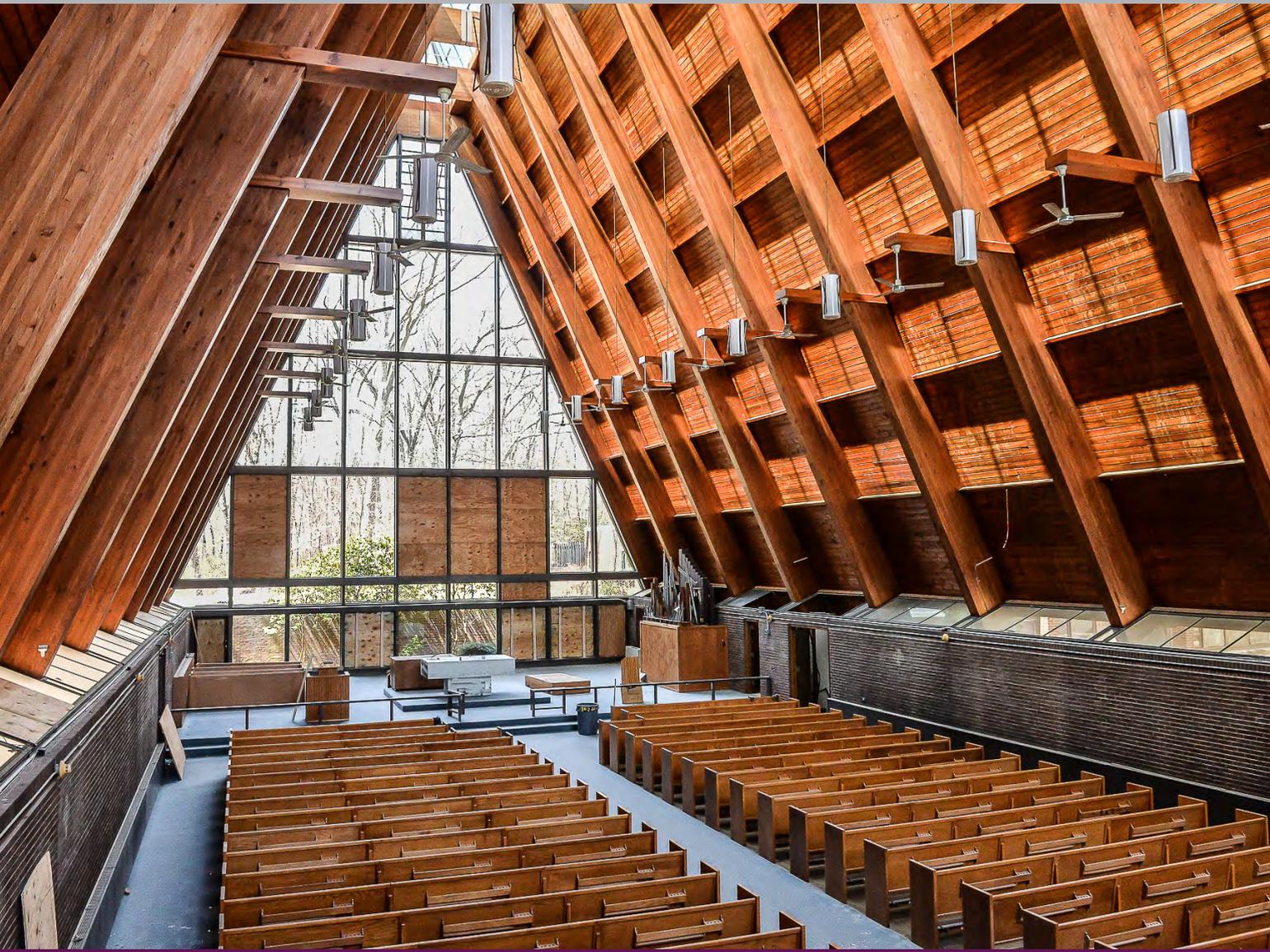
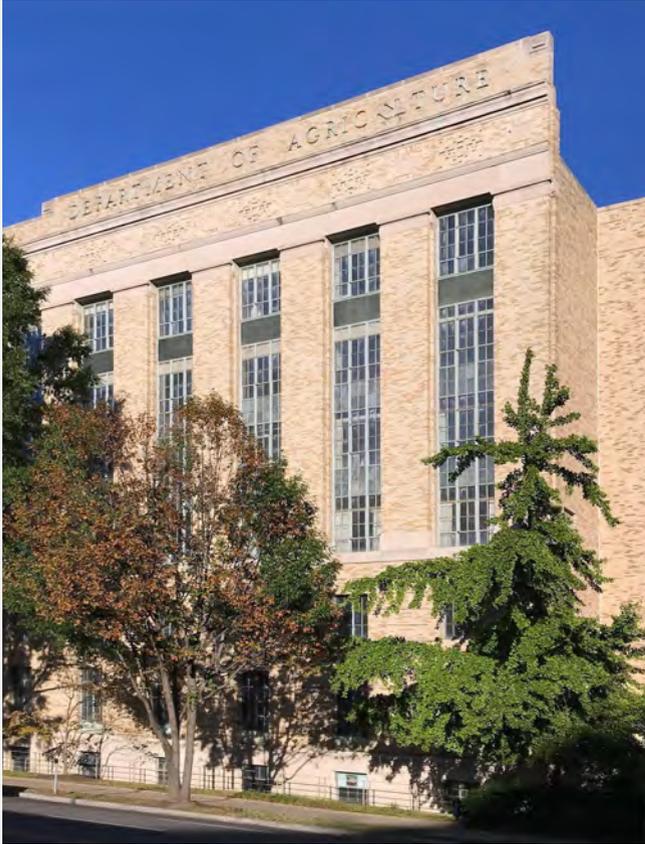




