



March 5, 2020

Council Study Session

**LAND
FOR
SALE**

SALE OF CITY PROPERTY

Kim Fallbeck, *Real Estate Services Administrator*
Scott Patterson, *EasiBuy*



LAND SALES OF OTHER LOCAL AGENCIES

March 5, 2020

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RFP
(Their Economic Development Dept. handles all sales)



City of Phoenix

Situation Driven
RFP – council driven projects
Quit Claim – Tiny properties to abutting landowners
Broker Sales – brokers vetted
Sealed Bid – land locked property; first option abutting landowners; notify surrounding owners



LIVE AUCTION
(For >= \$1.5)
SEALED BID
(Smaller properties)



LIVE AUCTION
(advertise in newspaper and on website for 30 days)



RFP's, SEALED BID
(Abutting properties get first consideration)



LIVE AUCTION
(Abutting properties get first consideration; list all properties; auction not published until first bid, then open to the public)



CURRENT PRACTICE FOR SALE OF PROPERTY

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REAL ESTATE
BROKER



REQUEST FOR
PROPOSAL

SEALED
BIDS



PUBLIC
AUCTION



PUBLIC AUCTION OPTIONS

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in person

- Min. price with bid increments
- Auctioneer regulated
- Flat fee of \$2,000
- Room needed for auction
- Bidders must be present in the auction room

online

- Min. price with bid increments
- Software regulated with oversight
- Flat fee of \$2,000
- Bidders, software oversight personnel, city staff all in their own offices

