



governmentattic.org

"Rummaging in the government's attic"

Description of document: General Services Administration (GSA) DC Market
Conditions for Evaluation of GSA Assets in Real Estate
Portfolio 2015

Requested date: 20-May-2020

Release date: 01-September-2020

Posted date: 25-October-2021

Source of document: U.S. General Services Administration
FOIA Requester Service Center (H3A)
1800 F Street, NW, 7308
Washington, DC 20405-0001
Fax: [202-501-2727](tel:202-501-2727)
[FOIAonline](#)

Preferred during COVID-19 pandemic:
[FOIAonline](#)

The governmentattic.org web site ("the site") is a First Amendment free speech web site and is noncommercial and free to the public. The site and materials made available on the site, such as this file, are for reference only. The governmentattic.org web site and its principals have made every effort to make this information as complete and as accurate as possible, however, there may be mistakes and omissions, both typographical and in content. The governmentattic.org web site and its principals shall have neither liability nor responsibility to any person or entity with respect to any loss or damage caused, or alleged to have been caused, directly or indirectly, by the information provided on the governmentattic.org web site or in this file. The public records published on the site were obtained from government agencies using proper legal channels. Each document is identified as to the source. Any concerns about the contents of the site should be directed to the agency originating the document in question. GovernmentAttic.org is not responsible for the contents of documents published on the website.



September 1, 2020

This letter is in response to your U.S. General Services Administration (GSA) Freedom of Information Act (FOIA) request number (GSA-2020-000874), submitted on May 20, 02, 2020, in which you requested:

"A copy of the report of analysis of Washington, DC Metropolitan Area Real Estate Market Conditions for Evaluation of GSA Assets in Real Estate Portfolio.

This report was prepared under contract by Jones Lang Lasalle Americas Incorporated, for GSA PBS with the involvement of WPHCD - specialized Services. The relevant contract is GSP1115YA5077, and parent award GS00P14CYA0008 and PO05.

The award date was approximately June 16, 2015."

Enclosed please find the documents responsive to your request.

In processing your request, GSA withheld confidential and proprietary financial information pursuant to the fourth exemption of FOIA, 5 U.S.C. § 552(b)(4). The fourth statutory exemption permits an Agency to withhold "trade secrets and commercial or financial information obtained from a person is considered privileged or confidential."

Additionally, we withheld information pursuant to the fifth exemption of FOIA, 5 U.S.C. § 552(b)(5), which permits an agency to withhold records which could reflect the agency's pre-decisional, deliberative process including those in which recommendations are made or opinions are expressed. Release of this information would compromise the integrity of the GSA's internal decision making process by inhibiting the free flow of candid analyses and opinions.

Finally, GSA also withheld names and email addresses of private individuals, pursuant to the sixth exemption of FOIA, 5 U.S.C. § 552(b)(6). This was done because public disclosure of this information would constitute a clearly unwarranted invasion of personal privacy. Furthermore, we have determined that the disclosure of this information would shed little or no light on the performance of the agency's statutory duties.

As we have redacted information referenced in the above paragraphs with the aforementioned FOIA exemptions, this technically constitutes a partial denial of your FOIA request. You have the right to appeal the denial of the information being withheld. You may submit an appeal online at the following link (<https://www.foiaonline.gov/foiaonline/action/public/home>) or in writing to the following address:

U.S. General Services Administration
FOIA Requester Service Center (H3A)
1800 F Street, NW, Room 7308
Washington, DC 20405

Your appeal must be postmarked or electronically transmitted within 90 days of the date of the response to your request. In addition, your appeal must contain a brief statement of the reasons why the requested information should be released. Please enclose a copy of your initial request and this letter. Both the appeal letter and envelope or online appeal submission should be prominently marked, "Freedom of Information Act Appeal."

This completes action on your request. Should you have questions, you may contact me at travis.lewis@gsa.gov or contact our GSA FOIA Public Liaison, Audrey Brooks, at (202) 205-5912 or by email at audrey.brooks@gsa.gov for any additional assistance and to discuss any aspect of your FOIA request.

Additionally, you may contact the Office of Government Services (OGIS) at the National Archives and Records Administration to inquire about the FOIA mediation services they offer. The contact information for OGIS is as follows: Office of Government Information Services, National Archives and Records Administration, 8601 Adelphi Road-OGIS, College Park, Maryland 20740-6001, email at ogis@nara.gov; telephone at (202) 741-5770; toll free at (877) 684-6448; or facsimile at (202) 741-5769.

Sincerely,

Travis Lewis

Deputy Director
Office of Accountability and Transparency
Office of Administrative Services

Enclosures

ORDER FOR SUPPLIES AND SERVICES				REQUISITION/REFERENCE NUMBER WPT-15-0049		PAGE OF PAGES 1 2	
1. DATE OF ORDER JUN 16 2015		2. ORDER NUMBER GS-00P-14-CY-A-0008/GS-P-11-15-YA-5077		3. CONTRACT NUMBER GS-23F-0289N		4. PDN NUMBER PJ5NB1248	
FOR GOVERNMENT USE ONLY	5. ACCOUNTING AND APPROPRIATION DATA See Schedule						
	FUND	FUNCTION CODE	B/A CODE	CC-A	C/E CODE	FY	REGION
	CC-B	PROJ./PROS NO.	O/C CODE	ORG. CODE	W/ITEM	PRT./CRFT	
6. TO: CONTRACTOR (Name, address and zip code) JONES LANG LASALLE AMERICAS, INC. 1801 K ST NW STE 1000 WASHINGTON DC 20006				7. TYPE OF ORDER			
8A. Data Universal Numbering System (DUNS) Number 132075388				8B. Taxpayer Identification Number (TIN) 364160760			
9A. BUSINESS CLASSIFICATION <input type="checkbox"/> a. SMALL <input checked="" type="checkbox"/> b. OTHER THAN SMALL <input type="checkbox"/> c. SMALL DISADVANTAGED <input type="checkbox"/> d. WOMAN-OWNED <input type="checkbox"/> e. HUBZone <input type="checkbox"/> f. EMERGING SMALL <input type="checkbox"/> g. VETERAN <input type="checkbox"/> h. SERVICE DISABLED VETERAN				A. <input type="checkbox"/> PURCHASE Please furnish the following on the terms and conditions specified on the order and the attached sheets, if any, including delivery as indicated. B. <input checked="" type="checkbox"/> DELIVERY (For Supplies) This delivery order is issued subject to the terms and conditions of the above numbered contract. C. <input type="checkbox"/> TASK ORDER (For Services) This task order is issued subject to the terms and conditions of the above numbered contract.			
10. ISSUING OFFICE (Address, Zip Code, and Telephone Number) GSA/PBS/NCR Office Of Acquisition Specialized Services Contracts Branch (WPHCD) 7th AND D STREETS SW WASHINGTON DC 20407 WPHCD				11. REMITTANCE ADDRESS (MANDATORY) JONES LANG LASALLE AMERICAS, INC. 33832 TREASURY CENTER CHICAGO IL 60694 00000817		D. MODIFICATION NUMBER AUTHORITY FOR ISSUING	
13. PLACE OF INSPECTION AND ACCEPTANCE				14. REQUISITION OFFICE (Name, Symbol and Telephone Number) 11WPTB			
15. F.O.B. POINT Destination		16. GOVERNMENT B/L NUMBER		17. DELIVERY F.O.B. POINT See Schedule		18. PAYMENT/DISCOUNT TERMS Net 30	
19. SCHEDULE							
ITEM NUMBER (A)	SUPPLIES OR SERVICES (B)		QUANTITY ORDERED (C)	UNIT (D)	UNIT PRICE (E)	AMOUNT (F)	
Effective Date: See Continuation Page for Line Item Details.							
20. RECEIVING OFFICE (Name, Symbol and Telephone Number)					TOTAL FROM 300-A(s)	\$24,523.72	
21. MAIL INVOICE TO: (Electronic Invoice Preferred) GSA P.O. BOX 17181 FORT WORTH TX 76102-0181			BCFA	22. GROSS SHIP WEIGHT		GRAND TOTAL	\$24,523.72
				23. SHIPPING POINT			
				24A. FOR INQUIRIES REGARDING PAYMENT CONTACT: Linda Spessato		24B. TELEPHONE NUMBER 202-205-5423	
25A. NAME AND TITLE OF OFFEROR/CONTRACTOR				26A. UNITED STATES OF AMERICA (NAME OF CONTRACTING/ORDERING OFFICER) Vincent E. Maher, P.E.			
25B. SIGNATURE		25C. DATE SIGNED		(b) (6)		26C. DATE SIGNED JUN 16 2015	

SCHEDULE Continued

ITEM NO.	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE \$	AMOUNT \$
0001	<p>This award is for the analysis of the Washington D.C. Metro Real Estate Market Conditions to determine the potential impacts on the valuation of GSA assets within its real estate portfolio. All work will be completed in accordance with the Scope of Work dated April 16, 2015.</p> <p>Program Manager</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. ...</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			
0002	<p>Project Manager</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. ...</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			
0003	<p>Real Estate Agent</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. ...</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			

