



IDEA Headquarters
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Request For Qualifications Addendum

Addendum Number: 2

RFQ Questions & Answers

Date: Thursday, April 22, 2026

RFQ #39-REBS-0426 Real Estate Brokerage Services

To: All Prospective Vendors

The following is the link to the Pre-Qualification Meeting held on Wednesday, April 8, 2026, at 10:00 AM CST for RFQ #39-REBS-0426.



The following questions were sent in response to the referenced solicitation for further clarification. Questions and answers are listed below.

Question 1: Looking at your portfolio, is the RFQ going to be more focused on dispositions, acquisitions, an equal balance of the two? Or are you aware of that?

Answer: The RFQ is primarily focused on property disposition services. While IDEA Public Schools may assign acquisition-related activities on an as-needed basis during the contract term, such services are considered supplemental and incidental and are not guaranteed. The primary emphasis of this solicitation is on the marketing and disposition of IDEA-owned properties.

Question 2: Do you have any idea about how many that you are just trying to get a scope for the team that would need to be there in place, depending on how many you want to dispose of right away? A ballpark, just so that we know that we're staffing adequately.

Answer: At this time, the District is unable to provide a specific estimate or ballpark for the number of properties anticipated for disposition or acquisition. Proposers should be prepared to scale staffing and resources as needed to support varying levels of activity throughout the contract term.



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Question 3: What is the length of the arrangement with you all if awarded?

Answer: The contract established as a solution to this solicitation will have an initial term of one full calendar year, with the option for IDEA Public Schools to renew for up to three additional one-year terms as specified in Part II - Request for Qualifications Timeline of the RFQ.

Question 4: You said one year contract. I mean, I'm sorry, you said a one year contract with re-renewals. Is that in case of a situation where a property has not been placed under contract?

Answer: The one-year contract term with renewal options is intended to provide continuity of services; however, individual property transactions initiated during the contract term may continue through completion, even if they extend beyond the initial contract period.

Question 5: Would be extended another renewal or is that one year contract in totality from start to finish on a transaction?

Answer: The contract is structured as a one-year term with potential renewal options, independent of individual transactions. If needed, the District may exercise a renewal to ensure continuity of services, while transactions initiated during the contract term may continue through completion.

Question 6: So a list of the regions just to confirm it would be helpful.

Answer: The list of regions is provided in Attachment G – Vendor Questionnaire (pages 22-23) and includes Austin, El Paso, Houston, Permian Basin, Rio Grande Valley, San Antonio, Tarrant County, Corpus Christi, as well as any other approved service areas.

Question 7: A follow up on the dispositions. Are those existing schools with facilities on it or just land sites?

Answer: The anticipated dispositions are expected to primarily consist of land sites. However, the specific asset types may vary based on organizational needs, and IDEA Public Schools reserves the flexibility to include other property types as appropriate.



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Question 8: Second question on page 23 and where it has the different regions that you guys have properties that are interested in. The last one says other approved service areas, service areas. Will you please explain what you're asking there?

Answer: "Other approved service areas" refers to regions beyond those currently identified where the District may expand its portfolio in the future. While specific additional regions have not yet been determined, the District is seeking flexibility to support services in new areas as needs evolve.

Question 9: So, any other markets that we serve in Texas is what you're asking for there?

Answer: Yes, this includes any additional markets within Texas that IDEA Public Schools currently serve or may serve in the future. The intent is to allow flexibility to support evolving geographic needs within the state.

Question 10: I think I did read something in the packet that talked about you guys needing to approve subcontractors. Do you consider if we co-broker, like if some of these five are in a tertiary market and perhaps Savills does not have a presence in that smaller market, but I've got a co-broker that I normally work with there that's a local broker. Is that something that would be acceptable?

Answer: Co-brokerage or subcontracting arrangements may be acceptable; however, all such arrangements must be disclosed in advance and are subject to prior written approval by IDEA Public Schools. The primary broker awarded under this RFQ would remain responsible for performance, compliance, and coordination of services.

Question 11: Can IDEA provide a complete list of properties currently owned or controlled, including location, asset type, size, occupancy status, and any known disposition plans?

