

**GENERAL SERVICES ADMINISTRATION**  
Federal Supply Service



**Authorized Federal Supply Schedule Price List**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage! a menu-driven database system. The INTERNET address for GSA Advantage! is: [GSAAdvantage.gov](http://GSAAdvantage.gov).

**Schedule Title:**

**Financial and Business Solutions (FABS)**

Federal Supply Group: 520

Contract No.: GS-23F-0043W

Contract Period: March 23, 2010 through March 22, 2015

Business Size: Large Business

**Williams & Williams Marketing Services, Inc.**



**WILLIAMS & WILLIAMS**

worldwide real estate auction

**7120 S. Lewis Avenue, Suite 200  
Tulsa, OK 74136-5401**

**Phone: (918) 217-6440**

**Fax: (918) 217-6481**

**[douglas.turner@williamsauction.com](mailto:douglas.turner@williamsauction.com)**

**[www.williamsauction.com](http://www.williamsauction.com)**

**Prices Shown Herein are Net (Discount Deducted)  
For more information on ordering from Federal Supply Schedules,  
click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov)**



## CUSTOMER INFORMATION

- 1a. Awarded Special Item Number(s):** SIN 520-2, Transaction Specialist
- 1b. Awarded Pricing:** See Page 4 below
- 2. Maximum Order:** \$1,000,000
- 3. Minimum Order:** \$300 – However, see page 4 table for specific minimum order of \$2,500.
- 4. Geographic Coverage (Delivery Area):** 48 contiguous states, Alaska, Hawaii, Puerto Rico, US territories, Washington, DC, Europe and the Caribbean
- 5. Point(s) of production (city, county, and State or foreign country):** Tulsa, OK
- 6. Discount from list prices or statement of net price:** Prices shown herein are GSA net prices.
- 7. Quantity discounts:** N/A
- 8. Prompt payment terms:** Net 30 days.
- 9a. Government purchase cards are accepted up to the micro-purchase threshold:** Yes.
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Yes
- 10. Foreign items (list items by country of origin):** N/A
- 11a. Time of Delivery:** TBD at task order level
- 11b. Expedited Delivery:** TBD at task order level
- 11c. Overnight and 2-day delivery:** N/A.
- 11d. Urgent Requirements:** Contact Contractor to effect a faster delivery.
- 12. F.O.B. Point(s):** Destination.
- 13a. Ordering address:** 7120 S. Lewis Avenue, Suite 200, Tulsa, OK 74136-5401
- 13b. Ordering procedures:** For services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).
- 14. Payment address:** 7120 S. Lewis Avenue, Suite 200, Tulsa, OK 74136-5401
- 15. Warranty provision:** SCW.
- 16. Export packing charges, if applicable:** N/A.
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor.
- 18. Terms and conditions of rental:** N/A.
- 19. Terms and conditions of installation:** N/A.
- 20. Terms and conditions of repair parts:** N/A.
- 20a. Terms and conditions for any other services:** N/A.
- 21. List of service and distribution points:** N/A.
- 22. List of participating dealers:** N/A.
- 23. Preventive maintenance:** N/A.
- 24a. Special attributes:** N/A.
- 24b. Section 508:** N/A.
- 25. Data Universal Number System (DUNS) number:** 17-7777125
- 26. Notification regarding registration in System for Award Management (SAM) database:** Registered, valid through 12/09/2014; CAGE Code 3GE58.



## **ABOUT WILLIAMS & WILLIAMS**

One of the most respected brands in real estate auction, Williams & Williams has over 100 years of pioneering auction experience. Williams & Williams is an industry trailblazer and one of the largest real estate auction companies. The company has auctioned 40,000 real estate properties valued at over \$4 billion since 2007.

Williams & Williams is a unique real estate auction company with a licensed and centralized approach in all 50 states and a proven performance record for every property type:

- Premier Properties
- Farms and Ranches
- Estates
- Commercial Assets
- Corporate/Financial Real Estate Owned (RELO/ORE/REO)
- Residential homes and land
- International
- REO Portfolio Purchase

Hundreds of auction events, featuring from one to several hundred properties each, are conducted each month by Williams & Williams across all of the U.S. and Puerto Rico. Marketing includes global e-commerce, print and mail strategies and live, competitive bidding across onsite, on-line and simulcast television platforms for all property types, including:

- Entry level homes to historic grand estates
- Commercial buildings to large industrial complexes
- Gentleman farms to the world's foremost ranches

The company is proud of its successful partnership with the nation's mortgage, finance and investment firms for disposition of foreclosed real estate. Williams & Williams Marketing Services, Inc. has also served the United States Department of Justice, Department of Homeland Security, Department of Veterans Affairs, and the State of Michigan in the disposition of real property.

Driven by core values of free market competition and stewardship, our multi-disciplined team of over 130 professional employees are committed to measurable results and sustainable performance on behalf of all our clients and customers.

Williams & Williams leverages its world class marketing, technology and infrastructure, unparalleled logistics platform, and unmatched market research and analytics to attract buyers worldwide for available U. S. assets.



## GSA FEDERAL SUPPLY SCHEDULE PRICE LIST

### SIN 520-2 Transaction Specialist

Property Service	Commission Rate (inclusive of IFF)
REO Residential	5.5% (\$2,500 Minimum) - Excludes fees to buyers.
ASAP	6.95% (\$2,500 Minimum) - Excludes fees to buyers.
Farms and Ranches	7.95% (\$5,000 Minimum) - Includes 4% marketing fee to be paid as a reimbursable, whether property is sold or not.
Commercial	7.95% (\$10,000 Minimum) - Plus 2% marketing fee to be paid as a reimbursable, whether property is sold or not.

### Service Definitions

**Real Estate Owned (REO) Residential:** This service division manages the disposition of Financial- or Government-owned real estate to help mitigate the losses incurred by the defaulting of a mortgage loan. This type of property is defined as Real Estate Owned (REO) or Owned Real Estate (ORE). Our REO disposition services include valuation and preservation, property management and auction marketing, title and closing, analytics and risk management.

**Assisted Sales Auction Program/Short Sale (ASAP):** Williams & Williams' ASAP service offering is a turn-key short sale solution, providing a time definite alternative to foreclosure. We work directly with lenders and borrowers to receive the highest possible full-market value for property within 60 days. The ASAP program is offered and managed by the company's REO Residential Division.

**Farms & Ranches (Includes unimproved land):** This service division manages the disposition of property ranging from small homesteads and unimproved land parcels to the turnkey dispersal of large premier cattle and equestrian facilities for individuals, Corporations and Government sellers. Our Farms & Ranches disposition services include valuation and preservation, property management and auction marketing, title and closing, analytics and risk management.

**Commercial (Includes unimproved land):** This service division manages the disposition of commercial real estate including retail, industrial, hospitality, office, multi-family, mix-use and commercially-zoned land for individuals, Investment companies and Government sellers. Our commercial real estate disposition services include valuation and preservation, property management and auction marketing, title and closing, analytics and risk management.