ORDER FOR SUPPLIES AND SERVICES				REQUISITION/REFERENCE NUMBER WPT-15-0049		PAGE OF PAGES 1 2	
1. DATE OF ORDER JUN 16 2015		2. ORDER NUMBER GS-00P-14-CY-A-0008/GS-P-11-15-YA-5077		3. CONTRACT NUMBER GS-23F-0289N		4. PDN NUMBER PJ5NB1248	
FOR GOVERNMENT USE ONLY	5. ACCOUNTING AND APPROPRIATION DATA See Schedule						
	FUND	FUNCTION CODE	B/A CODE	CC-A	C/E CODE	FY	REGION
	CC-B	PROJ./PROS NO.	O/C CODE	ORG. CODE	W/ITEM	PRT./CRFT	
6. TO: CONTRACTOR (Name, address and zip code) JONES LANG LASALLE AMERICAS, INC. 1801 K ST NW STE 1000 WASHINGTON DC 20006				7. TYPE OF ORDER			
8A. Data Universal Numbering System (DUNS) Number 132075388				8B. Taxpayer Identification Number (TIN) 364160760			
9A. BUSINESS CLASSIFICATION				A. <input type="checkbox"/> PURCHASE Please furnish the following on the terms and conditions specified on the order and the attached sheets, if any, including delivery as indicated.			
<input type="checkbox"/> a. SMALL <input checked="" type="checkbox"/> b. OTHER THAN SMALL <input type="checkbox"/> c. SMALL DISADVANTAGED				B. <input checked="" type="checkbox"/> DELIVERY (For Supplies) This delivery order is issued subject to the terms and conditions of the above numbered contract.			
<input type="checkbox"/> d. WOMAN-OWNED <input type="checkbox"/> e. HUBZone <input type="checkbox"/> f. EMERGING SMALL				C. <input type="checkbox"/> TASK ORDER (For Services) This task order is issued subject to the terms and conditions of the above numbered contract.			
<input type="checkbox"/> g. VETERAN <input type="checkbox"/> h. SERVICE DISABLED VETERAN				D. MODIFICATION NUMBER AUTHORITY FOR ISSUING			
10. ISSUING OFFICE (Address, Zip Code, and Telephone Number) GSA/PBS/NCR Office Of Acquisition Specialized Services Contracts Branch (WPHCD) 7th AND D STREETS SW WASHINGTON DC 20407 WPHCD				11. REMITTANCE ADDRESS (MANDATORY) JONES LANG LASALLE AMERICAS, INC. 33832 TREASURY CENTER CHICAGO IL 60694 00000817			
13. PLACE OF INSPECTION AND ACCEPTANCE				14. REQUISITION OFFICE (Name, Symbol and Telephone Number) 11WPTB			
15. F.O.B. POINT Destination		16. GOVERNMENT B/L NUMBER		17. DELIVERY F.O.B. POINT See Schedule		18. PAYMENT/DISCOUNT TERMS Net 30	
19. SCHEDULE							
ITEM NUMBER (A)	SUPPLIES OR SERVICES (B)		QUANTITY ORDERED (C)	UNIT (D)	UNIT PRICE (E)	AMOUNT (F)	
Effective Date: See Continuation Page for Line Item Details.							
20. RECEIVING OFFICE (Name, Symbol and Telephone Number)					TOTAL FROM 300-A(s)	\$24,523.72	
21. MAIL INVOICE TO: (Electronic Invoice Preferred) GSA P.O. BOX 17181 FORT WORTH TX 76102-0181			22. GROSS SHIP WEIGHT BCFA	GRAND TOTAL		\$24,523.72	
			23. SHIPPING POINT				
			24A. FOR INQUIRIES REGARDING PAYMENT CONTACT: Linda Spessato			24B. TELEPHONE NUMBER 202-205-5423	
25A. NAME AND TITLE OF OFFEROR/CONTRACTOR			26A. UNITED STATES OF AMERICA (NAME OF CONTRACTING/ORDERING OFFICER) Vincent E. Maher, P.E.				
25B. SIGNATURE		25C. DATE SIGNED		(b) (6)		26C. DATE SIGNED JUN 16 2015	

SCHEDULE Continued

ITEM NO.	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE \$	AMOUNT \$
0001	This award is for the analysis of the Washington D.C. Metro Real Estate Market Conditions to determine the potential impacts on the valuation of GSA assets within its real estate portfolio. All work will be completed in accordance with the Scope of Work dated April 16, 2015.				
	Program Manager	(b) (4)			
0002	Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. ...				
	(b) (4) SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price	(b) (4)			
0003	Project Manager				
	Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. (b) (4)				
	SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price				
	Real Estate Agent	(b) (4)			
	Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161. (b) (4)				
	SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price				



**ANALYSIS OF WASHINGTON, DC METRO AREA
REAL ESTATE MARKET CONDITIONS' IMPACT ON THE
VALUATION OF GSA ASSETS**



September 22, 2015

Table of Contents

Section 1: GSA Market Analysis Overview

Section 2: Executive Summary, DC Market Analysis Evaluation Factors

Section 1: GSA Market Analysis Overview

GSA DC Market Analysis Overview September 22, 2015

GSA continues to explore innovative strategies to better manage, maintain and renovate its aging portfolio to meet its customers' needs. Given the prime downtown DC locations of many of these assets, GSA may be able to leverage the value of these assets through disposition/exchange. An overview of the attributes, potential uses, and hurdles were provided for four GSA assets to better understand the impact of local market conditions on future disposition/exchange opportunities and to assist GSA in developing a strategy to better realize the value of these four real estate assets. This document is a brief overview of the executive summary and the more extensive research report that detail data around potential courses of action. The intent of this overview is to provide highlights of the executive summary and draw conclusions based on the market research.

Overview of Redevelopment Potential, Volume, and Timing of Disposals of GSA Assets:

1. Real estate market fundamentals are stronger in Capitol Hill/East End submarkets than the Southwest Submarkets. However, properties in the Southwest Submarkets may attract developer interest for renovation, redevelopment, or repurposing due to location, proximity to public transportation/roadways, and zoning/density rights.
2. Disposal of Forrestal together with the Wright Buildings as a single master-planned development opportunity (22 acres) may create more value to GSA than disposal as individual assets based on the lack of development sites of similar size and characteristics within the urban core.
3. Disposal of Frances Perkins might wait until completion of Capitol Crossing (est. completion 2020) and Hoover (TBD), as both will seek similar tenants and developments to Perkins.
4. Value of GSA assets is impacted by volume and pipeline, but can be eclipsed by Government disposal timelines and processes. Timing delays and changes in scope can reduce monetary returns from the disposal of assets even in favorable markets conditions.

Overview of Assets Reviewed

Asset	Attributes	Potential Uses ¹	Hurdles
Department of Labor, Frances Perkins Building	<ul style="list-style-type: none"> 10-acre site can be marketed "as-is" or as a mixed-use redevelopment site Proximity to Gallery Place metro station and the Capitol Building Submarket has strong real estate market valuation fundamentals Office demand to grow due to increasing demand from government relations and lobbying firms Proposed zoning will allow for density up to a 6.5 FAR as office, or limited by building height and bulk for residential/mixed-use (current density is 4.36) 	<p>Product Types:</p> <ul style="list-style-type: none"> Office Mixed use (office/retail) Residential mixed use (office/retail/residential) Legislative Branch and Diplomatic (Embassy, Chancery, etc.) <p>Potential Density (FAR)²: As-Is: 1.9M GSF New Office: 2.8M GSF Residential: 3.9M GSF Mixed-Use: 2.8–3.9M GSF</p>	<ul style="list-style-type: none"> Disposal would add 1.4 million RSF of office to the Capitol Hill submarket, unless redeveloped to mix-use Cannot parcelize asset for disposal Market vacancy is on the decline, but new Class A office product and mixed-use projects are in the pipeline; The redevelopment of the J. Edgar Hoover Building (proposed) and Capital Crossing (est. completion 2020) may compete for tenants if the projects broke ground concurrently
James V. Forrestal Building	<ul style="list-style-type: none"> 16-acre site will allow for large, mixed use planned development Prestigious address, views of the National mall, proximity to metro/VRE and roadways Mixed-use projects like the Wharf (Phase 1-2017) could help reshape the market longer term NCPC support to repurpose asset 	<p>Product Types:</p> <ul style="list-style-type: none"> Hotel Residential (high-end condos and apartments) Residential mixed use (office/residential/retail) Museum Diplomatic (Embassy, Chancery, etc.) 	<ul style="list-style-type: none"> Soft market fundamentals for commercial and residential real estate Cannot parcelize asset for disposal Almost non-existent residential market and a lack of neighborhood amenities to attract initial interest for

Asset	Attributes	Potential Uses ¹	Hurdles
	<p>through the SW Eco District initiative</p> <ul style="list-style-type: none"> Proposed zoning will allow for density up to a 6.5 FAR as office, or limited only by building height and bulk for residential/mixed-use (current FAR is 2.58) 	<p>Potential Density (FAR)²: As-Is: 1.8M GSF New Office: 4.5M GSF Residential: 6.3M GSF Mixed-Use: 4.5–6.3M GSF</p>	<p>residential or hospitality use</p> <ul style="list-style-type: none"> With exceptions (e.g. the Wharf), there has been limited investor interest for speculative development in this submarket Additional office in this submarket would add to existing oversupply
Orville Wright Federal Building	<ul style="list-style-type: none"> Prestigious address, prime views of the National mall, proximity to metro/VRE and roadways are key features Small site will allow for disposal as a stand-alone asset or in combination with Wilbur Wright or Forrestal NCPC support to repurpose asset through the SW Eco District initiative Proposed zoning will allow for density up to a 6.5 FAR as office, or limited by building height and bulk for residential/mixed-use (current FAR is 6.31) 	<p>Product Types:</p> <ul style="list-style-type: none"> Hotel Residential (high-end condos and apartments) Residential mixed use (office/residential/retail) Museum Diplomatic (Embassy, Chancery, etc.) <p>Potential Density (FAR)²: As-Is: 1.1M GSF New Office: 1.1M GSF Residential: 1.7M GSF² Mixed-Use: 1.1–1.7M GSF²</p>	<ul style="list-style-type: none"> Soft market fundamentals for commercial and residential real estate Current lack of neighborhood amenities to attract future residents With exceptions (e.g. the Wharf), there has been limited investor interest for spec development in this submarket Additional office in this submarket would add to the oversupply Historic eligibility may limit future uses and density potential, limiting value.
Wilbur Wright Federal Building	<ul style="list-style-type: none"> Prestigious address, prime views of the National mall, proximity to metro/VRE and roadways are key features Small site will allow for disposal as a stand-alone asset or combined with Orville Wright or Forrestal NCPC support to repurpose asset through the SW Eco District initiative Proposed zoning will allow for density up to a 6.5 FAR as office, or limited by building height and bulk for residential/mixed-use (current FAR is 6.31) 	<p>Product Types:</p> <ul style="list-style-type: none"> Hotel Residential (high-end condos and apartments) Residential mixed use (office/residential/retail) Museum Diplomatic (Embassy, Chancery, etc.) <p>Potential Density (FAR)²: As-Is: 0.4M GSF New Office: 0.6M GSF Residential: 0.8M GSF Mixed-Use: 0.6–0.8M GSF</p>	<ul style="list-style-type: none"> Soft market fundamentals for commercial and residential real estate Current lack of neighborhood amenities to attract interest for residential or hospitality use With exceptions (e.g. the Wharf), there has been limited investor interest for spec development in this submarket Additional office in this market would add to the oversupply Historic eligibility may limit future uses and density potential, limiting value

¹Highest and best use study and feasibility analysis recommended, was not included in Scope of Work for current contract.

