

Analysis Comparison, Ranking 8/31/2017, P-40-17 Brokerage Services for City and CRA assets

Committee Member Kim Briesemeister	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	5	25	0	0	10
Experience, qualifications and past performance of the proposing firm	0-25	15	25	0	10	10
National office presence or affiliates with access to national and preferably international buyers.	0-25	15	25	0	15	0
Percent sales commission to broker	0-25	10	20	0	10	5
	Total=	45	95	0	35	25

Committee Member Brian Donovan	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	10	20	0	10	12
Experience, qualifications and past performance of the proposing firm	0-25	12	20	0	10	20
National office presence or affiliates with access to national and preferably international buyers.	0-25	23	20	0	15	15
Percent sales commission to broker	0-25	10	18	0	20	20
	Total=	55	78	0	55	67

Committee Member Jennifer Gomez	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	15	23	0	15	18

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Experience, qualifications and past performance of the proposing firm	0-25	25	23	0	20	15
National office presence or affiliates with access to national and preferably international buyers.	0-25	25	25	0	20	15
Percent sales commission to broker	0-25	10	25	0	20	10
	Total=	75	96	0	75	58

Committee Member Whitney Rawls	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	5	20	0	0	15
Experience, qualifications and past performance of the proposing firm	0-25	20	20	0	20	5
National office presence or affiliates with access to national and preferably international buyers.	0-25	25	25	0	20	0
Percent sales commission to broker	0-25	10	20	0	15	10
	Total=	60	85	0	55	30

Committee Member Suzette Sibble	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	15	25	0	15	10
Experience, qualifications and past performance of the proposing firm	0-25	25	25	0	15	10
National office presence or affiliates with access to national and preferably international buyers.	0-25	25	25	0	20	15
Percent sales commission to broker	0-25	21	22	0	25	24

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	Total=	86	97	0	75	59
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Committee Member Mark Snediker	Potential Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-25	5	24	0	8	15
Experience, qualifications and past performance of the proposing firm	0-25	20	20	0	15	5
National office presence or affiliates with access to national and preferably international buyers.	0-25	25	22	0	20	5
Percent sales commission to broker	0-25	5	20	0	20	10
	Total=	55	86	0	63	35

Committee Members (Total)	Potential Total Points	CBRE Group, Inc.	Cushman and Wakefield US, Inc.	Marcus & Millichap Real Estate Investment Services, Inc.	NAI Rauch Weaver Norfleet Kurtz & Co.	Total Real Estate Consultants, Inc.
Understanding of the overall needs of the CRA and the City	0-150	55	137	0	48	80
Experience, qualifications and past performance of the proposing firm	0-150	117	133	0	90	65
National office presence or affiliates with access to national and preferably international buyers.	0-150	138	142	0	110	50
Percent sales commission to broker	0-150	66	125	0	110	79
	Grand Total =	376	537	0	358	274