0 2.5 5
Miles



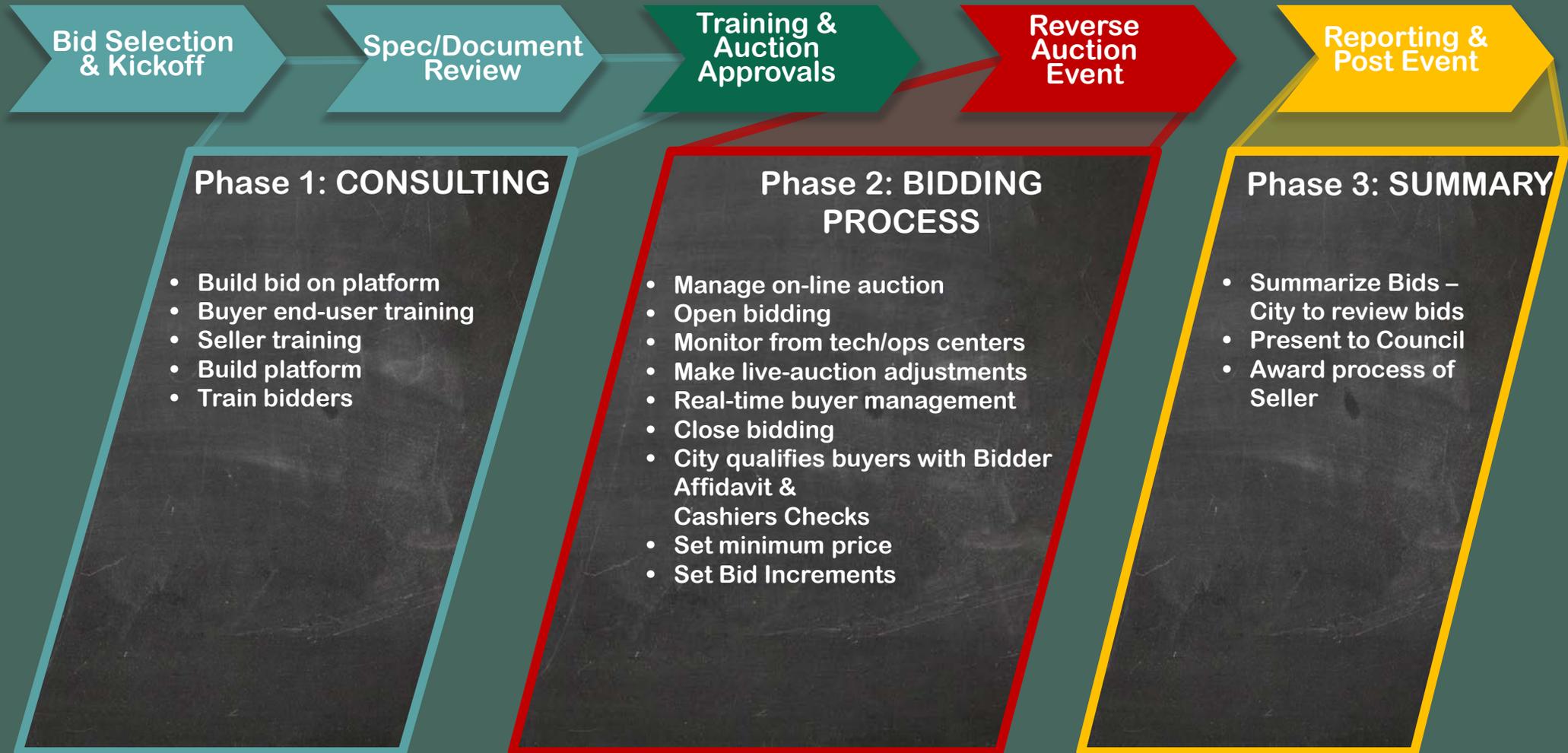
ONLINE AUCTION PROCESS

EASIBuy

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ONLINE BID PLATFORM

The screenshot shows the City of Mesa online bid platform interface. At the top, the City of Mesa logo and name are displayed, followed by the auction title "Auction at NWC of Thomas and Recker Roads". Below this, there are navigation tabs for "Overview", "Members", "Documents", "Lots", and "Pricing". A "Need help? (855) 405-2253" link is also present. Underneath, there are more navigation options: "Watch", "Stream", "Preview", "Reports", and "Awards". The main content area features a dropdown menu for the auction name, a "1 Day UNTIL START" indicator, a "01:30 pm STARTS AT" time, a "00:30:00 DURATION", and "USD CURRENCY". Below this is a table with columns for "RANK", "ITEM", "#", "QTY", "BID", "NEW BID", and "MIN BID". The table contains one row for "NWC of Thomas and Recker Roads" with a rank of "n/a", a quantity of "1", and a minimum bid of "\$15,000,000.00". A yellow callout box above the table indicates "Lot Not Open Placeholder Bids Only".

City of Mesa
Auction at NWC of Thomas and Recker Roads

Overview Members Documents Lots Pricing Need help? (855) 405-2253

Watch Stream Preview Reports Awards

Auction at NWC of Thomas and Recker Roads 1 Day UNTIL START 01:30 pm STARTS AT 00:30:00 DURATION USD CURRENCY