²Maximum density for residential and mixed use is based on an FAR of 9.0. However, new zoning proposed under DC Zoning Regulation Review would make density limited by building height and bulk (not FAR).

Recommended Next Steps (not included in current contract Scope of Work):

(b) (5)

Section 2: Executive Summary, DC Market Analysis Evaluation Factors

General Services Administration**Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets****Executive Summary; DC Market Analysis Evaluation Factors****A. Background**

GSA continues to explore innovative strategies to better manage, maintain, and renovate its aging portfolio to meet its customers' needs. Given the prime downtown DC locations of many of these assets, GSA may be able to leverage the value of these assets through a disposition or exchange. Currently, GSA is pursuing two proposed exchanges in DC; one includes the J. Edgar Hoover Building at 935 Pennsylvania Avenue, NW and the other includes the Cotton Annex Building at 300 12th Street, SW, and the GSA Regional Office Building at 7th and D Streets, SW. With this market analysis, GSA aims to better understand local market conditions and the impact these conditions have on future disposition and exchange opportunities for assets in the DC metro area.

This summary reviews three factors used by real estate professionals in determining the desirability of a real estate investment including:

1. Market Conditions
2. Vacancy, Absorption, and Development Pipeline
3. Non-Market Related Factors

The summary draws from the market research contained in the broader report and reviews four potential courses of action using the above factors as a framework for analysis. The intent is to provide a framework for analysis in understanding the impact of each factor on the estimated value of real property assets in Washington, DC as disposal decisions are made.

B. Market Conditions (as of Summer 2015)

Conditions: *Current market conditions indicate that the market is strong for real estate investment in Washington, DC.*

Results: *Rents are high, cap rates remain low, and investment interest is strong within this market.*

Conclusion: *Early and swift market movers will have significant advantage.*

Current market conditions in Washington, DC (as of August 2015), provide a highly favorable climate for real estate investment. The table below summarizes the leading indicators.

Table 1: Market Conditions Analysis

Indicator	Observations	Risks
<i>DC Employment Statistics</i>	<p><i>CURRENT CONDITIONS: STRONG</i></p> <p>Increased job growth, generated from non-traditional sectors, and potential for sustainable recovery should translate into increased real estate demand as job growth is a leading indicator of demand for all sectors (office, residential, retail and hospitality).</p>	<ul style="list-style-type: none"> Continued Federal budget constraints limit job growth in the Federal government and contractor sectors.
<i>Real Estate Markets</i>	<p><i>CURRENT CONDITIONS: STRONG</i></p> <p>Both rental rates and cap rate are trending in directions that support higher valuations in the future.</p>	<ul style="list-style-type: none"> Potential for oversupply in the market in the 2018 through 2022 timeframe, coupled with weaker demand levels from traditional tenant base of government, contractors, and law firms will place a ceiling on rent growth and potentially add upward pressure on cap rates.
<i>Capital Markets</i>	<p><i>CURRENT CONDITIONS: STRONG</i></p> <p>Investor interest in Washington, DC will remain high. Low interest rates and a relative lack of investment alternatives will continue to drive the DC investment sales market. Prices will remain high and cap rates will remain low as large pools of cash compete over finite buying opportunities.</p>	<ul style="list-style-type: none"> With a strengthening domestic economy, interest rates are undoubtedly going up over the next 24 months. Growth in other fast-growth global real estate markets attracts investment dollars away from Washington, DC real estate markets.

C. Vacancy, Absorption, and Development Pipeline

Conditions: Market currently experiencing declining, but higher than normal vacancy rates, lagging absorption, and growing development pipeline.

Results: Developers will prioritize most attractive properties available in the market.

Conclusion: Current trends indicate strength in hospitality sector; other sectors are strengthening and may be viable at time of transaction.

Vacancy, Absorption, and Development Pipeline in Washington, DC tell a slightly different story than the market indicators. The amount of existing vacant inventory and the potential development pipeline suggest an oversupply of space that does not align with tenant demand. The table below summarizes the leading indicators and potential risks. As retail is generally a support product within Washington, DC, it was excluded from this table.

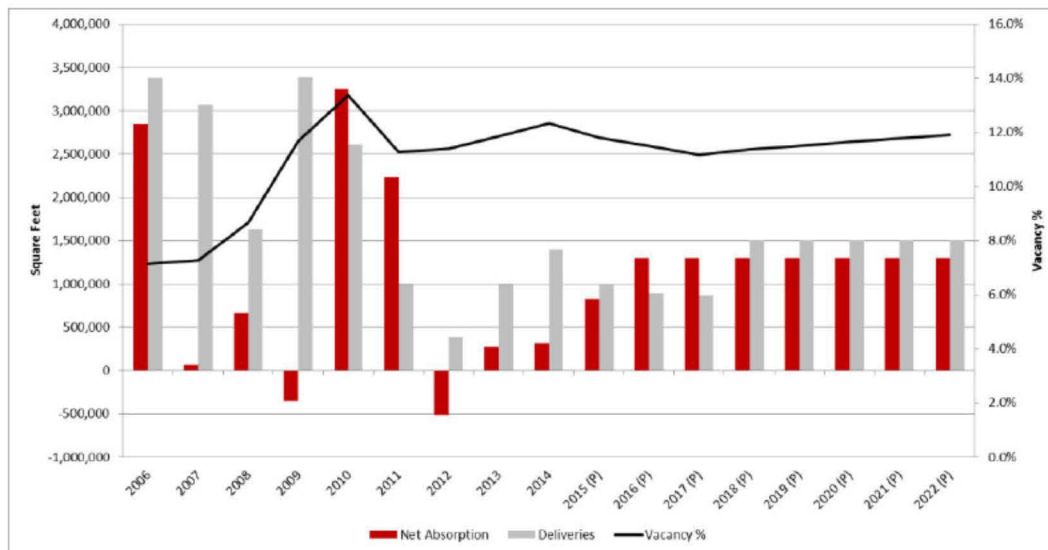
Table 2: Vacancy, Absorption and Development Pipeline

Indicator	Observations	Risks
<i>Vacancy</i>	<p><i>CURRENT CONDITIONS: Office and Residential - WEAK; Hospitality - STRONG</i></p> <p>Office: Declining trends since 2013 but still at historic highs and may continue to worsen over the next 18 months due to growing pipeline and unmatched demand.</p> <p>Rightsizing among key industry sectors like contractors, law firms, and consulting companies has plateaued in the current cycle.</p> <p>Residential: Fluctuated over the past 10 years, especially over the past 18 months and over the next 12 months, as an influx of new units were and will be added to inventory.</p> <p>The DC region remains one of the strongest population growth markets across the country, which should continue to drive residential demand throughout the region.</p> <p>Hospitality: Occupancy % remained constant despite large influx of new inventory.</p>	<ul style="list-style-type: none"> Federal budget constraints could reduce the real estate demand for office by Federal agencies and contractors over the next several years. Rightsizing within the Federal government is still in early stages and could have big impact on non-core markets such as Southeast, Southwest and NoMa. Job growth within the Federal government and contractor sectors could be curtailed based on annual deficits and long-term debt problems, resulting in less demand for residential. There is an over-saturation of high-end residential product, with oversupply potential at the high-end of the market as developers rarely build commodity or middle-priced product. Population growth rate may not keep up with high vacancy and large residential development pipeline.
<i>Absorption</i>	<p><i>CURRENT CONDITIONS: IMPROVING</i></p> <p>Office net absorption averaged over 1.0 million SF per year since 2006. Although annual absorption is positive, it is not at the same levels as historical averages of 1.5 to 1.7 million square feet per year since 1980.</p> <p>Residential net absorption averaged over 2,100 units per year since 2005.</p>	<ul style="list-style-type: none"> Current absorption is insufficient to allow accommodate over 3.9 million SF from Federal inventory Absorption will remain below historic averages as long as Federal budget constraints are sustained.

Indicator	Observations	Risks
Pipeline	<p>CURRENT CONDITIONS: STRONG</p> <p>Office: Pullback in speculative office development will stabilize the market. But once the market heats up, like it has recently, developers in DC become overly aggressive and build in excess of demand, as has happened the past two cycles.</p> <p>Mixed-use: There are three large-scale mixed-use projects in the pipeline with over 4 million SF of office, and over 3,500 residential units.</p> <p>GSA: Two large scale GSA exchange opportunities which could set the market for GSA disposals.</p>	<ul style="list-style-type: none"> Majority of new office development requires pre-leasing, and it is uncertain when lenders will once again accept risk for speculative office development. Substantial amount of residential and mixed-use projects in development which could lead to market saturation. Inability of GSA to implement two existing projects may reduce interest among investors for additional disposals.

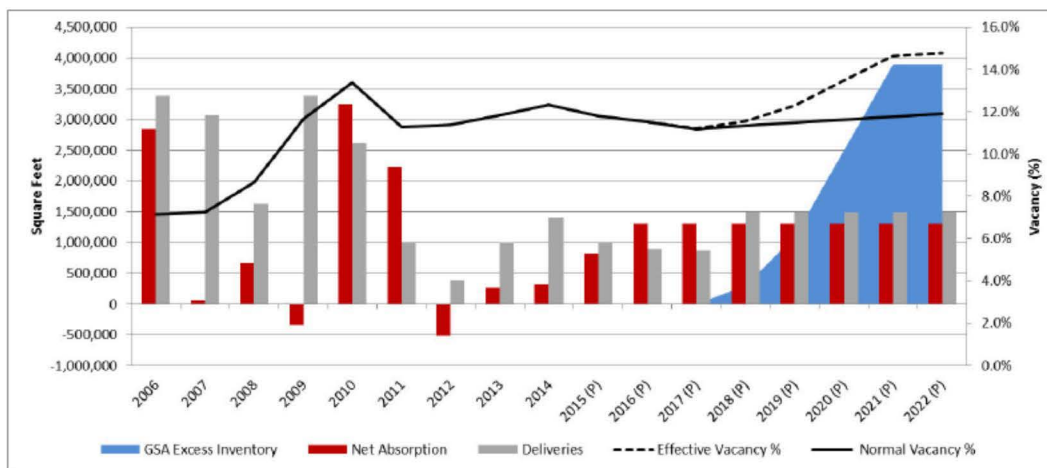
The figures below provide an overview of the projected absorption, deliveries, and vacancy for office space in Washington, DC. If net absorption and deliveries revert to their long term averages of 1.3 million per SF and 1.5 million per SF respectively, vacancy would remain between 11% and 12%.

