Outline

• Real Estate Portfolio
• Funding Sources
• Real Estate Uses
• Organizational Structure
• Types of Appraisal Assignments
• Contracting Tips
Naval Facilities Engineering Command (NAVFAC) manages a worldwide portfolio for the U.S. Navy & Marine Corps in:

- All 50 States (975 sites)
- U.S. Territories (62 sites)
- Foreign Countries (146 sites)
Real Estate Portfolio, continued

<table>
<thead>
<tr>
<th>Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land (Fee):</td>
<td>4,703,111 acres</td>
</tr>
<tr>
<td>Facilities:</td>
<td>168,349</td>
</tr>
<tr>
<td>Buildings (Fee):</td>
<td>49,264</td>
</tr>
<tr>
<td>Buildings (Leased):</td>
<td>41,942</td>
</tr>
</tbody>
</table>
Funding Sources

- **Real Estate:** acquisition, renewal (lease, license & easement), disposition (Base Realignment & Closure - BRAC)

- **Encroachment Planning:** acquire Restrictive Use Easements to prevent private encroachment threatening readiness

- **Enhanced Use Leasing:** leveraging underutilized assets to receive in-kind or cash

- **Public Private Ventures:** Private industry to own/manage housing for military service members & dependents (±62,000 units)
Real Estate Uses

- Bases: mixed-use (effectively cities)
- Ranges: flight, bombing, training, testing, etc.
- Airfields: runway, hanger, maintenance, etc.
- Telecommunications
- Security
- Power Generation
- Munitions Storage
- Ocean facilities: docks, repair yards, etc.
- Research & Development (R&D)
- Right of Way: roadways, utilities, pipelines, etc.
Organizational Structure

• NAVFAC processes an $18 billion annual volume of business.

• NAVFAC Appraisers:
  – Chief Appraiser
  – Assistant Chief Appraiser
  – Senior Appraisers (8-10 Staff Reviewers)

• Contract Appraisers necessarily perform the majority of products and services due to the vast size of the organization.
Types of Appraisal Assignments

• **Acquisitions:** special legislation, eminent domain, & land exchange

• **Development:** military construction, Public Private Venture & Enhanced Use Leasing

• **Dispositions:** Base Realignment & Closure

• **Leases, Licenses & Easements:** in-grant & out-grant

• **Encroachment Protection:** Readiness & Environmental Protection Integration (REPI)
Contracting Tips

• **UASFLA: Develop Mastery Understanding**
  – Read UASFLA
  – Re-read UASFLA
  – Take a UASFLA class and become certified
  – Ask reviewer questions

• **Bid your assignments with enough cushion so you have enough time for compliance.**

• **The Commercial and Government Entity (CAGE Code) ID is required:**
  – [www.sam.gov](http://www.sam.gov)
  – 877-352-2255
Contracting Tips, continued

• Source correct definitions from UASFLA

• Unsupported adjustments and conclusions
  – “Based on my experience…” is an insta-FAIL

• Understand transactions requiring “extraordinary verification”

• Understand that listings are prohibited.

• Utilize proper assignment conditions, which may require a legal instruction
Contracting Tips, continued

- All sales have the same economic H&BU as the subject property.

- Proof-read drafts before publication for grammar, spelling, and math errors.

- Differentiate between transactional versus physical adjustments (numeric difference)

- Comply with the unit rule.