

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

May 26, 2026

RFP No. 23-918-39 RN

Bid Title: Real Estate Broker Services

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative | | |

Bid Contract Period:

07/25/2026 through 07/24/2027

N/A – One Time Purchase

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
2

Length of
Each Term (month)

Length of
Each Term (year)
1

None

Rationale/Reason:

Bidders Electronically
Downloaded From Bidnet
Direct Website:

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

N/A – Bids Not
Required: Renewal

Submitted By:

Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By:

Brian Ragan
Director of Facilities & Construction

Department(s): Support Operations

Recommended award, description of items and prices: (See attached)

T/C CODE: 2339

This tabulation establishes a contract for *Real Estate Broker Services* in Hernando County, Florida for the acquisition of real property for future schools and support facilities and for the sale of existing School Board real property.

Tampa Commercial Real Estate

In almost all cases, Tampa Commercial Real Estate will receive compensation from the seller on listed properties. If Tampa Commercial Real Estate can find property that is unlisted, Tampa Commercial Real Estate will make its best efforts to negotiate brokerage compensation with the owner. Therefore, in most cases, for the acquisition of property there will be no compensation due from the Hernando County School District

A (1). For the **PURCHASE** of real property as specified in a Project Assignment, the broker shall earn compensation equal to:

1. 0 percent (%) for the first \$1,000,000 of the purchase price
2. 0 percent (%) for that portion of the purchase price exceeding \$1,000,000 but not exceeding \$3,000,000.
3. 0 percent (%) for that portion of the purchase price exceeding \$3,000,000 but not exceeding \$5,000,000.
4. 0 percent (%) for that portion of the purchase price exceeding \$5,000,000.

A (2). When Seller *does not* offer compensation to the broker:

For the **PURCHASE** of real property as specified in a Project Assignment, the broker shall earn compensation equal to:

1. 3 percent (%) for the first \$1,000,000 of the purchase price.
2. 3 percent (%) for that portion of the purchase price exceeding \$1,000,000 but not exceeding \$3,000,000.
3. 2 percent (%) for that portion of the purchase price exceeding \$3,000,000 but not exceeding \$5,000,000.
4. 2 percent (%) for that portion of the purchase price exceeding \$5,000,000.

B (1). For the **SALE** of HCSD owned real property as specified in a Project Assignment, the broker shall earn compensation equal to: Tampa Commercial Real Estate is the *sole* broker:

1. 4 percent (%) for the first \$1,000,000 of the purchase price.
2. 3 percent (%) for that portion of the purchase price exceeding \$1,000,000 but not exceeding \$3,000,000.
3. 2 percent (%) for that portion of the purchase price exceeding \$3,000,000 but not exceeding \$5,000,000.
4. 2 percent (%) for that portion of the purchase price exceeding \$5,000,000.

B (2). For the **SALE** of HCSD owned real property as specified in a Project Assignment, the Consultant shall earn compensation equal to: Tampa Commercial Real Estate *shares* compensation with other brokers

1. 5 percent (%) for the first \$1,000,000 of the purchase price.
2. 5 percent (%) for that portion of the purchase price exceeding \$1,000,000 but not exceeding \$3,000,000.
3. 4 percent (%) for that portion of the purchase price exceeding \$3,000,000 but not exceeding \$5,000,000.
4. 3 percent (%) for that portion of the purchase price exceeding \$5,000,000.

C (1). For the **LEASE** of real property for use by HCSD, where the landlord offers brokerage compensation, the broker shall earn compensation equal to 0 (%) of the gross value of the lease.

C (2). When the District leases owned property to tenants:

- a) For the Lease of real property to tenants when the property is owned by the District and where the broker is the only broker in the lease transaction, the broker shall earn compensation equal to 4% of the gross value of the lease.
- b) For the Lease of real property to tenants when the property is owned by the District and where the broker shares brokerage commission with the tenant's broker, the broker shall earn compensation equal to 6% of the gross value of the lease.

Contact:

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Owner/Broker

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