Figure 1: Office - Projected Absorption, Deliveries, and Vacancy (2006-2022)



Source: Source: JLL Research; CoStar

However, if GSA were to dispose of several buildings, including the Wilbur Wright Building (300K SF), Orville Wright Building (800K SF), Frances Perkins Building (1.4 million SF), and James Forrestal Building (1.4 million SF), in the respective order and maintaining their existing use and building envelope, the market would effectively receive 3.9 million rentable SF. Although this would not count as vacant space in the market until it was made available for rent, the effective vacancy could potentially increase to over 14%.

Figure 2: Residential Projected Absorption, Deliveries, and Effective Vacancy (2006-2022)

Source: JLL Research; CoStar

Increased vacancy does not always have a positive correlation on asset values. The table below illustrates that despite sustained high vacancy rates in the DC market, asset prices continued to climb to record highs on a per SF basis. As new and improved office product enters the market, older and more obsolete buildings will lose tenants to new product in preferred location with better amenities. This shows that informed investors are willing to provide capital for quality product.

Figure 3: Vacancy Rates and Office Building Prices

Source: CoStar; Real Capital Analytics

As an additional example of the impact of the GSA properties on the DC development pipeline, the following table provides a summary of the expected deliveries for each of the real estate products and estimates the number of years it would take to fully absorb vacant and projected inventory, including GSA's disposal assets, assuming the building use can change but envelope remains the same:

Table 3: Washington, DC Development Pipeline Projections

Product Type	Units of Measure	Total Pipeline	Existing Vacant (Q2 2015)	GSA Proposed Disposal	Total Projected Unleased Inventory	Average Annual Absorption	Years to Absorb Unleased Inventory
Office	SF	13.7M	13.4M	(b) (4)	31.0M	1.3M	24 Years
Residential	Units	39,300	15,000		54,300	2,100	26 Years
Hospitality	Keys	2,965	30%		N/A	N/A	N/A

In addition to the impact of adding 3.9 million SF of space to the market, is the impact to the commercial real estate market of potentially adding several Federal tenants to the market, each with thousands of employees. The impact to the market will depend on GSA's strategy for housing these agencies. If the agencies housed in the four properties relocate to existing Federal owned space or a build-to-suit lease, there will be little direct impact to market vacancy, absorption, or value. If the agencies relocate to existing leased space, then these tenants will help improve vacancy and promote increased values within these asset classes. However, it is unlikely that there are existing buildings within DC that are suitable for Federal use that can adequately consolidate these agencies in contiguous space.

D. Additional Considerations

Conditions: Market favorable for transit oriented, amenity-rich enclaves with flexible zoning codes.

Results: An asset located in a transit oriented submarket with flexible zoning codes can be marketable despite risks associated with market conditions and a saturated development pipeline.

Conclusion: Prioritize assets near public transportation and with favorable zoning codes. Transaction structure will impact the net present value of the disposal proceeds to GSA.

The table below summarizes additional considerations that influence a real estate disposal decision and their potential risks.

Table 4: Additional Considerations

Indicator	Observations	Risks
<i>Zoning Regulation Review (ZRR)</i>	<i>CURRENT CONDITIONS: FAVORABLE</i> ZRR is more favorable than current zoning regulations in downtown DC.	<ul style="list-style-type: none"> Zoning rights can change prior to city approval.
<i>Demand for Amenities</i>	<i>CURRENT CONDITIONS: ASSET SPECIFIC, FAVORABLE FOR TRANSIT ORIENTED LOCATIONS</i> Changing demographics and workforce preferences for walkable communities will shift demand from traditional suburban office parks to more vibrant, transit-accessible submarkets in the urban and suburban cores.	<ul style="list-style-type: none"> Properties located in fringe locations will not see vibrancy until GSA and Federal leasing activity pick up, which could be several years away due to rightsizing, budget scrutiny, and congressional and OMB approvals.
<i>Administrative Hurdles Impacting Time to Market</i>	<i>CURRENT CONDITIONS: WEAK</i> Time to market is not only dictated by market fundamentals but by statutory and regulatory disposal processes.	<ul style="list-style-type: none"> Due to process requirements, market fundamentals might change by the time GSA is ready to implement a disposal decision. Optimal Federal action may not be possible due to current asset acquisition and disposal processes.

Indicator	Observations	Risks
<i>Transaction Structure</i>	<p><i>NET PRESENT VALUE (NPV) TO GOVERNMENT:</i></p> <p>Highest NPV: Fee Simple Sale</p> <p>Lowest NPV: Exchange</p>	<ul style="list-style-type: none"> • Fee Simple Sale: Decision to dispose occurs during market highs; however, actual disposal could occur during market lows, reducing value to government. • Exchange: Project delays and cost overruns could reduce scope delivered to government.

E. Conclusion

The Team applied four key valuation factors to the four specific GSA owned assets in Washington, DC as a framework to assess how current real estate market conditions and non-market factors would impact the value of GSA owned assets. The factors are:

- Factor 1: Real Estate Market Trends
- Factor 2: DC Metro Real Estate Pipeline
- Factor 3: Proposed Washington, DC ZRR
- Factor 4: Capital Market Overview

Table 5: Department of Labor, Frances Perkins Building

Factor	Discussion
<i>Factor 1: Real Estate Market Trends</i>	<p><i>Strong market valuation fundamentals. GSA can capitalize today on high rents and property values in this submarket.</i></p> <ul style="list-style-type: none"> • Capitol Hill office submarket (a continuation of the CBD and East End) has high rental rates and high sales prices per SF, but low sales volume due to a lack of product as the submarket is only 4.5 million SF (a fraction of the size of the CBD and East End). • Commercial office demand for this submarket will continue to grow over the next five to six years due to increasing demand levels from lobbyists and organizations that have substantial government relations functions (non-profits, associations, Fortune 500 companies). • Residential submarket is limited, but has the potential to be in high demand due to its location to the Hill, corresponding with potential market-leading rental rates. • Proximity to Archives and Judiciary Square metro stations, Gallery Place enclave and the Capitol Building is a strong positive.
<i>Factor 2: DC Metro Real Estate Pipeline</i>	<p><i>Market vacancy is on the decline, but new Class A office product and mixed-use projects are in the pipeline; GSA would need to act quickly.</i></p> <ul style="list-style-type: none"> • Capitol Hill office submarket has declining vacancy but with a large development pipeline beginning with Capitol Crossing. Disposal would add 1.4 million RSF of existing office to the Capitol Hill submarket or a maximum of 2.8 million SF of redeveloped office (assumes 6.5 FAR). • Frances Perkins building, because it sits along Pennsylvania Avenue, is in a superior location to that of Capitol Crossing. This will likely limit Capitol Crossing's long-term demand based on the market-leading rents the project seeks.

Factor	Discussion
	<ul style="list-style-type: none"> The redevelopment of the J. Edgar Hoover Building (Proposed) may compete for tenants if the projects broke ground concurrently.
<i>Factor 3: Proposed Washington, DC ZRR</i>	(b) (5)
<i>Factor 4: Capital Markets Overview</i>	<p><i>Real Estate investment capital is still relatively cheap and there is plenty of developer interest in Washington, DC and in this submarket.</i></p> <ul style="list-style-type: none"> Interest rates and cap rates are still low and there is significant interest in the DC and Capitol Hill market among a diverse group of capital investors, both foreign and domestic, as shown by the recent Americas Square high watermark sale a few months ago. Interest rate increase later in 2015 will impact some domestic players, but have less of an impact on global capital and that is a benefit to Capitol Hill.

Table 6: Department of Energy, James Forrestal Building

Factor	Discussion
<i>Factor 1: Real Estate Market Trends</i>	<p><i>Soft market fundamentals, but showing signs of improvement. GSA might not be able to obtain top value for this prestigious location.</i></p> <ul style="list-style-type: none"> Southwest submarket has the lowest office rental rates in downtown DC with limited to no sales volume. The submarket is dominated by Federal government demand, which today, is almost non-existent from a growth perspective. Residential submarket rents are holding constant, but property values ticked up in recent years. Almost all existing and proposed residential units and amenities are located south of the I-395/695 freeway. Prestigious address and proximity to metro is preferred; however, there is a lack of neighborhood amenities to attract interest. Risk premium might be higher for first developments on this parcel since this is the first non-Federal office use within this enclave.
<i>Factor 2: DC Metro Real Estate Pipeline</i>	<p><i>Reduced Federal leasing in this submarket, as well as consolidation strategies will keep vacancy high in this market and competitive markets like NoMa and Southeast high for the near future. However, large-scale projects like the Wharf could help reshape the market longer term.</i></p> <ul style="list-style-type: none"> Disposal would add 1.8 million GSF (existing) of office or ~4.5 million GSF (maximum commercial FAR of 6.5) of total development to the Southwest submarket. Large campus (16 acres) cannot be parcelized and must be sold as one-contiguous asset due to existing configuration. Two new large developments including the Wharf and the redeveloped L'Enfant Plaza as well as the subsequent moves by the American

Factor	Discussion
	<p>Psychological Association and the International Spy Museum may revitalize interest in this submarket.</p> <ul style="list-style-type: none"> Three residential buildings are under construction in this submarket, but none are north of I-395 freeway. Only one building proposed in the long-term reinforces the lack of residential use in this enclave. Federal Triangle South development will be a key indicator of market interest for mixed-use development on Federal properties in this submarket.
<i>Factor 3: Proposed Washington, DC ZRR</i>	(b) (5)
<i>Factor 4: Capital Markets Overview</i>	<p><i>Real Estate investment capital is still relatively cheap and there is plenty of developer interest in Washington, DC, but there is limited interest in the Southwest market.</i></p> <ul style="list-style-type: none"> Interest rates and cap rates are still low and there is significant interest in the DC market, but limited interest in the current market for product in the Southwest market. The Wharf is a positive trend for this market, which required almost \$200 million in public funds to help make this project work.

