

Questions and Answers as of February 13, 2019 to CHFA 217-Request for Proposals for Real Estate Brokerage Services in Litchfield County:

Question: How many firms will be chosen by CHFA to perform the services?

Answer: CHFA will evaluate each submission received. CHFA does not have a target number of firms to include.

Question: Approximately how many single family homes in Litchfield County would be listed with each firm throughout a typical year?

Answer: It would depend on how many firms respond and meet the criteria and how many real estate owned (REO) properties CHFA has to sell in Litchfield County. In 2017 CHFA had five REO properties listed and sold in Litchfield County, and in 2018 there were four. Currently, CHFA has two listings (in Winsted & North Canaan) and three REOs to be listed in the near future.

Question: What has been the volume per firm, approximately, for the previous year?

Answer: This is the first Request for Proposals (RFP) for real estate brokers specifically in Litchfield County. Seventeen firms representing other Connecticut counties each received between one and three listings in 2018.

Question: Are there currently firms in place providing these services, and where may we obtain copies of responses to previously submitted RFP's?

Answer: CHFA has firms providing these services in counties other than Litchfield County. To obtain copies of previously submitted responses to RFPs that were selected, please contact Amy Stoto at amy.stoto@chfa.org. Please indicate whether you are interested in all proposals submitted or just the winning proposals.

Question: Is there any opportunity to provide property preservation services in regards to the listed properties?

Answer: Property Preservation vendors are selected by RFP, and the next one will be issued in 2020.