

CITY OF OCEANSIDE
REQUEST FOR PROPOSALS
FOR CITY – OWNED REAL ESTATE
OCEANSIDE, CALIFORNIA

The City of Oceanside (the “City”) is soliciting Requests for Proposals for the purchase of a parcel of vacant real property in the City of Oceanside, County of San Diego, State of California (the “Subject Property”), more particularly described on Exhibit “A”, incorporated herein by this reference.

This acquisition opportunity in Oceanside is unique and exciting for many reasons:

- 1) Located within easy access to Interstate 5 and Highway 78, which in turn easily accesses Highway 78 and Interstate 15;
- 2) Oceanside’s close proximity to the major markets of San Diego (35 miles south); Orange County (18 miles north) and Los Angeles (83 miles north);
- 3) Some of the finest weather and recreational amenities in the country, including miles of beautiful beaches, a historic harbor and marina, a variety of parks and golf courses and cultural and historical facilities.

The Subject Property

The Subject Property consists of an approximate 0.74-acre parcel of real property owned by the City. The Subject Property is currently in an unimproved condition and will be delivered to the purchaser in an “as is” “where is” condition. As such, the City makes no representations or warranties as to the suitability and/or the development condition of the Subject Property.

The zoning of the Subject Property is REB (Residential Estate District – 1 to 3.5 units per acre). Access to the parcel is off of the public rights of way. Although the City has a preliminary geotechnical assessment report available upon request, prospective purchasers will be required to undertake their own independent geotechnical and other due diligence investigation of the Subject Property.

Notwithstanding the current zoning the City will encumber the Subject Property with a covenant restricting the Subject Property to one or two residential homes. The prospective purchaser will need to verify required improvements to the public rights of way with respect to the parcel. In addition to developing the Subject Property in accordance with applicable city requirements, the development of the Subject Property will also require the following improvements:

1. Half width plus 12 FT widening and improvements to Yucca Rd., including the construction of a modified cul-de-sac at the terminus of Yucca Rd.
2. Undergrounding of the existing overhead utilities along the frontage on Yucca Rd. and across the Subject Property.

3. Extending the existing sewer line in Yucca Rd. to a point where the new sewer lateral serving the Subject Property can connect downstream of a new manhole.
4. Replace and upsize the existing waterline along the frontage of Yucca Rd. and along the cul-de-sac to a point where a proposed new fire hydrant is to be constructed. The new valves at the fire hydrant connection can transition to the existing 6" line.

Selection Process

Purchaser selection is anticipated to occur through the process outlined herein and based on the described selection criteria. The City is seeking proposals, including qualifications, from individuals and/or entities with the experience and/or the financial capacity to acquire the Subject Property.

Procedure/Schedule

The procedure for selection is as follows:

- 1) Proposals are requested to be submitted to the City within thirty (45) days of the date of this Request for Proposals;
- 2) Following timely receipt, submissions will be reviewed by staff;
- 3) The most desirable and qualified purchaser(s) may be invited for an interview and presentation of their proposal; and
- 4) Following review and analysis of the proposal(s), staff will recommend selection of a purchaser to negotiate a purchase and sale agreement with the City.

Selection Criteria

The focus of the selection process will be on the following issues:

- 1) The financial ability of the prospective purchaser to acquire the Subject Property.
- 2) Experience of the purchaser in the successful investment and/or development of a similar project.
- 3) If applicable, demonstrated understanding of similar development projects and experience in the development thereof.
- 4) Purchase price for the Subject property and conditions of the purchase, if any.

Submittal Requirements

Please provide five (5) sets of the information requested below, of which one set shall be unbound, with the exception of the Financial Capacity materials, of which two (2) copies are to be submitted under separate cover on a confidential basis.

- 1) Prospective Purchaser– Identify the entity that would contract with the City, including all joint venture/limited partners and their percentage interest.
- 2) Financial Capacity – *provided on a confidential basis, to the extent allowed by law.*

- 5) Describe the development proposed for the Subject Property, including a concept plan describing the improvements proposed.

Offer to Exclusively Negotiate

Upon selection of a purchaser, the City will negotiate a purchase and sale agreement exclusively with the purchaser. By submitting qualifications to the City, the purchaser is also agreeing that the City retains the right to modify or suspend all aspects of the selection and exclusive negotiating process and to waive any defects as to form or content of the offering or any responses that are received.

Conclusion

We appreciate your interest in the City of Oceanside and look forward to discussing your qualifications and the Subject Property.

Submittal packages should be addressed to:

City of Oceanside
Attention: Curtis M. Jackson, Property Agent
300 North Coast Highway
Oceanside, California 92054

Please return your response no later than 4:00 p.m. December 7, 2011.