Table 7: Department of Transportation, Orville Wright Building

Factor	Discussion
<i>Factor 1: Real Estate Market Trends</i>	<p><i>Soft market fundamentals, but showing signs of improvement. GSA might not be able to obtain top value for this prestigious location.</i></p> <ul style="list-style-type: none"> Southwest submarket has the lowest office rental rates in downtown DC with limited to no sales volume. The submarket is dominated by Federal government demand, which today, is almost non-existent from a growth perspective. Residential submarket rents are holding constant, but property values ticked up in recent years. Almost all residential units and amenities are located south of the I-395/695 freeway. Prestigious address and proximity to metro is preferred; however, there is a lack of neighborhood amenities to attract interest. Risk premium might be higher for first development on this parcel since this is the first non-Federal office use within this enclave.
<i>Factor 2: DC Metro Real Estate Pipeline</i>	<p><i>Reduced Federal leasing in this submarket, as well as consolidation strategies will keep vacancy high in this market and competitive markets like NoMa and Southeast high for the near future. However, large-scale projects like the Wharf could help reshape the market longer term.</i></p> <ul style="list-style-type: none"> Disposal would add 1.1 million GSF of existing or new office (maximum commercial FAR of 6.5) of total development to the

Factor	Discussion
	<p>Southwest submarket.</p> <ul style="list-style-type: none"> Relatively small site will allow for disposal as a stand-alone asset or in combination with Wilbur Wright or Forrestal. Two new large developments including the Wharf and the redeveloped L'Enfant Plaza as well as the subsequent moves by the American Psychological Association and the International Spy Museum may revitalize interest in this submarket. Three residential buildings are under construction in this submarket, but none are north of I-395/695 freeway, with only one building proposed in the long-term. Federal Triangle South development will be a key indicator of market interest for mixed-use development on Federal properties in this submarket.
<i>Factor 3: Proposed Washington, DC ZRR</i>	(b) (5)
<i>Factor 4: Capital Markets Overview</i>	<p><i>Real Estate investment capital is still relatively cheap and there is plenty of developer interest in Washington, DC, but there is limited interest in the Southwest market.</i></p> <ul style="list-style-type: none"> Interest rates and cap rates are still low and there is significant interest in the DC market, but limited interest in the current market for product in the Southwest market.

Table 8: Department of Transportation, Wilbur Wright Building

Factor	Discussion
<i>Factor 1: Real Estate Market Trends</i>	<p><i>Soft market fundamentals, but showing signs of improvement. GSA might not be able to obtain top value for this prestigious location.</i></p> <ul style="list-style-type: none"> Southwest submarket has the lowest office rental rates in downtown DC with limited to no sales volume. The submarket is dominated by Federal government demand, which today, is almost non-existent from a growth perspective. Residential submarket rents are holding constant, but property values ticked up in recent years. Almost all residential units and amenities are located south of the I-395/695 freeway. Prestigious address and proximity to metro is preferred; however, there is a lack of neighborhood amenities to attract interest. Risk premium might be higher for first developments on this parcel since this is the first non-Federal office use within this enclave.

Factor	Discussion
<i>Factor 2: DC Metro Real Estate Pipeline</i>	<p><i>Reduced Federal leasing in this submarket, as well as consolidation strategies will keep vacancy high in this market and competitive markets like NoMa and Southeast high for the near future. However, large-scale projects like the Wharf could help reshape the market longer term.</i></p> <ul style="list-style-type: none"> • Disposal would add 400K GSF of office (existing) or ~600K GSF (maximum commercial FAR of 6.5) of total development to the Southwest submarket. • Relatively small site will allow for disposal as a stand-alone asset or in combination with Orville Wright or Forrestal. • Two new large developments including the Wharf and the redeveloped L'Enfant Plaza as well as the subsequent moves by the American Psychological Association and the International Spy Museum may revitalize interest in this submarket. • Three residential buildings are under construction in this submarket, but none are north of I-395/695 freeway, with only one building proposed in the long-term. • Federal Triangle South development will be a key indicator of market interest for mixed-use development on Federal properties in this submarket.
<i>Factor 3: Proposed Washington, DC ZRR</i>	(b) (5)
<i>Factor 4: Capital Markets Overview</i>	<p><i>Real Estate investment capital is still relatively cheap and there is plenty of developer interest in Washington, DC, but there is limited interest in the Southwest market.</i></p> <ul style="list-style-type: none"> • Interest rates and cap rates are still low and there is significant interest in the DC market, but limited interest in the current market for product in the Southwest market.

ORDER FOR SUPPLIES AND SERVICES				REQUISITION/REFERENCE NUMBER WPT-15-0049		PAGE OF PAGES 1 2	
1. DATE OF ORDER		2. ORDER NUMBER GS-00P-14-CY-A-0008/GS-P-11-15-YA-5077		3. CONTRACT NUMBER GS-23F-0289N		4. PDN NUMBER PJ5NB1248	
FOR GOVERNMENT USE ONLY	5. ACCOUNTING AND APPROPRIATION DATA See Schedule						
	FUND	FUNCTION CODE	B/A CODE	CC-A	C/E CODE	FY	REGION
	CC-B	PROJ./PROS NO.	O/C CODE	ORG. CODE	W/ITEM	PRT./CRFT	
6. TO: CONTRACTOR (Name, address and zip code) JONES LANG LASALLE AMERICAS, INC. 1801 K ST NW STE 1000 WASHINGTON DC 20006				00000817		7. TYPE OF ORDER	
				A. <input type="checkbox"/> PURCHASE Please furnish the following on the terms and conditions specified on the order and the attached sheets, if any, including delivery as indicated. B. <input checked="" type="checkbox"/> DELIVERY (For Supplies) This delivery order is issued subject to the terms and conditions of the above numbered contract. C. <input type="checkbox"/> TASK ORDER (For Services) This task order is issued subject to the terms and conditions of the above numbered contract.			
8A. Data Universal Numbering System (DUNS) Number 132075388		8B. Taxpayer Identification Number (TIN) 364160760					
9A. BUSINESS CLASSIFICATION							
<input type="checkbox"/> a. SMALL <input checked="" type="checkbox"/> b. OTHER THAN SMALL <input type="checkbox"/> c. SMALL DISADVANTAGED <input type="checkbox"/> d. WOMAN-OWNED <input type="checkbox"/> e. HUBZone <input type="checkbox"/> f. EMERGING SMALL <input type="checkbox"/> g. VETERAN <input type="checkbox"/> h. SERVICE DISABLED VETERAN				Except as provided herein, all terms and conditions of the original order, as heretofore mentioned, remain unchanged. 9B. START DATE: 9C. COMPLETION DATE: SEP 30, 2015			
10. ISSUING OFFICE (Address, Zip Code, and Telephone Number) GSA/PBS/NCR Office Of Acquisition Specialized Services Contracts Branch (WPHCD) 7th AND D STREETS SW WASHINGTON DC 20407		11. REMITTANCE ADDRESS (MANDATORY) WPHCD JONES LANG LASALLE AMERICAS, INC. 33832 TREASURY CENTER CHICAGO IL 60694		00000817		12. SHIP TO (Consignee Address, Zip Code and Telephone Number) See Schedule	
13. PLACE OF INSPECTION AND ACCEPTANCE				14. REQUISITION OFFICE (Name, Symbol and Telephone Number) 11WPTB			
15. F.O.B. POINT Destination		16. GOVERNMENT B/L NUMBER		17. DELIVERY F.O.B. POINT See Schedule		18. PAYMENT/DISCOUNT TERMS Net 30	
		19. SCHEDULE					
ITEM NUMBER (A)	SUPPLIES OR SERVICES (B)			QUANTITY ORDERED (C)	UNIT (D)	UNIT PRICE (E)	AMOUNT (F)
Effective Date: See Continuation Page for Line Item Details.							
20. RECEIVING OFFICE (Name, Symbol and Telephone Number)						TOTAL FROM 300-A(s)	\$24,523.72
21. MAIL INVOICE TO: (Electronic Invoice Preferred) GSA P.O. BOX 17181 FORT WORTH TX 76102-0181				BCFA	22. GROSS SHIP WEIGHT		GRAND TOTAL \$24,523.72
				23. SHIPPING POINT			
24A. FOR INQUIRIES REGARDING PAYMENT CONTACT: Linda Spessato						24B. TELEPHONE NUMBER 202-205-5423	
25A. NAME AND TITLE OF OFFEROR/CONTRACTOR				26A. UNITED STATES OF AMERICA (NAME OF CONTRACTING/ORDERING OFFICER) Vincent E. Matner, P.E.			
25B. SIGNATURE		25C. DATE SIGNED		26B. SIGNATURE		26C. DATE SIGNED	

SCHEDULE Continued

ITEM NO.	SUPPLIES/SERVICES	QUANTITY	UNIT	UNIT PRICE \$	AMOUNT \$
0001	<p>This award is for the analysis of the Washington D.C. Metro Real Estate Market Conditions to determine the potential impacts on the valuation of GSA assets within its real estate portfolio. All work will be completed in accordance with the Scope of Work dated April 16, 2015.</p> <p>Program Manager</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161.</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			
0002	<p>Project Manager</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161.</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			
0003	<p>Real Estate Agent</p> <p>Accounting and Appropriation Data: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86.PG161.</p> <p>(b) (4)</p> <p>SHIP TO: GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 Pricing Option: Firm-Fixed-Price</p>	(b) (4)			