Answer: IDEA Public Schools may provide information regarding properties currently owned or controlled, including details such as location and size, as appropriate. The availability, level of detail, and timing of such information may vary and will be communicated in accordance with applicable confidentiality, procurement, and operational considerations.

Question 12: Can IDEA provide a general profile of assets (e.g., land, improved campuses, redevelopment opportunities), typical deal size ranges, and the typical condition of properties (vacant, operational, partially occupied)?



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Answer: IDEA Public Schools may provide a general profile of its assets, including asset types and property conditions, as appropriate. Information provided will depend on the nature of assigned properties and the stage of the disposition process.

Question 13: What is the anticipated volume and type of properties expected to be marketed annually under this agreement, and are any properties currently identified for immediate disposition upon contract award?

Answer: At this time, IDEA Public Schools cannot confirm a fixed annual volume of properties to be marketed; however, the portfolio primarily consists of land sites with select properties at various stages of disposition, including those with no offers, active LOIs, and executed contracts pending closing.

Question 14: To what extent do properties typically require rezoning, entitlement, or repositioning prior to sale, and are there any restrictions on buyer types or end uses that may impact pricing or marketability?

Answer: The extent of rezoning, entitlement, or repositioning required varies by property and is largely dependent on the applicable municipal regulations and local market conditions. Additionally, any restrictions on buyer types or end uses may differ by jurisdiction and site-specific considerations, which could impact pricing and overall marketability.

Question 15: Can IDEA clarify how properties will be assigned among selected brokerage firms (e.g., geographic allocation, rotation, property-specific competition, etc.)

Answer: Property assignments will be aligned to the regions identified in *Attachment G – Vendor Questionnaire* (pages 22–23), including Austin, El Paso, Houston, Permian Basin, Rio Grande Valley, San Antonio, Tarrant County, Corpus Christi, and any other approved service areas. The District will utilize this regional structure to determine assignment of properties among selected brokerage firms.

Question 16: Does IDEA currently engage any brokerage firms or real estate advisors, and if so, are those relationships exclusive, project-based, or subject to existing contracts that may impact this engagement?

Answer: Yes, IDEA Public Schools currently engages brokerage firms under existing contracts. These relationships may be project-based and could impact or run concurrently with services procured through this RFQ, depending on the scope and timing of assignments.



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Question 17: Will IDEA provide an overview and the location of the properties to be disposed of prior to April 29, 2026?

Answer: Yes, IDEA Public Schools can provide an overview and locations of properties anticipated for disposition prior to April 29, 2026, as appropriate.

Question 18: Will IDEA perform or provide appraisals or internal valuation guidance for assigned properties, or should brokers anticipate establishing pricing through BOVs and market analysis?

Answer: Brokers should anticipate establishing pricing through Broker Opinion of Value (BOV) and current market analysis. IDEA Public Schools may provide internal context as available, but valuation is expected to be driven primarily by the broker's expertise and market conditions.

Question 19: What is the process for a broker to subcontract with another broker, i.e. a local broker if property is not located in the broker's primary market?

Answer: Any subcontracting or co-brokerage arrangements must be disclosed to IDEA Public Schools and receive prior written approval. Such arrangements are subject to review for qualifications and compliance, and the primary broker under contract will retain full responsibility for performance and oversight.

Question 20: Are there any restrictions or preferences regarding buyer types (e.g., educational users vs. private developers)?

Answer: At this time, IDEA Public Schools does not have any specific restrictions or stated preferences regarding buyer types. All qualified buyers, including educational users and private developers, may be considered based on the merits of their proposals.

Question 21: Are there any confidentiality requirements or public disclosure constraints that need to be accounted for in marketing?

Answer: At this time, IDEA Public Schools has not identified any specific confidentiality requirements or public disclosure constraints that would impact marketing efforts. Standard practices should be followed, with any future requirements communicated as needed.



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Question 22: Are any properties currently listed or under prior brokerage agreements that may transition into this RFQ?

Answer: Yes, some properties may currently be listed or under prior brokerage agreements. Any such transitions will be managed in accordance with existing contractual obligations and timelines.

Question 23: Can you outline the internal approval process and typical timelines for offer evaluation, negotiation, and Board approval?

Answer: Yes, IDEA Public Schools can outline the internal approval process, including steps for offer evaluation, negotiation, and Board approval, along with typical timelines. Additional details will be provided to selected firms to ensure clarity on expectations and coordination.

