



REQUEST FOR PROPOSALS: Soliciting a Commercial Real-Estate Broker

Date Issued: August 6, 2014

Contact Person: Frankie Maness,
City Manager;
fmaness@cityofgraham.com
336-570-6700 x113

Proposals Accepted Until:
August 25, 2014; 5:00pm

Submit Proposals to:
City of Graham, NC
PO Drawer 357
Graham, NC 27253
Attn: Abby Burgess, City Clerk
aburgess@cityofgraham.com



Objective:

The City of Graham (the City) seeks the service of a commercial real-estate broker with a proven record of accomplishment in the marketing and selling of public land and/or commercial properties.

The City deems as surplus a 5.5 acre tract of property located along East Gilbreath Street in Graham, North Carolina. The City wishes to sell the property to the highest responsible offer. The City acquired the subject property in 2009 for the purpose of a public-private partnership to construct a sports complex. The proposed development has been abandoned and the property is currently unused. In August 2011, the City Council agreed to an asking price of \$72,500 per acre and listed the site with the [NC Department of Commerce](#) and Alamance County Chamber of Commerce.

The selected broker will ensure the following terms are included in any purchase and sale agreement:

- A qualified financial offer from a buyer with evidence of the financing necessary to complete the purchase;
- A non-refundable earnest money deposit in the amount of 5% of the offered purchase price, to be applied to final transaction and sale; and
- Sale must comply with [NC General Statutes, Chapter 160A, Article 12](#) as it relates to the sale and disposition of real property by cities.

The selected broker is expected to:

- Develop a market study to help determine price/value of the property;
- Create a buyer's profile and marketing strategy;
- Market the property to maximize exposure to potential buyers; and
- Assist the City by negotiating the terms of the purchase and sales agreement.

Interest and Qualifications:

Please provide a letter of interest from the principal firm, signed by the authorized and principal real estate professional intended to lead the effort. Provide additional supporting information establishing your firm's qualifications to conduct the work including the following:

- Provide a general description of the principal real estate firm proposed to lead the effort.
- Describe the firm's history and qualifications to conduct the work described.
- Identify any other firms and/or individuals proposed to make up your team.
- Based on your understanding of the project, include an explanation of how this team will be organized and managed.
- Please provide background information or resumes demonstrating the experience of key professionals making up the proposed team.
- Indicate the status of professional real estate licensing and other professional qualifications.
- Describe successful projects of a similar nature completed by your team members.
- Include your fee for commission and any costs related to the sale of the property.
- Provide sample contract or agreement.

Interested parties should submit a copy of their proposal to the attention of Abby Burgess, City Clerk. Incomplete submittals and those that do not conform to these guidelines may be excluded from consideration. The City of Graham retains the right to reject any and all proposals. No further action beyond submission of the above information is required at this time.

Selection Process:

Firms will be evaluated based on the sales and marketing approach, past record of accomplishment and/or former clients' recommendations, opinion on value, timeline for implementation of marketing approach and fees for commission.

Proposed Timeline:

- Request For Proposal announced: August 7, 2014
- Proposals must be received by: August 25, 2014; 5:00pm
- Review and recommendation by Staff: August 26, 2014-September 2, 2014
- Selection of firm and execute an agreement: Thereafter



General Information

Vacant land in industrial area with Interstate visibility and interstate access close proximity.

Address: Gilbreath Street
Gilbreath Street at
Interstate Service Rd
Graham, NC 27253

Site ID: PTP-9145

County: Alamance

In City Limits: Yes

County Tier Designation: 2

UP or AG Zone:

Former Use: Vacant land

Type of Location: Stand-Alone

Indus/Bus. Park:

Zoning: I-2 (Heavy Industrial)

Availability & Price

Available Acreage: 5.55

Date Available: 02/16/2014

Sales Price: \$72,500

Terms: \$402,375 total price
(Owned by City of Graham)

Utilities

Electricity

Service Provider: Duke Energy

Distance to Transmission System

Distance to Closest Substation

Natural Gas

Service Provider: Piedmont Natural Gas

Distance To Main:

Main Size:

Distribution Pressure:

Telecommunications

Service Provider: AT&T

Fiber Optic:

Digital Switch:

Water

Service Provider: City of Graham

Main Size:

Storage Tanks:

Static Pressure:

Residual Pressure:

Total System Capacity:

Excess System Capacity:

Total System Permitted Capacity:

Waste Water

Service Provider: City of Graham

Main Size:

Feeder Size:

Treatment Type:

Total System Capacity:

Excess System Capacity:

Total System Permitted Capacity:

Fire Protection Service:

Certification_Date

Access

Highways and Interstates

Closest Highway: 70, 3.52 miles

Closest Interstate: 40, 1.03 miles

Airports

Closest International Service: Piedmont Triad Intl, 33.12 miles
Raleigh-Durham Intl, 40.62 miles

Closest Commercial or General Aviation Service: Burlington Alamance Regional, 6.96 miles

Rail

Rail Service Provider:

Potential for Rail: No

Distance to Rail:

Rail Status:

Port

Closest Ports: Port of Wilmington, 174.71 miles
Port of Morehead City, 196.60 miles

Marine/Barge

Potential for Barge Access:

Body of Water:

On the Water:

Water Depth:

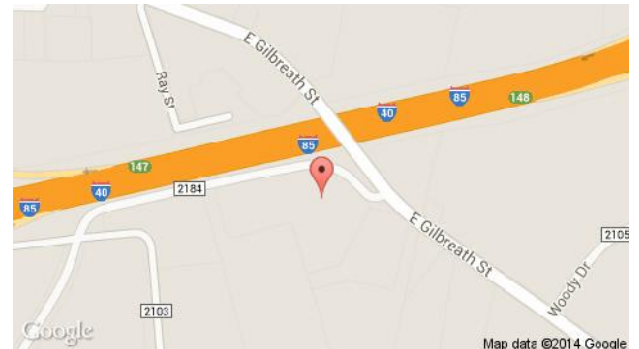
Bulkhead or Docks in place: ,

Education and Training

Closest Community College: Alamance CC, 2.94 miles
Durham TCC, 32.25 miles

Closest 4-year University: Elon University, 8.76 miles
NC A&T State University, 23.70 miles

Maps



Street Map of Gilbreath Street



State Map of Gilbreath Street

Contact

Tiffany McNeill, Client Services Manager
NC Department of Commerce
tmcneill@nccommerce.com, 919.733.4977

[Click to connect to a metric version of this report](#)

The information in this report is provided by the local and/or regional economic development organizations, which strive to present complete and accurate data.

Date Last updated: 02/21/2014