REQUISITION/PROCUREMENT REQUEST FOR EQUIPMENT, SUPPLIES OR SERVICES (Instructions on reverse)					PAGE 1	OF PAGES 3
2. REQUISITION/PROCUREMENT REQUEST NO. WPT-15-0049		3. ACT NUMBER PJ5NB1248	4. DATE PREPARED APR 20, 2015	5. JOB/PROJECT NUMBER		
6. TO (Stockroom/Contracting Office, Name and Location) WPGQ GSA, ACQUISITION MANAGEMENT DIVISION 301 7TH STREET SW ROOM 7107 WASHINGTON DC 20407-0001				7. FROM (Requisitioning Office, Name, Symbol, Location and Telephone Number) WPT GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 (202)708-5334		
8. FOR INFORMATION CALL (Name and Telephone Number) Dakota D. Moore 202.708.5334				9. RECEIVING OFFICE (Name, Symbol and Telephone Number)		
10. ACCOUNTING CLASSIFICATION See Schedule				11. SHIP TO (Address, ZIP Code and Telephone Number) See Schedule		
FUND	ORG. CODE	B/A CODE	O/C CODE			
FUNC CODE	C/E CODE	PROJ/PROS. NO.	CC-A			
W/ITEM	CC-B	PRT/CRFT	12. CONTRACT NUMBER			
ITEM NO. FORM OR STOCK NUMBER (13)	DESCRIPTION OF ARTICLES OR SERVICES (14)		QUANTITY (15)	UNIT OF ISSUE (16)	UNIT PRICE (17)	AMOUNT (18)
	Please See Continuation Page for Line Item Details.					
IF ADDITIONAL SPACE IS REQUIRED, USE GSA FORM 49A, REQUISITION/PROCUREMENT REQUEST				19. TOTAL AMOUNT INCLUDING CONTINUATION		\$34,350.00
20a. TYPED NAME AND TITLE OF FUND CERTIFYING OFFICIAL Gall Harlston			21a. TYPED NAME OF REQUISITIONER Dakota D. Moore			
20b. SIGNATURE		DATE	21b. SIGNATURE (b) (6)		DATE 4/21/15	
22. LIST ATTACHMENTS			23a. TYPED NAME OF APPROVING OFFICIAL Carla Knode			
			23b. SIGNATURE (b) (6)		DATE 4/21/15	
24. SHIPPED BY						
FREIGHT		PARCEL POST		EXPRESS		MAIL
25. FILLED BY		26. PACKED BY		27. CHECKED BY		
28. BILL OF LADING NUMBER					29. DATE SHIPPED	

REQUISITION/PROCUREMENT REQUEST FOR EQUIPMENT, SUPPLIES OR SERVICES (Continuation)				PAGE 2	OF PAGES 3
2. REQUISITION/PROCUREMENT REQUEST NO. WPT-15-0049		3. ACT NUMBER PJ5NB1248		4. DATE PREPARED APR 20, 2015	
ITEM NO. FORM OR STOCK NUMBER (13)	DESCRIPTION OF ARTICLES OR SERVICES (14)	QUANTITY (15)	UNIT OF ISSUE (16)	UNIT PRICE (17)	AMOUNT (18)
0001	ANALYSIS OF WASHINGTON DC METRO REAL ESTATE MARKET CONDITIONS# IMPACT ON THE VALUATION OF GSA ASSETS Senior Subject Matter Expert Account Code: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86 . PG161.... (b) (4) GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 FOB Designation: Destination	(b) (4)			
0002	ANALYSIS OF WASHINGTON DC METRO REAL ESTATE MARKET CONDITIONS� IMPACT ON THE VALUATION OF GSA ASSETS Project Manager Account Code: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86 . PG161.... (b) (4) GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 FOB Designation: Destination	(b) (4)			
0003	ANALYSIS OF WASHINGTON DC METRO REAL ESTATE MARKET CONDITIONS# IMPACT ON THE VALUATION OF GSA ASSETS Senior Consultant Account Code: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86 . PG161.... (b) (4) GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407	(b) (4)			

REQUISITION/PROCUREMENT REQUEST FOR EQUIPMENT, SUPPLIES OR SERVICES (Continuation)			PAGE 3	OF PAGES 3
2. REQUISITION/PROCUREMENT REQUEST NO. WPT-15-0049	3. ACT NUMBER PJ5NB1248	4. DATE PREPARED APR 20, 2015		
	FOB Designation: Destination			
0004	ANALYSIS OF WASHINGTON DC METRO REAL ESTATE MARKET CONDITIONS� IMPACT ON THE VALUATION OF GSA ASSETS Consultant Account Code: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86 . PG161.... (b) (4) GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 FOB Designation: Destination	(b) (4)		
0005	ADMIN Account Code: PJ5NB1248.2015.192X.11.PG61.P11T0001.J86 . PG161 (b) (4) GSA, OFFICE OF PORTFOLIO MANAGEMENT 7TH & D STREET SW, ROOM 7600 WASHINGTON DC 20407 FOB Designation: Destination	(b) (4)		

Project: Market Study/Analysis Impact on Value	City	State
	Washington D.C.	
	Building Multiple	Project Control No. N/A
SCOPE OF WORK: GSA is seeking to have an analysis completed to determine the potential impacts that current and projected market conditions, as described in the Scope of Work attached, may have on the fair market value of assets within its real estate portfolio		Completion in months 5 weeks

DIRECT SALARY COSTS

SPECIALTIES	Labor Category	Hours	Rate/item	AMOUNTS \$	TOTAL \$
	Sr. Subject Matter Expert	10	(b) (4)		
	Project Manager	40			
	Senior Consultant	60			
	Consultant	80			
	Subtotal	190		\$34,100.00	\$34,100.00
	Subtotal	0		\$0.00	\$0.00
	Admin	5	(b) (4)		
	Subtotal	5	(b) (4)		
OTHER					
	Subtotal	0			
				Total Task	\$34,350

B. CONSULTANTS (Attach estimates)

AMOUNTS \$

TOTAL CONSULTANTS B.

\$0

C. OTHER DIRECT COSTS

(Attach estimates as necessary)

AMOUNTS \$

TOTAL OTHER DIRECT COSTS C.**D. OVERHEAD POOLS**

TITLES	RATES %	BASES \$	AMOUNT \$

TOTAL OVERHEAD POOLS D.

\$0

E. TOTAL COST TO A-E

\$34,350

G. TOTAL COST TO GOVERNMENT

\$34,350

PREPARED BY (Signature and Title)

APPROVED BY

DATE

(b) (6)

4/13/2015

SCOPE OF WORK
CONTRACT FOR THE PERFORMANCE OF PROFESSIONAL SERVICES
ANALYSIS OF WASHINGTON DC METRO REAL ESTATE MARKET CONDITIONS' IMPACT ON THE
VALUATION OF GSA ASSETS

1. STATEMENT OF PURPOSE

The United States General Services Administration (GSA) National Capital Region (NCR) currently oversees a federally owned portfolio of approximately 50 million square feet of real estate in the Washington, DC Metro Area. As the buildings age and the condition of the portfolio deteriorates, GSA continues to examine and implement diverse alternatives to best manage, maintain and renovate this large portfolio. Many of the buildings included in the NCR portfolio are large buildings/sites with prime downtown DC locations in the monumental core. These buildings present a unique opportunity for GSA to leverage these assets through disposition/exchange to capture the best value for the taxpayer while providing the federal agencies with state of the art office space that allows them to best perform their important, respective mission. GSA is currently moving forward with two proposed exchanges that include the J. Edgar Hoover Building at 935 Pennsylvania Avenue, NW and the exchange of Cotton Annex (CA) Building located at 300 12th St. SW and the GSA Regional Office Building (ROB) located at 301 7th St. SW, referred to as CA/ROB.

The purpose of the Scope of Work is to solicit professional real estate services to gather and examine current and projected market information/conditions (this should include the proposed J. Edgar Hoover and CA/ROB exchanges) for the Washington, DC Metro Real Estate Market and the potential impact these conditions may have on the valuation of GSA's assets in a disposition or exchange. The market conditions should include typical real estate metrics (vacancy, absorption, sales, proposed large commercial developments, etc.) as well as any other supplementary impacts (including but not limited to issues like proposed zoning changes, capital markets, timing of a potential disposition/exchange, location of the asset, condition of the asset). While a macro level analysis of these conditions and the potential impacts on valuation in a disposition/exchange deal structure are expected as part of this scope, there are specific federally owned buildings where GSA is seeking to have a more robust analysis completed. The sites are the Department of Labor Headquarters Building (Frances Perkins) located at 200 Constitution Avenue, NW; and multiple buildings along Independence Avenue to include the James V. Forrestal Building located at 1000 Independence Ave, SW; and the Orville Wright Federal Building located at 800 Independence Avenue, SW; and the Wilbur Wright Federal Building located at 600 Independence Avenue, SW; the "Parcels."

2. SCOPE OF WORK

Real Estate Market Analysis and Impact on Valuation

GSA is seeking to have an analysis completed to determine the potential impacts current and projected market conditions, as described above, may have on the fair market value of assets within its real estate portfolio. The analysis should include market conditions for the Washington, DC Metro Area.

Deliverables include:

- Compile market data from multiple sources and complete a detailed market analysis of current conditions to include the office, residential and retail markets.
 - Market analysis for all downtown DC submarkets should include typical metrics including but not limited to:
 - Vacancy rates, significant leasing activity, absorption rates, significant sales, proposed pipeline activity, historical data for past 12 quarters/months, macro outlook for the respective asset classes.
- Analysis of the impact of the proposed DC Zoning Regulation Review (ZRR), or any other proposed changes or regulatory impacts, related to the proposed zoning for the Parcels to include, but not limited to, the zoning classification under private ownership, FAR, potential increases to density.
- Analysis of other additional impacts including but not limited to capital markets, timing of a potential disposition/exchange, location of the asset, type of disposition (e.g sale or exchange), condition of the asset, impact of executing a Public Private Partnership with the federal government.
- Overall analysis of all of the potential impacts could potentially have on the fair market value of the Parcels and a macro discussion on other potential sites (not seeking a formal appraisal).
- Presentation of findings to GSA management.