GSA Public Buildings Service



YOUR GUIDE TO **BUYING** FEDERAL REAL ESTATE



COTTON ANNEX WASHINGTON, DC

ONLINE AUCTION

AWARDED FEBRUARY 16, 2017

SALES PRICE \$30,261,000

FRONT COVER

SHEPHERD OF THE SEA GROTON, CT

ONLINE AUCTION

AWARDED AUGUST 16, 2016

SALES PRICE \$380,000

Searching for a new piece of property to call your own? GSA's Office of Real Property Utilization & Disposal (RPU&D) can help! Whether you are looking for an office building, plot of land, lighthouse or other unique property type, RPU&D may have just what you're looking for.

RPU&D is tasked with reducing the number of underutilized federal assets to better invest federal taxpayer money. One way in which RPU&D accomplishes this is through selling surplus federal land, improvements to land, and rights to land. These properties can vary widely in location, size, use and value and may include improved and unimproved land, office buildings, warehouses, commercial and industrial facilities, airfields, former Post Offices, easements, single- and multi-family residences, mineral rights, water rights, air rights, and farms. Properties may be located in any of the 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and the U.S. Pacific Territories.

HOW DO I FIND AVAILABLE REAL ESTATE?

- RPU&D posts current and upcoming public sales information on its website disposal.gsa.gov. This website features a U.S. map which allows users to search for properties by state and property type.
- RPU&D's bidder registration and bid collection site for all online sales is realestatesales.gov. Sales information for live outcry and sealed bid auctions is also posted on realestatesales.gov.
- Sales are advertised on social media. Find RPU&D on Facebook at <https://www.facebook.com/GSARealProperty> and on twitter at @GSA_RPdisposal
- Many sales are advertised in local and national newspapers (both print and online), trade publications, and on radio and television.

If you still can't find what you're looking for, you can always contact the regional GSA RPU&D office for information on available property in your state. Contact information for each regional office is available at the end of this brochure.

HOW DOES GSA SELL SURPLUS FEDERAL REAL PROPERTY?

GSA uses three methods for conducting public sales of surplus federal real property: online auction, live outcry auction and sealed bid. In each, if the highest bid is acceptable and represents the fair market value of the property, an award is usually made.

ONLINE AUCTION

Online auctions take place on realestatesales.gov. An online auction allows the bidder to conduct all bidding activities, including registering as a bidder and making bids, online. It also facilitates the sale of properties located across the country to any interested buyer, regardless of location or time of day. Bidders bid against each other on the website until a designated date. The high bidder is declared when no other bids challenge the last bid and the auction closes.

LIVE OUTCRY AUCTION

Public auctions are conducted in a conventional "live outcry" auction setting with an auctioneer at a specific date and time. Bidders register, submit the bid deposit and bid openly against each other until the highest bidder is declared.