Question 24: Are there specific timing considerations or priorities for disposition that should inform how properties are brought to market?

Answer: At this time, IDEA Public Schools has not identified any specific timing considerations or disposition priorities that would impact how properties are brought to market. Properties may be marketed based on readiness and strategic alignment as needs evolve.

Attachments: Pre-Qualification Conference PowerPoint Slides

END OF ADDENDUM

IDEA Public Schools
Request For Qualifications (RFQ)
#39-REBS-0426 Real Estate Broker Services

Pre-Qualification Meeting
Wednesday, April 8, 2026 @ 10:00 AM CST

Felicia Black, Procurement Analyst



Recording

This meeting will be recorded and transcribed for future reference.

Please type your name, title, phone number, email address, and organization in the chat.

Pre-Qualification Agenda

- Welcome
- Agenda & Solicitation Overview
- Qualification Submission & Selection
- Project Scope and Overview
- Q&A
- Wrap-up



Point of Contact (POC)

All inquiries regarding this solicitation should be directed to IDEA's:

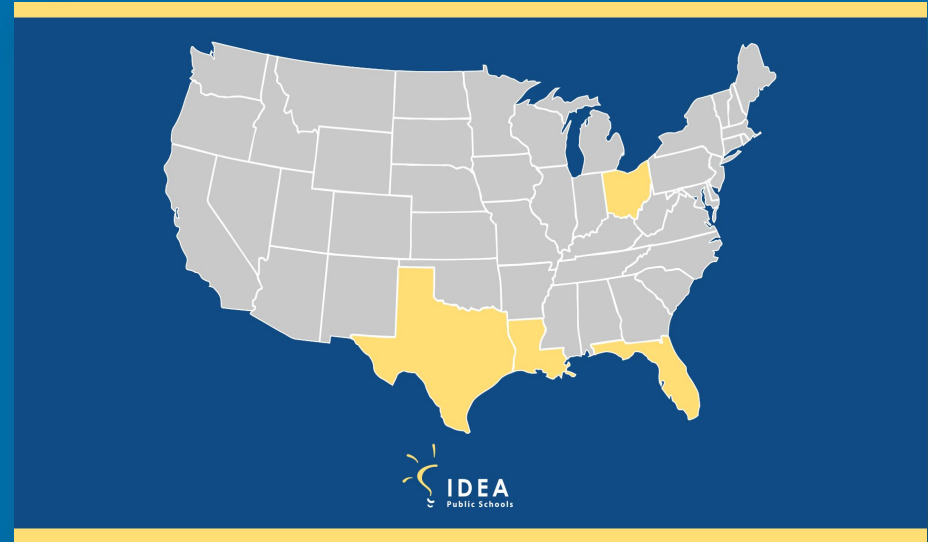
Procurement Department

solicitations@ideapublicschools.org



Disclaimer

- This Document serves to aid interested vendors doing business with IDEA. This Document does not constitute legal advice or bind IDEA in any manner. Anything stated at this pre-submittal conference is not intended to change any terms and/or conditions stated in the advertised solicitation document. Any authorized changes will be made in writing in the form of an Addendum issued by IDEA Procurement Department.



Solicitation Overview

IDEA Public Schools (herein referred to as IDEA or the organization) is seeking a Statement of Qualifications (SOQ) from qualified, licensed commercial real estate brokerage firms to provide professional services for the marketing and disposition of IDEA-owned properties. Services will include valuation support, marketing, negotiation, transaction management, and closing coordination.

Request for Qualification Tentative Timeline

RFQ Issue Date:	Monday, March 23, 2026
Pre-Qualification Meeting	Wednesday, April 8, 2026, at 10:00 AM (CST)
Respondent Question Cut-Off Date	Friday, April 10, 2026, at 3:00 PM (CST)
Addendum Issue Date	Thursday, April 16, 2026
Statement of Qualifications Due Date & Time	Wednesday, April 29, 2026, at 2:00 PM (CST)
Evaluation Period:	Friday, May 1, 2026, to Friday, May 8, 2026
Board Meeting:	June 2026
Initial Proposed Contract Term:	July 1, 2026 - June 30, 2027
Renewal option #1	July 1, 2027 - June 30, 2028
Renewal option #2	July 1, 2028 - June 30, 2029
Renewal option #3	July 1, 2029 - June 30, 2030