Firm Fixed Price

The firm fixed price is inclusive of all services detailed.

Travel

No travel reimbursement will be authorized by GSA.

**REAL PROPERTY SALES AND SUPPORT SERVICES (RPSSS) BLANKET PURCHASE
AGREEMENT (BPA)**

REGIONAL ORDERING AND ADMINISTRATION PROCEDURES

I. OVERVIEW

The following eight (8) firms were awarded a BPA on, November 1, 2013:

RPSSS Contractor	Abbreviated Name	Business Size
Jones, Lang, LaSalle	JLL	Other than Small
EMAX	EMAX	Small/Woman-owned
PriceWaterhouse Coopers/KERES	PWC/KERES	Other than Small/Small
CBRE	CBRE	Other than Small
Bazilio Cobb Associates	BCA	Small
Value Recovery Holding, LLP	VRH	Small
McGladrey, LLP	--	Other than Small
Matt Martin Real Estate Management	MMREM	Small

The RPSSS BPA's full period of performance is five (5) years: The BPA expires on October 31, 2018. The base year began on November 1, 2013 and ends on October 31, 2014.

The total maximum order limitation (MOL) of the BPA is \$64M over the five-year performance period; the MOL for each individual performance year is \$12.8M.

The BPA was established under the following Financial and Business Solutions (FABS) Schedule 520 Special Item Numbers (SINs):

- SIN # 520-1 Program Financial Advisor
- SIN # 520-2 Transaction Specialist
- SIN # 520-3 Due Diligence & Support Services
- SIN # 520-13 Complementary Financial Management Services

The BPA holders in the table above are capable of performing the following Statement of Work (SOW) required services for multiple properties in multiple locations, nationwide and simultaneously (see attached SOW for a full description of services):

- (Analysis of) National and local markets
- Due diligence
- Property sales and related services (incl. asset sales preparation, bidder evaluations, online/live auctions, and property listing and showing)
- Marketing

- Advertising
- (Evaluation and analysis of) Leasehold interest
- Protection and maintenance (of idle properties)
- Property utilization studies
- Asset management
- Property valuation/appraisal
- Environmental
- Demolition services (consultation)
- Financial performance analysis

II. ORDERING PROCEDURES

The Central Office contracting officer for the RPSSS BPA will issue a delegation for all regional warranted contracting officers.

The regional project manager (PM) is responsible for developing and submitting the *BPA Call Request package to the regional contracting officer. The BPA Call package consists of the following:

1. SOW (description of work, location, period of performance, special requirements – e.g., security clearance, etc.; deliverables, performance standards and evaluation criteria, if applicable)
2. Independent Government Estimate (IGE)
3. GSA Form 49, Requisition/Procurement Request for Equipment, Supplies or Services
4. Supplemental or supporting documentation if necessary for the BPA-holders to develop an accurate technical and price quote.

**NOTE: BPA Calls may be either fixed price or labor hour. Additionally, BPA Calls should address invoicing intervals (monthly or otherwise).*

BPA Calls at or below the micro-purchase threshold (≤ \$3,000)

- *PMs may suggest any BPA-holder

**NOTE: BPA Calls at this level are strongly encouraged to be issued to a small business (or one of the other SBA categories, e.g. – woman-owned, service-disabled veteran-owned). Also, PM's must distribute BPA Calls at this level as equitably as possible.*

BPA Calls above the micro-purchase threshold (>\$3000) but below the simplified acquisition threshold (<\$150,000)

- PMs may suggest a minimum of three (3) BPA holders. However, the contracting office will perform the actual solicitation process and the final award decision will be made by the Contracting Officer (CO) of record.

BPA Calls at or above the simplified acquisition threshold (≥\$150,000)

- PMs must develop an acquisition plan and get it approved.

- After receipt of an approved package, the assigned Contract Specialist (CS) and/or CO will solicit all BPA holders
- Upon receipt of quotes, the CS and/or CO may seek additional discounts

Additional Responsibilities of the Regional PM

- Ensure that proposed work is within the scope of the RPSSS BPA
- Ensure funding is adequate and obligated in a timely manner
- Ensure that no instruction (verbal/oral or written) is given to BPA Call awardees that changes the scope of work, as originally awarded. CO approval is required for any changes.
- Determine whether the source selection will be based on best value with tradeoffs (allows for the selection of other than the lowest priced or highest technically rated quote) or lowest-price technically acceptable (price is the discriminating factor for all quotes evaluated and determined "acceptable")
- Develop evaluation criteria – usually includes technical ability, related experience and past performance; but may include others as appropriate

III. ADMINISTRATION ACTIVITIES

- Submit SOW to Central Office Contracting Officer's Representative (COR) for informational purposes. The intent is to post SOWs in a central repository for other BPA users to access.
- Submit copy of signed/approved GSA Form 49 to Central Office COR (for BPA ceiling monitoring purposes)
- Provide copy of the signed award document to the Central Office COR and the CO for informational purposes
- Receive, inspect, and accept or reject deliverables within 15 business days of receipt or request an extension. Provide a copy of the signed receiving report to the Central Office COR and the CO for informational purposes
- Review invoices and reports for accuracy within 2 days of request from COR
- Provide input, upon request from COR or CO, for contractor evaluations
- Provide quarterly (or upon request by COR) BPA Activity Report (template provided)

RPSSS BPA HOLDER CONTACT LIST - GS-11P-14-YA-A-0010

Base Year: November 1, 2013 - October 31, 2014

<u>BPA HOLDER</u>	<u>ABBREVIATION</u>	<u>NAME</u>	<u>TITLE</u>	<u>EMAIL</u>	<u>PHONE #</u>
Value Recovery Holding, LLP	VRH	(b) (4)	Contracting Officer-in-Charge	(b) (6) @valuerecovery.com	614-324-5955
	VRH		Program Manager	(b) (6) @rer-solutions.com	202-629-3096
* Jones, Lang, LaSalle	JLL		Managing Director	(b) (6) @am.jll.com	202-719-5613
* CBRE	CBRE		Managing Director	(b) (6) @cbre.com	202-585-5590
* Price Waterhouse Coopers/KERES Consulting, Inc.	PWC/KERES		PWC Principal	(b) (6) @us.pwc.com	703-302-4295
	PWC/KERES		PWC Director	(b) (6) @us.pwc.com	703-615-8244
	PWC/KERES		PWC Sr. Contracts Manager	(b) (6) @us.pwc.com	703-918-6167
	PWC/KERES		KERES Contracts Admnstrtr	@keresnm.com	505-837-2104
McGladrey, LLP			Federal National Practice Leader	(b) (6) @mcgladrey.com	703-336-6439
Bazilio Cobb Associates	BCA		Principal-in-Charge	(b) (6) @baziliocobb.com	202-778-3443
EMAX, LLC	EMAX		Managing Member	(b) (6) @emaxllc.com	212-813-3510
	EMAX		Contract Administrator	(b) (6) @emaxllc.com	212-813-3510
Matt Martin Real Estate Management	MMREM	(b) (4)	Proposal Manager	(b) (6) @mmrem.com	703-766-5777 ext. 253
	MMREM		VP, Government Business Development	(b) (6) @mmrem.com	703-650-5221
Contracting Officer (CO)	GSA	Cynthia Beckett	cynthia.beckett@gsa.gov	Office: 202-208-0485	Cell: (b) (6)
Contracting Specialist (CS)	GSA	Erica Pelham	erica.pelham@gsa.gov	Office: 202-501-3394	
Contracting Officer Rep (COR)	GSA	Nichelle Shoats	nichelle.shoats@gsa.gov	Office: 202-501-2183	Cell: (b) (6)



May 21, 2015

Jones, Lang, LaSalle (JLL)

ATTN: (b) (6) @am.jll.com

BPA GS-11P-14-YA-A-0010

RE: Request for Proposal #WPT-15-0049

Analysis of Washington DC Metro Real Estate Market Conditions – Impact on the Valuation of GSA Assets

U. S. General Services Administration (GSA) Real Property Utilization & Property Disposal Division (WPTZ), Washington, D.C.

Dear Sir or Madam:

GSA intends to issue one (1) Call Request under the BPA GS-11P-14-YA-A-0010 in accordance with the Federal Schedule Contract and the terms and conditions established under the BPA. Please submit your proposal for providing the professional real estate services to gather and examine current and projected market information/conditions for the Washington D.C. Metro Real Estate Market and the potential impact these conditions may have on the valuation of GSA's assets and the impacts on other proposed large-scale development projects in the DC Metro Area should GSA execute a disposition or exchange.

The work is to be performed according to the attached Scope of Work dated April 16, 2015.

Please submit your proposal electronically to me at : linda.spessato@gsa.gov

The proposals are due no later than 3:00 P.M. on Monday, June 2, 2015. Please note that only electronic proposals will be accepted.

If you have any questions concerning this RFP, please submit your questions electronically to linda.spessato@gsa.gov no later than 10:00 AM on Wednesday, May 27, 2015.

For additional information or concerns, please contact me at (202)205-5423 or

(b) (6)

Cordially,

(b) (6)

Linda Spessato
Contract Specialist

Enclosures

U.S. GENERAL SERVICES ADMINISTRATION

OFFICE OF REAL PROPERTY UTILIZATION AND DISPOSAL REAL PROPERTY SALES AND SUPPORT SERVICES (RPSSS)

RPSSS Call Request for Quote Number: WPT-15-0049

Contractor's Name: Jones Lang LaSalle Americas, Inc.

Blanket Purchase Agreement (BPA) Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA Call Proposal: May 21, 2015

Response Date or Proposal Due Date: June 5, 2015 @ 3:00 PM ET

Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions'
Impact on the Valuation of GSA Assets

Volume II: Price Proposal

Prepared for:

Ms. Linda Spessato, Contract Specialist
U.S. General Services Administration
Office of Acquisition - Special Services Team WPHCD
Phone: 202.205.5423
Email: linda.spessato@gsa.gov

Prepared by:



Contact:

(b) (6)

Jones Lang LaSalle Americas, Inc.
1801 K Street NW, Suite 1000
Washington, DC 20006
Phone: 202.719.5613
Fax: 312.601.1153
Email: (b) (6) @am.jll.com

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used or disclosed – in whole or in part – for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer as a result of – or in connection with – the submission of this data, the Government shall have the right to duplicate, use or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction is contained within the proposal and each page is marked accordingly.