SEALED BID

Bidders mail in bids and bid deposits to the specified GSA regional office prior to the designated bid opening date and time. All bids are kept in a secure location and are secret until they are all publicly opened at the same time on the sealed bid opening date. No bids may be modified or withdrawn after the designated sealed bid opening time and date. The highest bid received is reviewed for acceptance or rejection shortly after the sealed bids are opened.

Note: The Invitation for Bid (IFB) issued for a particular property will indicate all bidding procedures and any special conditions that apply regarding the sale of the property. *Bidders should carefully inspect the property being offered for sale prior to bidding.* Properties are sold on an **“as is, where is”** basis. All bids are final once submitted.

I FOUND A PROPERTY I WANT TO BUY, NOW WHAT?

Your next step is to obtain an IFB package online at disposal.gsa.gov, realestatesales.gov or by calling the applicable GSA regional office. RPU&D provides all the information necessary to bid on a particular property in the IFB. Each sale has its own unique IFB and constitutes the Government's contract with the purchaser.

A contract for real property sale/purchase is created upon the Government's acceptance of a bid offer.

WHAT DOES AN IFB INCLUDE?

An IFB generally includes the following information:

- Location of the property
- Property description
- Maps
- Pictures
- Zoning and land use restrictions
- Environmental conditions and notices
- Terms of the sale
- Inspection guidelines

Other important information in the IFB includes official bid forms, specifies the required deposit to participate in an auction, instructions on the bidding process (not all properties are sold in the same manner), and the contact information for the GSA Realty Specialist responsible for the sale. If you have specific questions not addressed in the IFB, contact the assigned GSA Realty Specialist.

Note: AN IFB IS A CONTRACT AND THE FIRST STEP TO BID ON A PROPERTY!
PLEASE READ THE IFB PRIOR TO BIDDING.

GENERAL BIDDING GUIDELINES

DOES GSA OFFER FINANCING?

No. Bids to purchase must be on an ALL CASH basis. Government credit terms are not available and GSA does not offer financing. Buyers are expected to arrange their own financing and to pay the balance in full by the closing date. After the date of acceptance, there is generally a 30 to 60 day period in which to send the final payment to close the sale. This information is specified in the IFB for each sale.

IS A REGISTRATION DEPOSIT REQUIRED?

Yes, an initial registration deposit is required to bid on a property. After acceptance of an offer, an additional deposit (usually equaling 10% of the sale price) may be required. The additional deposit may also be a fixed dollar amount rather than a percentage of the sale price. Once a bid is accepted for contract, all registration deposits are considered earnest money toward final purchase. For those who are not the winning or backup bidder, RPU&D will return deposits as soon as possible after the auction has ended. Bidders should refer to the IFB for specific terms and conditions.

IS THERE A MINIMUM BID?

A minimum opening bid is usually suggested. Details about submitting an initial bid and additional bid increments can be found in the IFB package.



METRO WEST BALTIMORE, MD

SEALED BID SALE

AWARDED FEBRUARY 4, 2016

SALES PRICE \$7,250,000



CRESTED BUTTE FOREST

SERVICE BUILDING CRESTED BUTTE, CO

LIVE OUTCRY AUCTION

AWARDED OCTOBER 21, 2014

SALES PRICE \$583,584



ADMIRALS COVE ALAMEDA, CA

ONLINE AUCTION

AWARDED JUNE 28, 2017

SALES PRICE \$38,000,000



COTTAGES AT THE CAPE BUXTON, NC

ONLINE AUCTION

AWARDED DECEMBER 20, 2011

SALES PRICE \$2,625,000

HOW MUCH ARE YOU ASKING FOR THIS PROPERTY?

GSA strives to get the best value for the government by selling properties at Fair Market Value (FMV). Law and regulation requires GSA to obtain at least FMV for each parcel of real estate it sells. GSA does not sell federal real estate at discounted prices to the general public.

GSA's FMV is proprietary information and is never made available to the public to prevent influencing bidders. Bidders must perform their own due diligence and are encouraged to contact local real estate professionals to help them make a bid they are comfortable with.

IF I'M THE SUCCESSFUL BIDDER, DO I RECEIVE A DEED?

Yes. After accepting a high bid, GSA generally issues a Quitclaim Deed to the high bidder when they provide full and final payment for the purchase price of a property sold. It's the buyer's responsibility to record the deed to satisfy all the terms and conditions in the IFB.



