



U.S. Navy & Marine Corps

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Outline



- **Real Estate Portfolio**
- **Funding Sources**
- **Real Estate Uses**
- **Organizational Structure**
- **Types of Appraisal Assignments**
- **Contracting Tips**

Real Estate Portfolio



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



Land (Fee):	4,703,111 acres
Facilities:	168,349
Buildings (Fee):	49,264
Buildings (Leased):	41,942

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 ($\pm 62,000$ 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
 - 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 the *unit rule*.**