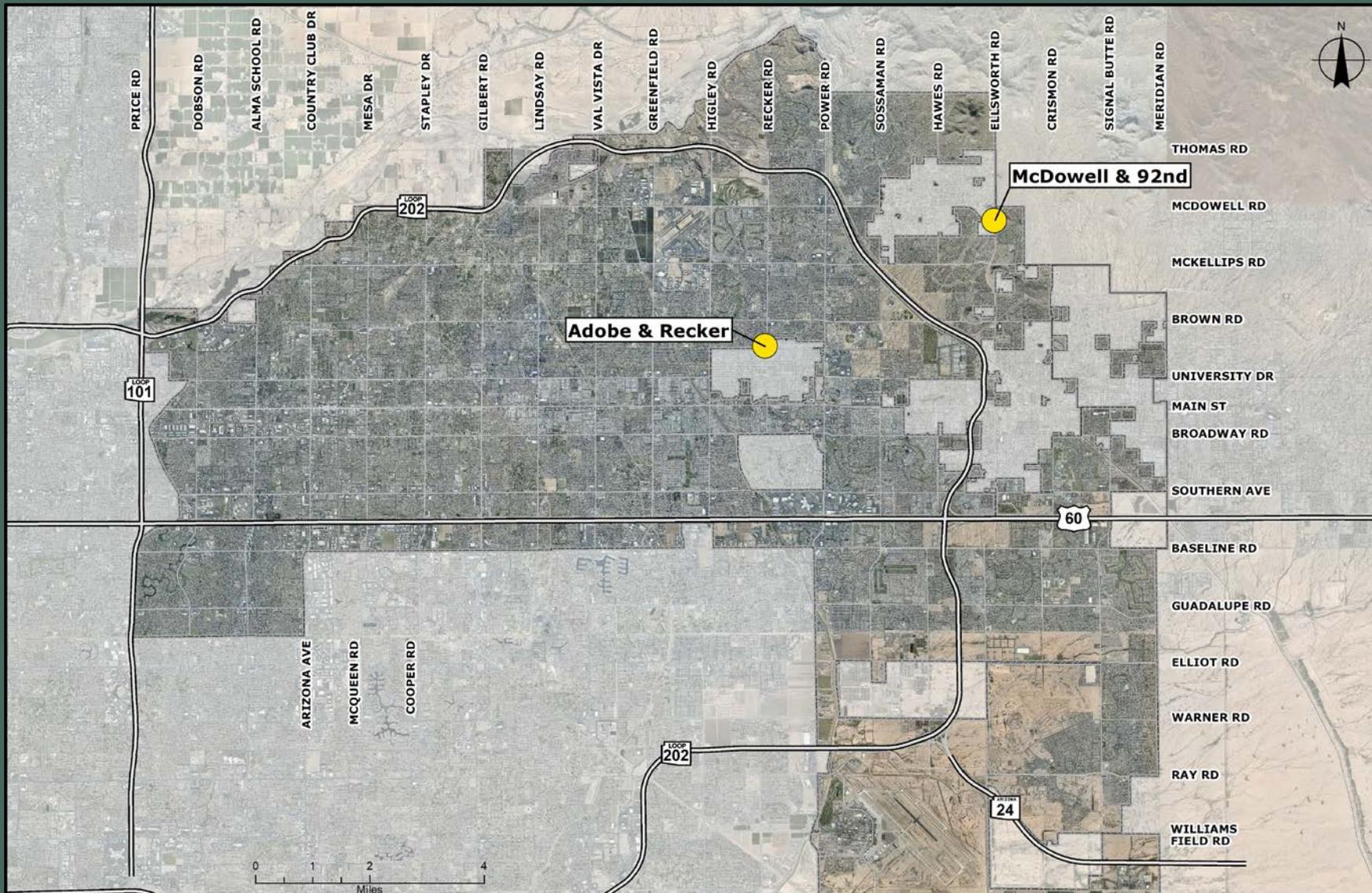
RANK	ITEM	#	QTY	BID	NEW BID	MIN BID
n/a	NWC of Thomas and Recker Roads	1	1/LS	\$	*	\$15,000,000.00

Lot Not Open Placeholder Bids Only

- Can set opening amount
- Can reveal lead bid or all bids
- Auction has a specific start time with overtime periods
- Bidder will know their price, rank and lead bidder amount
- Platform is very dynamic, and all configurations can be modified to accommodate the City's goals