ALAN BIBLE FEDERAL BUILDING LAS VEGAS, NV

ONLINE AUCTION

AWARDED JULY 26, 2017

SALES PRICE \$5,489,510



POE REEF LIGHT

CHEBOYGAN, MI

ONLINE AUCTION

AWARDED OCTOBER 11, 2017

SALES PRICE \$112,111

CONTACT US

ZONE 1

GSA New England Region
Office of Real Property Utilization & Disposal
10 Causeway Street
Boston, MA 02222
617.565.5700

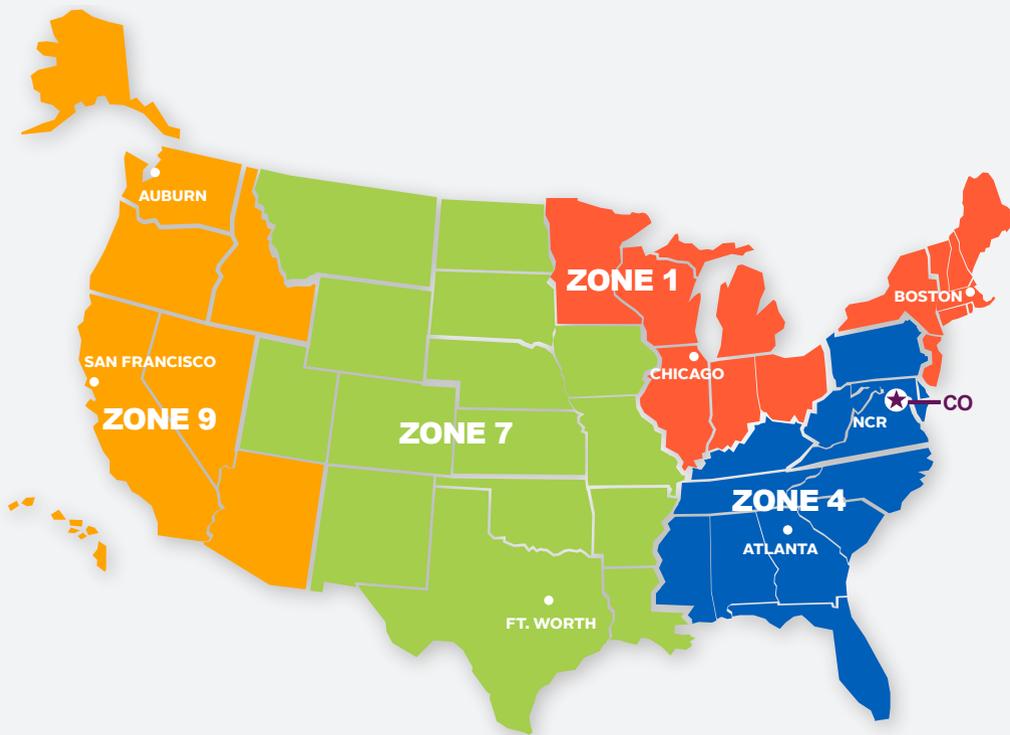
GSA Great Lakes Region
Office of Real Property Utilization & Disposal
230 South Dearborn Street
Chicago, IL 60604
312.353.6045

ZONE 4

GSA Southeast Sunbelt Region
Office of Real Property Utilization & Disposal
77 Forsyth Street, Suite 130
Atlanta, GA 30303
404.331.5133

ZONE 7

GSA Greater Southwest Region
Office of Real Property Utilization & Disposal
891 Taylor Street
Fort Worth, TX 76102
817.978.2331



ZONE 9

GSA Pacific Rim Region
 Office of Real Property Utilization & Disposal
 50 United Nations Plaza
 Suite 4345
 San Francisco, CA 94102
 888.472.5263

GSA Northwest Artic Region
 Office of Real Property Utilization & Disposal
 400 15th Street, SW
 Auburn, WA 98001
 253.931.7547

NATIONAL CAPITAL REGION

General Services Administration
 Office of Real Property Utilization & Disposal
 7th & D Street, SW
 Washington, DC 20407
 202.205.2127

CENTRAL OFFICE

General Services Administration
 Office of Real Property Utilization & Disposal
 1800 F Street, NW
 Washington, DC 20405
 202.501.0084



U.S. General Services Administration

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