



Summary

The University of Missouri ("University") is requesting qualifications and proposals ("RFQ/RFP") from qualified Missouri licensed commercial real estate brokerage firms to assist the University with the sale of approximately 320 acres of farmland located at 8709 West Highway 40, Columbia, MO 65202 ("Subject Property") and further described in Exhibit A. Qualified personnel with previous experience in providing commercial real estate brokerage services to government, university and/or corporate clients for property sales is preferred.

Project Objectives and Description

The successful bidder will assist the University in marketing the Subject Property, in determining an appropriate price, in developing appropriate disclosures, and in developing and implementing market strategies for the Subject Property that will produce the highest and most certain financial return to the University. The University is open to selling the property as a single tract or as two tracts and will prioritize the alternative that maximizes value to the University.

Minimum Qualifications

The lead salesperson assigned to the contract and responsible for the coordination and execution of the work must have a minimum of ten years of experience and a proven track record in providing commercial real estate brokerage services involving commercial sales for its clients. The lead salesperson shall have a physical office from which they conduct their everyday business within a forty-five-minute drive of the Subject Property. The lead salesperson shall have closed a minimum of five (5) similar property sales within the past three years.

Proposed Work Plan/Schedule

The respondent must submit a proposed work plan for marketing and sale of the property. This section should clearly convey the team's understanding of the scope of work and the team's suggested approach to be taken to maximize value. The proposed work plan should include the following:

1. A detailed description of the proposed management structure, including but not limited to, team organization, roles and responsibilities, program monitoring procedures, and communication mechanisms.
2. A detailed plan of the proposed sales approach to maximize value and available tools to market the Subject Property.
3. An estimated schedule for project completion including timing to market, timing on market and timing to close.
4. A Broker's Opinion of Value.

Compensation

The respondent must submit a compensation schedule ("Compensation Schedule") in the form of a commission to be earned on the final sale price of the Subject Property and paid at closing. For all compensation, the Compensation Schedule must identify the circumstances under which the compensation would be due and the terms for which it would be shared with a cooperating buyer's agent. The respondent must warrant that the fees quoted in the compensation schedule are the only compensation (direct or indirect) that it



will receive from all transactions related to the Subject Property. The Submitted Compensation schedule shall be guaranteed by the broker for the maximum term of the contract, and any extensions thereof.

Qualifications and References

The respondent should provide the name and title of the managing broker and principal salesperson representative for the coordination and execution of work, other key real estate professionals, and any other professionals that will be assigned to this contract including resumes (not exceeding 2 pages per individual) of education, experience and qualifications related to experience, copies of the Missouri broker/salesperson licenses, contact information, and their area of responsibility in servicing the contract.

Provide a list of all similar commercial sales that occurred any time during the three-year period beginning October 1, 2019, and ending September 30, 2022, involving the firm, the managing broker and principal salesperson representative on the proposed team. Identify for each transaction: 1) the property address; 2) whether the client was a government, university, or private entity; 3) the final sale price; 4) listing date and 5) sale date. The managing broker and principal salesperson representative on the proposed team are not restricted to experience and performance with a specific firm.

Conflict of Interest

Proposals must provide full disclosure of any known potential conflicts of interest as they relate to any potential transactions involving the University or the Subject Property. The broker, its employees, and agents, hereby acknowledge their understanding of the concern expressed about the potential existence of any conflict of interest and/or influence arising from this project and the Broker’s prior or future dealings with property owners.

1. Respondent must fully disclose any formal relationship with University.
2. Respondent should warrant that quoted fees are the only compensation (direct or indirect) that he/she or it will receive from this transaction.
3. All other disclosure which may be reasonably relevant to the concerns expressed above. Violation of any of the above can result in non-issuance of contract or revocation of contract.

Proposal Evaluation

The University’s prime objective in the selection process will be to evaluate each proposal on its merits and select the respondent receiving the highest total points to provide the required services.

Evaluation: Each respondent will undergo an evaluation of each proposal submitted by a panel of representatives from the University staff. The evaluation criteria are listed in the table below.

Proposed Work Plan and Schedule
Compensation Schedule including commission rate and other applicable fees
Past experience of the firm and, in particular, experience of the team working on projects of similar scope.

The University reserves the right to reject any and all proposals submitted and/or request



additional clarifying information during the selection process, the evaluation panel may interview bidders. The interviews will be for clarification only. The submittal of new material will not be permitted at that time. Interviews may involve a presentation or a question-and-answer format or any combination of these.

Instruction to Respond

To respond to this RFP, an interested bidder must submit in ten pages or less, one electronic copy of the proposal response on a thumb drive or via email to Kristen Meade at meadek@umsystem.edu. All material is due no later than the date and time specified above addressed to:

Kristen Meade
Director and Chief Procurement Officer,
University of Missouri System Procurement
2910 LeMone Boulevard, Columbia, MO 65201

**Proposals must be received by the specified University contact
by 3:00 p.m. CDT on Wednesday, October 19, 2022.
Late proposal responses will not be considered.**

The University of Missouri reserves the right to reject any and all Proposals.



EXHIBIT A

Parcels:

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