Submittal Procedures

Due: Wednesday, April 29, 2026 @ 2:00 PM CST

Statement of Qualifications may be submitted using the [Tyler Munis Self-Service](#) website (TEXAS ONLY), [Public Purchase](#), or by sending a hard copy to:

IDEA Public Schools
Attn. Purchasing Department
2115 West Pike Blvd, Weslaco, TX 78596

SOQ must be in a sealed envelope marked on the outside of the envelope with the RFQ Number and Title (39-REBS-0426 Real Estate Brokerage Services Texas) and include:

1. One (1) clearly identified hard copy ORIGINAL of the SOQ response.
2. One (1) copy of the SOQ on FLASH DRIVE, marked with the Respondent's name.

Note: Submissions via fax or email will not be accepted.

NOTE: The respondents' SOQ itself shall be organized as identified in *Part IV (four), SOQ Submission Requirements*.

⚠ RFQ submissions must be clearly marked with the RFQ number and title.

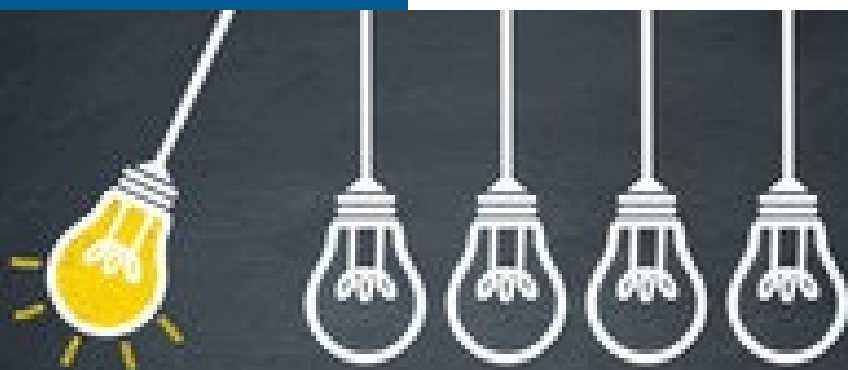
RFQ Submittal Requirements

- Each statement must be organized and follow the required format as stated in the RFQ
- Each statement must include all the required information and documentation specified within the RFQ
- Each section must be appropriately tabbed and inclusive of all required submittals

Evaluation Criteria



Criteria	Description	Max Points	Scoring Guidance
Experience & Qualifications	Demonstrated experience in commercial real estate brokerage and public-sector transactions.	20	<p>0–7: Limited or no relevant experience</p> <p>8–14: Moderate experience with some comparable projects</p> <p>15–20: Extensive, directly relevant experience with strong outcomes.</p>
Proposed Service Plan	Quality and feasibility of the proposed approach to delivering services.	15	<p>0–5: Vague or incomplete plan</p> <p>6–10: Adequate plan with moderate detail</p> <p>11–15: Clear, detailed, and well-structured plan</p>
Marketing Approach	Effectiveness of marketing and outreach strategies	15	<p>0–5: Limited marketing strategy</p> <p>6–10: Standard marketing approach</p> <p>11–15: Innovative, multi-channel, data-driven strategy</p>
Assigned Team	Qualifications and capacity of proposed personnel.	15	<p>0–5: Limited experience or staffing concerns</p> <p>6–10: Qualified team with adequate capacity</p> <p>11–15: Highly experienced, well-resourced team</p>
Commission Structure	Evaluation of the competitiveness, transparency, and market alignment of the proposed commission structure for property sales, leasing, and related services.	10	<p>0–3: Commission structure unclear or above market norms</p> <p>4–7: Reasonable commission structure consistent with market standards</p> <p>8–10: Highly competitive commission structure that maximizes value to IDEA</p>
Reporting & Communication	Ability to provide timely, accurate reporting and coordination.	10	<p>0–3: Limited reporting capacity</p> <p>4–7: Adequate reporting systems</p> <p>8–10: Robust, transparent reporting processes</p>



ANY QUESTIONS?

Closing

If you haven't already, please type name, title, contact information, and organization in the chat