Public Institutions
1801 K Street NW, Suite 1000, Washington, DC 20006
tel +1 202 719 5613 fax +1 312 601 1153

June 5, 2015

Ms. Linda Spessato, Contract Specialist
U.S. General Services Administration
Office of Acquisition - Special Services Team WPHCD
Via email: linda.spessato@gsa.gov

RE: Response to Request for Quotation (RFQ) Against BPA #GS-00P-14-CY-A-0008

Dear Ms. Spessato:

Jones Lang LaSalle Americas, Inc. is pleased to submit this transmittal letter to the U.S. General Services Administration (GSA) to perform the Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets. We would perform this work under the terms and conditions of our Real Property Sales and Support Services (RPSSS) Blanket Purchase Agreement (BPA) #GS-00P-14-CY-A-0008 and our Financial and Business Solutions (FABS) contract. We acknowledge receipt of the amendment issued on May 26, 2015.

Contractor's Name: Jones Lang LaSalle Americas, Inc.

Blanket Purchase Agreement (BPA) Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA Call Proposal: May 21, 2015

Response Date or Proposal Due Date: June 5, 2015 @ 3:00 PM ET

Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Point of Contact:

(b) (6)

Jones Lang LaSalle Americas, Inc.

Email: (b) (6) @am.jll.com

Phone: 202.719.5613

Fax: 312.601.1153

We appreciate the opportunity to respond to this BPA Call RFQ and look forward to working with you. I am an officer of the firm, authorized to negotiate and sign a binding contract with GSA.

Sincerely,

(b) (6)

Jones Lang LaSalle Americas, Inc.
Attachments



TABLE OF CONTENTS

Section I: Required RPSSS BPA Call Pricing Information

Section II: RPSSS BPA Call Price Quote

Section III: Notice from GSA of Multiple Award Schedule

© 2015 Jones Lang LaSalle IP, Inc. All rights reserved.

The information contained in this document is proprietary to JLL and shall be used solely for the purposes of evaluating this proposal. All such documentation and information remains the property of JLL and shall be kept confidential. Reproduction of any part of this document is authorized only to the extent necessary for its evaluation. It is not to be shown to any third party without the prior written authorization of JLL. All information contained herein is from sources deemed reliable; however, no representation or warranty is made as to the accuracy thereof.

Section I – Required RPSSS BPA Call Pricing Information

Contractor's Name: Jones Lang LaSalle Americas, Inc.

BPA Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA RFQ Proposal: May 21, 2015

Response Date or Proposal Due Date: June 5, 2015 @ 3:00 PM ET

Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Supporting Documentation (if any): None

Labor Categories and/or pricing negotiated in the BPA:

Contractor Site Rates		Year 2
BPA Labor Categories	Contractor's GSA Schedule 520 Corresponding Labor Category	07/23/14-07/22/15
Program Manager	Program Manager	(b) (4)
Project Manager	Project Manager	
Senior Real Estate Specialist	Program Manager	
Real Estate Specialist	Financial Analyst (Senior)	
Senior Financial Analyst	Real Estate Specialist (Junior)	
Real Estate Broker	Real Estate Specialist (Junior)	
Real Estate Agent	Financial Analyst (Junior)	
Environmental Specialist	Financial Analyst (Junior)	
Valuation Specialist / Appraiser	Financial Analyst (Senior)	
Subject Matter Expert (III)	Real Estate Specialist (Senior)	
Technical Writer	Technical Writer	
Administrative Support	Administrative	

Subcontractor proposed for the requirement: None

Assumptions: Please reference Section II, Other Statements of the Offeror of this price proposal.

Necessary Backup Documentation or Attachments required (if any) for Proposal Evaluation: All key personnel resumes can be found in Volume I: Technical Proposal.

Point of Contact:

(b) (6)

Jones Lang LaSalle Americas, Inc.

Email: (b) (6) @am.jll.com

Phone: 202.719.5613; Fax: 312.601.1153

Section II – RPSSS BPA RFQ Price Quote

Our proposed quote is based on our labor categories/skill levels and rates in our approved RPSSS BPA contract (#GS-00P-14-CY-A-0008) referenced in Section I above. We provide a fixed-price level of effort quote to conduct all required services for this RPSSS BPA Call.

Our price quote is reasonable and reflects access to our leadership and the full range and depth of our team's real estate and financial expertise necessary to completely satisfy all requirements listed in the SOW. The proposed mix of labor categories and firm-fixed level of effort labor hour rates included in our price quote reflect JLL's extensive experience conducting real estate market condition analyses and.

We will leverage our previous work for GSA and other federal agencies, as well as private sector site selection clients, and have included these efficiencies in our price quote. Our technical and price proposals demonstrate our ability to reduce risk and increase GSA's confidence in our ability to successfully deliver high-quality services to assist GSA with providing an Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets.

Based on our experience performing these tasks, our price quote offers the lowest risk in terms of price per unit of value delivered, which is at the heart of the concept of the "best value" to the Government.

Firm Fixed Price for Services

The following table contains our total fixed-price level of effort quote by task. For each task, we note which labor categories will perform the work, the total number of projected hours, the associated BPA-approved hourly rates and the total prices.

Table 1: RPSSS BPA RFQ Firm Fixed Price Quote for Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Labor Categories	BPA Hourly Rate	Hours	Total
Program Manager	(b) (4)		
Project Manager			
Senior Real Estate Specialist			
Real Estate Specialist			
Senior Financial Analyst			
Real Estate Broker			
Real Estate Agent			
Environmental Specialist			
Valuation Specialist / Appraiser			
Subject Matter Expert (III)			
Technical Writer			
Administrative Support			
SUBTOTAL		176	\$24,523.77

Other Statements of the Offeror

Terms and Conditions

All terms and conditions stated in this offer shall become a part of any awarded task order.

Price Estimation, Fees and Expenses

The budget provided above represents our estimates of time based on similar engagements and an average occurrence of events. As such, JLL reserves the right to alter the level of effort among the labor hour categories, as required during contract performance, to ensure the most efficient use of JLL skills and knowledge based on the immediate program needs. This will not increase the Firm-Fixed Price offered.

The following assumptions apply to our estimate of hours:

1. The pricing above reflects the approach, clarification, and conditions included in this proposal (Volumes I and II), based on the requirements in the amended SOW issued May 26, 2015.
2. The overall estimated level of effort is based on GSA providing and making available all information and staff necessary to facilitate the preparation of the required deliverables.
3. GSA will provide information about the Federally-owned sites in order for the Contractor to conduct an analysis of the sites/parcels and associated features identified in the SOW. No site visits will be performed to collect the necessary data for the potential sites.
4. All changes or additional work requested of JLL, but not specifically stated in the SOW that impact the cost of performance or time required to accomplish the tasks and deliverables will require an equitable adjustment in hours and price, including, if necessary, performing such additional work on a time and material basis, per our BPA rates in effect at such time.
5. Per the SOW, five (5) hard copies of the final report will be provided as well as one electronic copy.
6. Market research will be limited to Office, Residential, and Retail product types and will be derived from JLL research and/or known third-party research sources.
7. The analysis of potential impacts on GSA real estate assets will be qualitative. The proposed pricing does not include a financial model to calculate impacts on value.
8. Per the SOW, pricing assumes three (3) weeks to conduct research and complete a draft report, and one (1) week to address final comments and questions.

Payment Provisions

JLL will invoice GSA upon submission of the deliverables.

Travel

No travel is expected for this task. In the event any travel is required, travel will be authorized in advance by the designated Contracting Officer's Representative (COR) and will be reimbursed in accordance with the Federal Travel Regulations (FTR).

Section III – Notice from GSA of Multiple Award Schedule

GSA is preparing to launch a single Multiple Award Schedule (MAS) that encompasses the professional services currently offered under multiple schedules, including two that JLL maintains: Schedule 520, Financial and Business Solutions (FABS) and Schedule 874, Mission Oriented Business Integrated Services (MOBIS). This initiative will enable Federal agencies to procure complete solutions to complex professional services requirements using one contract vehicle and eliminate the need to determine which professional services MAS is the best fit for a particular procurement.

To facilitate the launch of the Professional Services Schedule (PSS) contract, GSA is requiring all firms holding two or more contracts to "migrate" their existing Schedule contracts to GSA's Consolidated Schedule. The purpose of the migration action is to transfer currently awarded services, terms and conditions to a single Schedule contract. This migration will result in the assignment of a new contract number and five (5) year period of performance.

JLL has submitted its migration request to GSA. At this time, GSA anticipates completing all migrations by May 2015, however, that is dependent on when the migration packages are submitted by GSA's industry partners. We will work with GSA in determining the best course of action for changing the underlying MAS contract number to the new Consolidated Schedule contract number assigned to us.

Task Orders may be placed against existing BPAs until either the BPA or this contract expires, whichever occurs first. Task Orders can only be issued against existing BPAs. Each order has its own period of performance. Orders issued prior to, but not completed before the BPA ends shall be completed in accordance with FAR clause 52.216-22 INDEFINITE QUANTITY OCT 1995 (DEVIATION I—JAN 1994), paragraph (d) unless terminated by the ordering activity.

**Note: Paragraph (d) reads as follows: Any order issued during the effective period of this contract and not completed within that period shall be completed by the Contractor within the time specified in the order. The contract shall govern the Contractor's and Government's rights and obligations with respect to that order to the same extent as if the order were completed during the contract's effective period.*

GSA has a web page with Frequently Asked Questions (FAQs) for the Professional Services Schedule (PSS) at www.gsa.gov/psschedule where you can find the latest information on the Professional Services Schedule initiative. If you have any questions regarding GSA's Professional Services Schedule initiative, please contact Kathy Jocoy, PSS Project Manager at Kathy.jocoy@gsa.gov. If you have questions related to the migration process or acquisition issues, please contact Kim McFall, GSA Supervisory Contract Specialist, at Kimberly.mcfall@gsa.gov.