

Fwd: CALTRANS REAL PROPERTY SALE: RESIDENTIAL REAL ESTATE LISTING BROKERS-RESULTS

From: Vera Nelson [REDACTED]

To: [REDACTED]

Date: Friday, October 27, 2023, 07:07 AM PDT

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CITY OF LOS ANGELES

Good Morning Caroline

I have reviewed the staff's recommendation to the City Council for the CalTrans Listing Agent contracts. It is unfortunate that NO businesses owned by women are represented. When the Council positions itself as being interested in diversity, equity and inclusion, it is imperative that the outcome reflects the same narrative goals.

The RFP suggested there would be:

3-5 brokers selected-Implied there would be points given to small minority businesses: ie: woman-owned, etc.

I have so many unanswered questions about the selection process. So that I can understand future opportunities, and based on the Freedom of Information Act, please provide the following:

1. The proposals of the Top 10 to my attention
2. The grading process guidelines as executed
3. Were there opportunities to go over the allotted point scale? Where was that written?
4. Was the selection committee strictly staff representatives?

We at Hythe Realty are honored to have been considered. You have been most gracious and kind to answer any and all questions. My goal is to make us better as a company and understand the metrics involved in selection.

There are a few things to keep in mind for your consideration:

ON the points of grading scale:

1. Small Business Designation: As a small business owner(not under a large brokerage), I am surprised the minority-owned, disabled owner was not enough for one point in the scale for Hythe Realty.

2. Historic Grading:

"I feel a score of zero is totally unfair. We do have experience, personal and business-related. Our team has lived in, built, and developed, and been relocated from historic properties. We are familiar with the Mills-Act, and the nuances of selling, restoring, and living in a vintage home which is typical in our area.

*Tim Gregory-Building Biographer-

Hythe to hire, at our own expense, the true expert in historical home research put us above the others.

Tim Gregory alone knows more than all three of those selected award winners. Knowing the history, increases the value, and increases the advantage for the new owners to qualify for the Mills Act.

3. Responsiveness:

Hythe submitted one day ahead of deadline. If we would have known this was a big part of the scoring process, this would have been adjusted. We submitted on-time, with seasoned expertise, integrity, and presentation. The deliverables.

We learn, we grow, and we strive to be the best in every area of business. Your attention to this matter, and response, is deeply appreciated.

Pending your guidance

Vera

10/30/2023
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