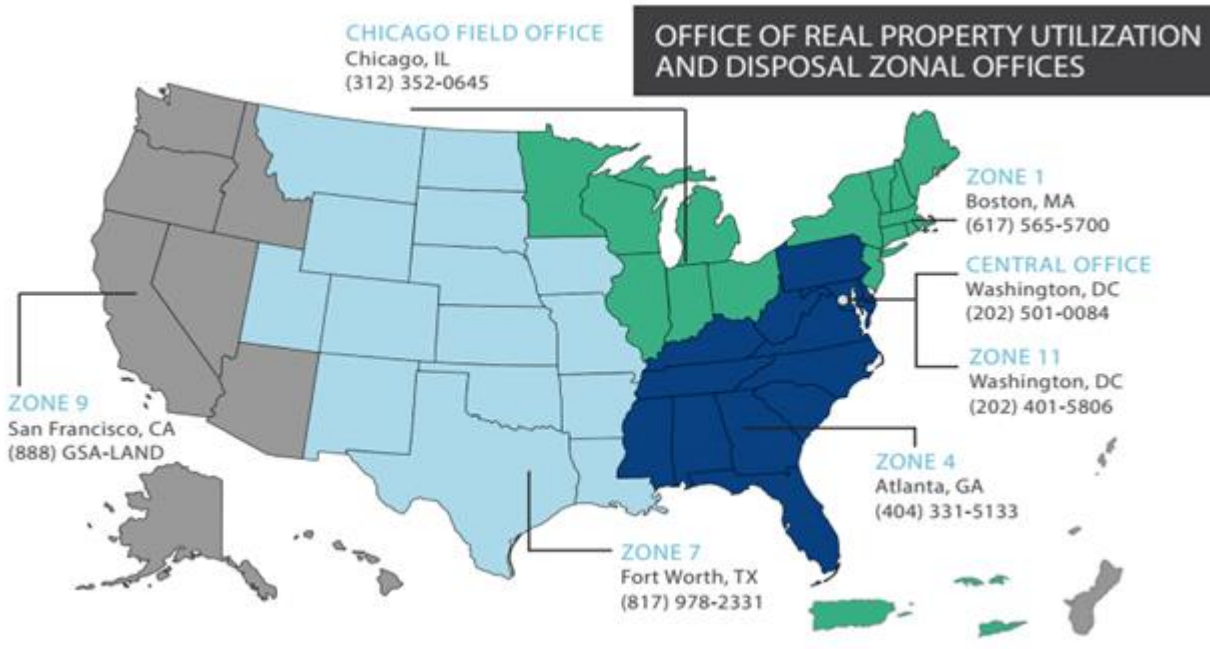
PBS Customer Forum Navigating the New Workplace

Transactional Strategies for Real Property Disposal

Is it Time to Let it Go?

June 17, 2021 11:00am EST

What We Do...Our Mission



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

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

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

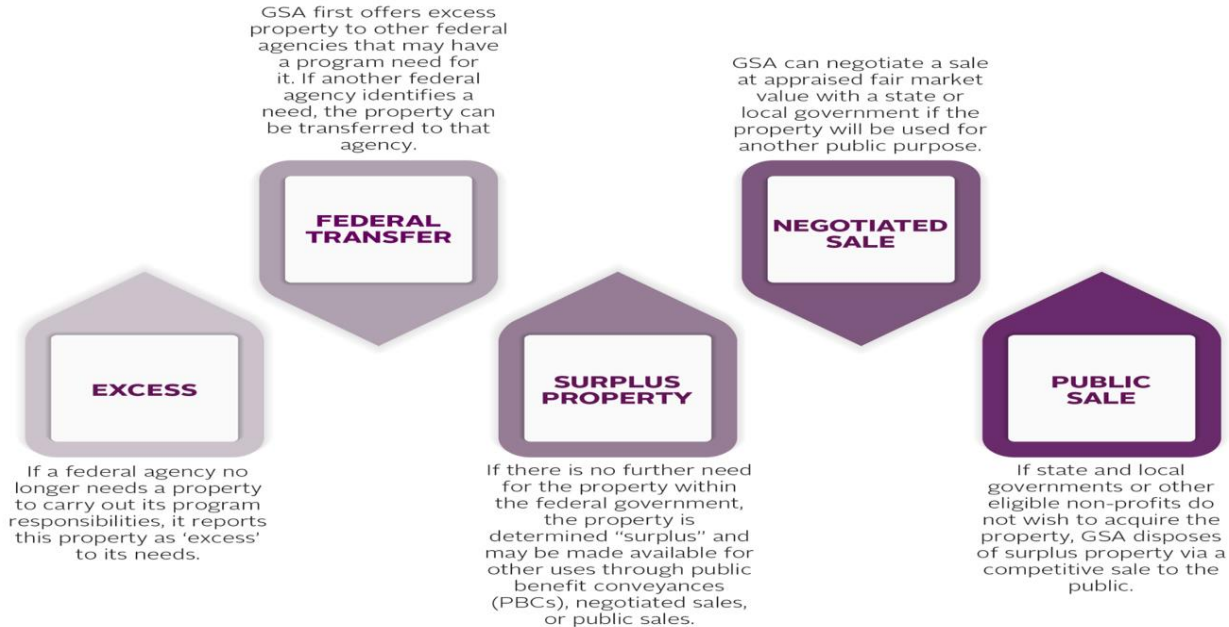
Disposal and Utilization Support Services

- 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.



