

**RFP2017-40 RESIDENTIAL TAX APPEAL APPRAISER FOR THE CITY OF TRENTON, DEPARTMENT OF TAX ASSESSORS PROPOSAL OPENING DECEMBER 5, 2017 AT 11:00AM**

RFP2017-40 RESIDENTIAL TAX APPEAL APPRAISER FOR THE CITY OF TRENTON, DEPARTMENT OF TAX ASSESSORS			
NUMBER OF RESPONDENTS:	3		
NAME OF BIDDER	<b>ROBERT M. SAPIO REAL ESTATE APPRAISAL &amp; CONSULTING, LLC</b>	<b>SOCKLER REALTY SERVICES GROUP, INC.</b>	<b>ASSOCIATED APPRAISAL GROUP, INC.</b>
ADDRESS	314 CHERRY AVENUE	299 WARD STREET, SUITE C	6 COMMERCE DRIVE, SUITE 303
CITY, STATE, ZIP	VOORHESS, NJ 08043	HIGHTSTOWN, NJ 08520	CRANFORD, NJ 07016
CONTACT NAME	<b>ROBERT M. SAPIO, JR.</b>	<b>PETER SOCKLER</b>	<b>SEQUOIA BLAIR</b>
TELEPHONE	856-429-2789	609-918-1000	908-967-6137
FAX	856-795-2297	609-918-1006	908-967-6376
E-MAIL	<a href="mailto:RMS@RMSAPIO.COM">RMS@RMSAPIO.COM</a>	<a href="mailto:PETE@SRSGI.COM">PETE@SRSGI.COM</a>	<a href="mailto:SEQUOIA@NJAAG.COM">SEQUOIA@NJAAG.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONAIRE	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDUM	N/A	N/A	N/A
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED
AFFIRMATIVE ACTION STATEMENT	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE	INCLUDED	INCLUDED	INCLUDED
EIC	<b>CERT.#11684 EXP. 07/15/2020</b>	<b>CERT.#36576 EXP. 03/15/2019</b>	<b>CERT.#51900 EXP. 12/15/2020</b>
60-DAY EXTENSION COMPLIANCE	YES	YES	YES
CERTIFICATE OF INSURANCE	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>	<b>REQUIRED FROM AWARDED VENDOR PRIOR TO AWARD</b>
CITY OF TRENTON RESIDENT POLICY	INCLUDED	INCLUDED	INCLUDED
ETHIC COMPLAINT DISCLOSURE FORM	INCLUDED	INCLUDED	INCLUDED
WILLING TO PROVIDE PRIORITY EMERGENCY SERVICES	YES	YES	
W-9	INCLUDED	INCLUDED	INCLUDED
REFERENCES	INCLUDED	INCLUDED	YES
A COST PER APPRAISAL	<b>\$390.00</b>	<b>\$500 TO \$750.00 (EACH APPRAISAL IS QUOTED ON A PER PROPERTY BASIS)</b>	<b>\$750.00</b>
HOURLY RATE FOR PR-TRIAL PREPARATION AND TESTIMONY	<b>\$90.00/HOUR</b>	<b>\$115.00/HOUR</b>	<b>\$125.00/HOUR</b>
EXCEPTIONS (IF ANY)	NONE	NONE	NONE
FATAL FLAW	NONE	NONE	NONE



RE: RFP for Residential Tax Appeal Appraisal Services

West Deptford Township  
Wenonah Borough  
City of Woodbury  
Rowan University

More than 50 various municipalities and agencies throughout Southern New Jersey.

**Appraisal Cost Details**

Usually, real estate appraisals are contracted on a flat fee basis, the price of which is negotiated by the two parties. However, when time is necessary for matters other than preparation of the appraisal, such as, but not limited to, meetings, pre-trial conferences, hearings, testimony, court appearances, etc., that time is billed on a per diem basis at the following hourly rates:

Robert M. Sapio, Jr.	\$125
Michael S. Sapio, MAI	\$125
William J. Sapio, MAI	\$125
Errett L. Vielehr, CTA	\$125
Nicholas Sapio	\$125
Michael A. Descano	\$125
Peter McCaffrey	\$95
All Other Staff Appraisers	\$90

Flat fees and hourly rates include all items of production, typing, reproduction, mailing, etc.

Also enclosed are the resumes of myself and each of our staff members, and related documents.

PROPOSAL FORM  
(MUST BE COMPLETED)

RESIDENTIAL TAX APPEAL APPRAISER

We the undersigned propose to furnish and deliver the above services pursuant to the scope of services and requirements and made part hereof:

COST BREAKOUT SHEET

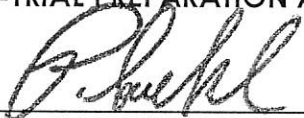
**A COST PER APPRAISAL**

\$ \$500 to \$7,500\*

\*Each appraisal is quoted on a per property basis.

**HOURLY RATE FOR PRE-TRIAL PREPARATION AND TESTIMONY**

\$ \$115.00/hour



(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office at 299 Ward St, Suite C, Hightstown, NJ

COMPANY

Sockler Realty Services Group, Inc.

ADDRESS

299 Ward Street, Suite C

ADDRESS

Hightstown, NJ 08520

FED. ID #

NAME

Peter Sockler

TELEPHONE

609-918-1000

FAX

609-918-1006

EMAIL pete@srsgi.com

DATE December 1, 2017

SIGNATURE



PROPOSAL FORM  
(MUST BE COMPLETED)

RESIDENTIAL TAX APPEAL APPRAISER

We the undersigned propose to furnish and deliver the above services pursuant to the scope of services and requirements and made part hereof:

COST BREAKOUT SHEET

A COST PER APPRAISAL \$ 750.00  
HOURLY RATE FOR PRE-TRIAL PREPARATION AND TESTIMONY \$ 125.00

(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office at 6 Commerce Drive, Cranford, NJ 07016

Associated Appraisal Group, Inc.

COMPANY

6 Commerce Drive

ADDRESS

Suite 303

ADDRESS

Cranford, New Jersey 07016

FED. ID #

NAME

Sequoia Blair

TELEPHONE

(908) 967.6137

FAX

(908) 967.6376

EMAIL sequoia@njaag.com

DATE 30-November-2017

SIGNATURE 

## HOURLY RATES and CHARGES

Associated Appraisal Group shall assist the Municipality by providing an expert witness at the County Tax Board and State Tax Court level. Services include negotiation, preliminary analysis, conferences, complete appraisal reports, preparation of exhibits and expert testimony.

### COUNTY TAX BOARD APPRAISAL SERVICES:

Class 2 Properties—Comparable Sales Analysis	\$150 / case
Class 4A, 4B, & 4C Properties	Fees to be determined on a case-by-case basis
Testimony, Meetings, Conferences, Depositions, etc.	\$125 / hour

### STATE TAX COURT APPRAISAL SERVICES:

Appraisal reports will be prepared in conformity with the Uniform Standards of Professional Appraisal Practice. All three approaches to value will be considered and none will be excluded without a detailed discussion.

Our fees for providing the services is based on the hourly rates as follows:

Consulting Services & Preliminary Analysis	\$125 / hour
Testimony, Meetings, Conferences, Depositions, etc.	\$125 / hour

### PREPARATION OF COMPLETE APPRAISAL REPORTS:

Class 2 Properties	\$750
Class 4A, 4B & 4C Properties	\$3,000 - \$5,000
Class 1 & Special Purpose Properties	Fees to be determined on a case-by-case basis