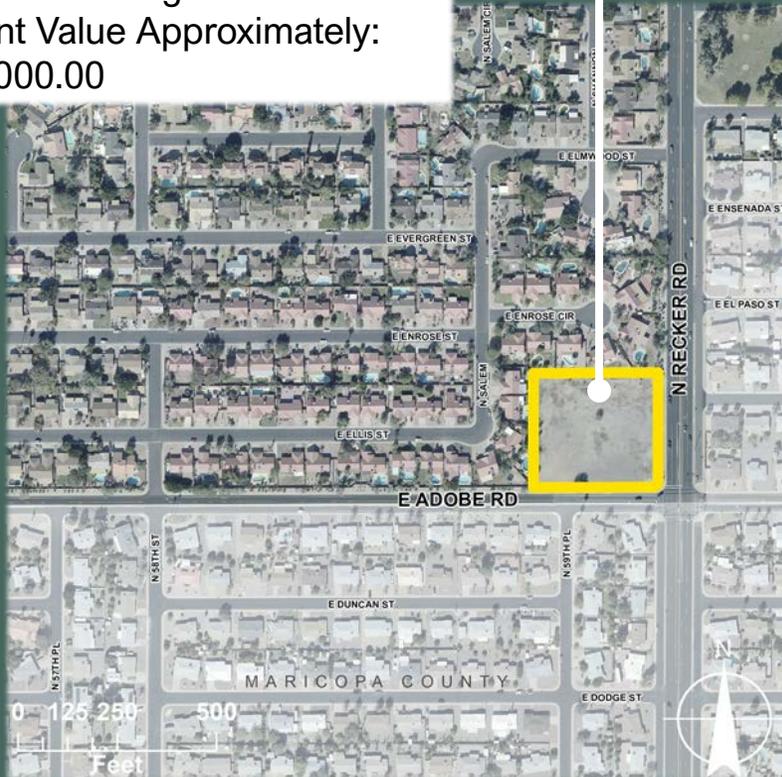
PILOT PROPERTY RECOMMENDATIONS



PROPOSED PARCELS FOR AUCTION

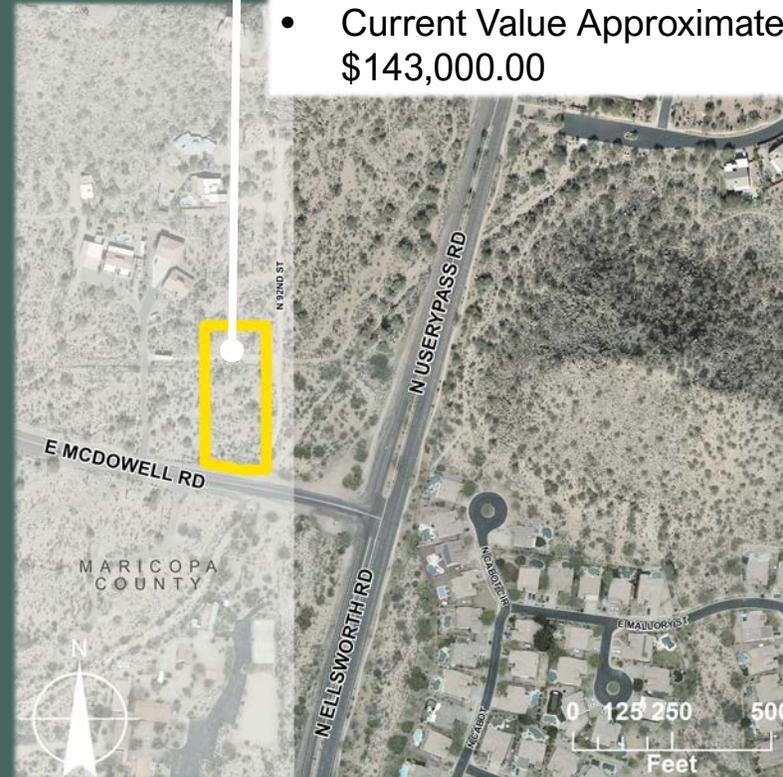
Adobe & Recker

- Purchased May 27, 1988
- Paid \$45,000.00
- Size: 2.1 Acres
- Excess Property no longer needed as a future Fire Station Site
- Zoned RS-7 Neighborhood
- Current Value Approximately: \$435,000.00



McDowell & 92nd St

- Purchased November 18, 2002
- Paid \$125,000.00
- Size: 1.3 Acres
- Excess Property no longer needed as a future Retention Basin with Flood Control
- Zoned MC R1-35
- Current Value Approximately: \$143,000.00





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QUESTIONS

