

RFP 2025-438 Professional Auctioneer Services-Personal Property

Questions & Answers

Q1: What was the Agency's historic auction sales volume in 2024, 2023, and 2022? Please provide number of assets sold and total dollar amount of sales by year.

A:

Year	Total Number of Assets Sold	Total Dollar Amount of Sales
2022	466	\$64,293.00
2023	108	\$647,232.00
2024	149	\$530,787.00

Q2: Where does the County wish to have items stored while they are prepared for auction – at County location(s) or at the awarded vendor's location?

A: All County items are stored at various County locations. No items will be prepared for auction at the awarded vendors location.

Q3: Item 2.e – Would payout process of 10 business days be acceptable terms for this RFP?

A: Yes, a payout process of 10 business days would be acceptable.

Q4: Item 2.f – In order to provide a fully turn-key auction service to our customers where we handle all aspects of the auction process including title transfers, we charge the majority of our commission to the Buyers but a small percentage is deducted from the Seller payout amount. Our market research has concluded that this approach brings higher net returns for our Sellers because the Buyer is accounting for a lower fee and is willing to pay a higher price. We do not submit separate invoices for the Seller fees; instead, they are deducted from auction payout to the County. Is the County willing to entertain this model to obtain an Auction Vendor that provides higher returns and a higher level of service and convenience?

A: No

Q5: Item 4.b – Will real estate auctions be included in this contract?

A: No

Q6: Item 4.b – If real estate auctions will be included in this contract, can the contract be split and awarded to multiple vendors?

A: Not Applicable