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

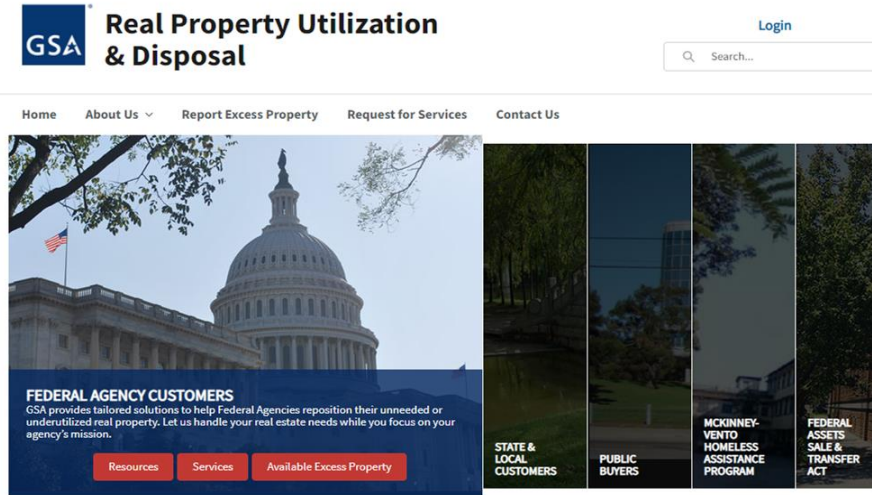
AGENCY CUSTOMERS :

» <https://disposal.gsa.gov/s/FAA>

Includes links to useful forms and documents for customers.

 www.facebook.com/GSARealProperty

 [@GSA_RPdisposal](https://twitter.com/GSA_RPdisposal)



GSA Real Property Utilization & Disposal

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Q Search...

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FEDERAL AGENCY CUSTOMERS
GSA provides tailored solutions to help Federal Agencies reposition their unneeded or underutilized real property. Let us handle your real estate needs while you focus on your agency's mission.

Resources Services Available Excess Property

STATE & LOCAL CUSTOMERS PUBLIC BUYERS MCKINNEY-VENTO HOMELESS ASSISTANCE PROGRAM FEDERAL ASSETS SALE & TRANSFER ACT

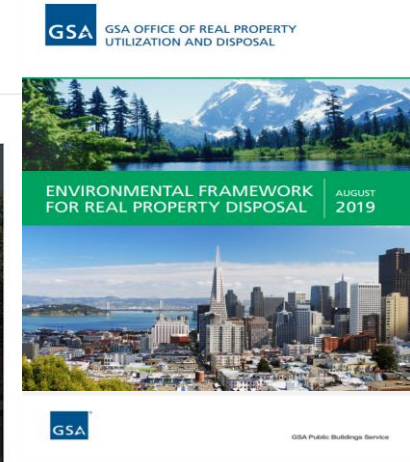

PROPERTY SEARCH TOOL

Federal Government Real Estate - From office buildings to single-family homes, the U.S. Government may have the property you need.

Select a State: [Dropdown]
Property Type: [Dropdown]

Find Properties

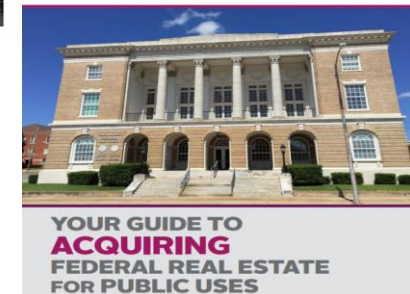
View on Map View Sales List View Notices



GSA GSA OFFICE OF REAL PROPERTY UTILIZATION AND DISPOSAL

ENVIRONMENTAL FRAMEWORK FOR REAL PROPERTY DISPOSAL AUGUST 2019

GSA GSA Public Buildings Service



YOUR GUIDE TO ACQUIRING FEDERAL REAL ESTATE FOR PUBLIC USES

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:

Gary Jordon
202-841-6995
gary.jordon@gsa.gov

Webinars to assist our Federal Agency customers in better managing their real property assets



Flavio Peres

Assistant Commissioner
Real Property Utilization and Disposal
flavio.peres@gsa.gov

Ralph Conner

Director
Real Property Utilization
ralph.conner@gsa.gov

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Real Property Disposal***

Q & A

