

PROPOSAL NAME/NUMBER: 26-285-03-02 / Real Estate Broker Services

OPEN DATE: March 02, 2026 2:00 PM CST

Firm	Average Evaluation Score
SVN Hanna Solutions Commercial Real Estate	94.0
Adrian A. Arriaga, dba Sperry Commercial Global Affiliates	94.0
Zuazua Real Estate, LLC.	82.0
Dennis Bethea Broker	64.0

PROPOSAL NAME/NUMBER: 26-285-03-02 / Real Estate Broker Services



OPEN DATE: March 02, 2026 2:00 PM CST

Evaluator	Andy Garcia	Vidal Roman	Alex Hernandez
	Evaluator #1	Evaluator #2	Evaluator #3

Proposer	Rating	Points	Rating	Points	Rating	Points	Average
SVN Hanna Solutions Commercial Real Estate 1001 E. Jackson Ave., Ste. A McAllen, TX 78501							
	Acceptable		Acceptable		Acceptable		
Sec. a. Team and Key Peronnel's Qualifications (20 Total Maximum Points)	Acceptable	17	Acceptable	20	Acceptable	20	
Sec. b. Firm's Qualifications and Experience (25 Total Maximum Points)	Acceptable	23	Acceptable	21	Acceptable	20	
Sec. c. Capacity to Perform (20 Maximum Points)	Acceptable	20	Acceptable	19	Acceptable	20	
Sec. d. Proposed Strategy and Marketing Approach (20 Maximum Points)	Acceptable	19	Acceptable	20	Acceptable	20	
Sec. e. References and Past Performance (15 Maximum Points)	Acceptable	15	Acceptable	14	Acceptable	15	
Final Determination of Review		94		94		95	94

Notes:

Strengths: (EV1) Mark Hannah moderate experience (10 yrs). Strong team with 7 realtors, 1 operations manager, 1 office manager, and property management team. Strong experience in land, retail, office, industrial and investment assets.; *Strong municipal experience (MEDC, MEDA, Hidalgo County, City of Edinburg EDC, City of Donna EDC, La Feria Industrial Development Corporation. 200 offices and 500 markets in SVN. Engaged at top conferences ICSC and TEDC.*; Full services capacity include brokerage, advisory, market analysis, strategic planning, and property management. Large team with high capacity (7 realtors aside from other team members).; *Market analysis and strategic positioning methodology (market analysis, zoning/land use, asset positioning). Targeted outreach and large SVN network. Uses Costar, LoopNet, CREXIS, Google, LinkedIn, Facebook, Instagram, Matterport, and Placer.ai.*; Experience with municipalities/public entities including MEDC, MEDA, Hidalgo County, Donna and Edinburg EDC, La Feria IDC, and provides very strong municipal, credible references. Recent experience with Mission. **(EV2)** Number of real estate advisor - 7; Ample staff to have an individual assigned to city.; **(EV3)** At 200 offices& over 500 representation market; Current @ 11 employees within the local area; *up to date with all transportation & reports*; Worked with 3 different cities plus have current representation with Hidalgo County & MEDC

Weaknesses: (EV1) Limited detail on experience of team members.; **(EV2)** *Experience shown on economic development projects and no municipalities.*; No resumes on staff.; No cities **(EV3)**

Comments: (EV1) See backup notes; See Backup notes; See Backup notes; See Backup notes; See Backup notes

PROPOSAL NAME/NUMBER: 26-285-03-02 / Real Estate Broker Services



OPEN DATE: March 02, 2026 2:00 PM CST

Evaluator	Andy Garcia	Vidal Roman	Alex Hernandez
	Evaluator #1	Evaluator #2	Evaluator #3

Proposer	Andy Garcia		Vidal Roman		Alex Hernandez		Average
	Rating	Points	Rating	Points	Rating	Points	
Adrian A. Arriaga, dba Sperry Commercial Global Affiliates 3700 N. 10th St., Ste. 309 McAllen, Tx 78501	Acceptable		Acceptable		Acceptable		
Sec. a. Team and Key Peronnel's Qualifications (20 Total Maximum Points)	Acceptable	20	Acceptable	18	Acceptable	20	
Sec. b. Firm's Qualifications and Experience (25 Total Maximum Points)	Acceptable	23	Acceptable	24	Acceptable	20	
Sec. c. Capacity to Perform (20 Maximum Points)	Acceptable	17	Acceptable	19	Acceptable	20	
Sec. d. Proposed Strategy and Marketing Approach (20 Maximum Points)	Acceptable	16	Acceptable	20	Acceptable	20	
Sec. e. References and Past Performance (15 Maximum Points)	Acceptable	15	Acceptable	15	Acceptable	15	
Final Determination of Review		91		96		95	94

Notes:

Strengths: (EV1) Primary realtor has a very strong background and experience with 44 years of brokerage experience and experience serving on industry boards such as TREC, Greater McAllen Association of Realtors, NAR, CCIM, and McAllen Chamber and EDC. He has SIOR, CCIM, and CIPS designation. Experience with 380 Agreements and Housing Tax Credits. Secondary realtor has 25 years' experience.; *Strong public sector experience (McAllen ISD, La Joya ISD, City of McAllen, City of Mission with MEDA/MEDC). Large firm network.;* Strong knowledge in real estate and municipal experience.; *Marketing via MLA, CCIM, CREXI, Loopnet, and Sperry.* Experience with municipalities/public entities including MEDC/MEDA, McAllen ISD, La Joya ISD, and City of McAllen. Provides one strong municipal, credible reference for the McAllen Recycling Center. Experience with high-end commercial projects. **(EV2) (EV3)** Over 20 yrs of experience. Served in McAllen EDC; *Good experience with McAllen ISD, La Joya ISD, on Public Sector with MEDC, McAllen, and Several Private Sectors; 2 commercial brokers, over 25 years of experience; Commercial Hidalgo, McAllen, Pharr EDC; City of La Joya, City of McAllen, Mission EDC*

Weaknesses: (EV1) Only two brokers are available aside from property manager.; **(EV2) (EV3)** 0 staff employees

Comments: (EV1) See backup notes; *See backup notes; See backup notes; See backup notes; See backup notes*

PROPOSAL NAME/NUMBER: 26-285-03-02 / Real Estate Broker Services



OPEN DATE: March 02, 2026 2:00 PM CST

Evaluator	Andy Garcia	Vidal Roman	Alex Hernandez
	Evaluator #1	Evaluator #2	Evaluator #3

Proposer	Rating	Points	Rating	Points	Rating	Points	Average
Zuazua Real Estate, LLC. 2216 Padre Blvd., Ste. B-35 Brownsville, TX 78597	Acceptable		Acceptable		Acceptable		
Sec. a. Team and Key Peronnel's Qualifications (20 Total Maximum Points)	Acceptable	15	Acceptable	18	Acceptable	20	
Sec. b. Firm's Qualifications and Experience (25 Total Maximum Points)	Acceptable	16	Acceptable	20	Acceptable	15	
Sec. c. Capacity to Perform (20 Maximum Points)	Acceptable	15	Acceptable	18	May be Acceptable	20	
Sec. d. Proposed Strategy and Marketing Approach (20 Maximum Points)	Acceptable	17	Acceptable	20	Acceptable	15	
Sec. e. References and Past Performance (15 Maximum Points)	Acceptable	12	Acceptable	14	Acceptable	10	
Final Determination of Review		75		90		80	82

Notes:

parties dealing with municipalities.; Provides array of services including brokerage, market analysis and advisory services.; Offers property marketing brokerage, market analysis, advisory services.; Professional photography, drone imagery, social media, and targeted outreach. Provides regular reporting for performance.; Some good commercial projects. (EV2) Resumes & Certifications provided; Certification on file; Good approach on marketing-comprehensive.; (EV3) Over 7 years Broker residential & commercial and land brokerage; 9 years of Broker agent; Worked with city of Pharr, CCRMA Appraisals R.O.W.. Dr. Zauzua Broker over 7 years real estate Brokerage; worked with 2 cities & 2 counties.; Worked with City of Pharr and Right of Way Appraisals for City of Edinburg.

Weaknesses: (EV1) Limited experience in real estate by lead realtor. No direct municipal work.; Two realtors in firm, limited municipal work.; Only two realtors; No large firm-based networks, only MLS named as listing service.; No direct projects with municipalities. 2/4 are appraisals. (EV2) Number of staffing; Years of experience is too low; (EV3) Only 5 yrs of experience. License Real Estate Sales Agent; Only 5 yrs of experience; 0 staff employees;

Comments: (EV1) See backup notes; See backup notes; See backup notes; See backup notes; See backup notes

PROPOSAL NAME/NUMBER: 26-285-03-02 / Real Estate Broker Services



OPEN DATE: March 02, 2026 2:00 PM CST

Evaluator	Andy Garcia	Vidal Roman	Alex Hernandez
	Evaluator #1	Evaluator #2	Evaluator #3

Proposer	Rating	Points	Rating	Points	Rating	Points	Average
Dennis Bethea Broker 1702 Magdalena Ave Mission, TX 78572	Unacceptable		Acceptable		Unacceptable		
Sec. a. Team and Key Peronnel's Qualifications (20 Total Maximum Points)	Not Acceptable	10	Acceptable	17	Not Acceptable	10	
Sec. b. Firm's Qualifications and Experience (25 Total Maximum Points)	Not Acceptable	10	Acceptable	17	Not Acceptable	10	
Sec. c. Capacity to Perform (20 Maximum Points)	Not Acceptable	10	Acceptable	19	Not Acceptable	10	
Sec. d. Proposed Strategy and Marketing Approach (20 Maximum Points)	Acceptable	15	Acceptable	20	Acceptable	15	
Sec. e. References and Past Performance (15 Maximum Points)	Not Acceptable	8	Acceptable	15	Not Acceptable	5	
Final Determination of Review		53		88		50	64

Notes:

Strengths: (EV1) Structured property evaluation and positioning. Mentions MLS, digital marketing, and targeted outreach. Reporting provided.; **(EV2)** Focus on project; Required license and professional development; Availability to begin; References demonstrate working within municipalities **(EV3)** Standard Digital Marketing with Daily Monitoring;

Weaknesses: (EV1) Only one person on team. Realtor since 2021 (5 yrs experience). No government experience; No firm level data given there is only one team member. Firm qualifications are the same as team qualifications. Only one realtor. Very limited capacity and experience with governmental real estate. No description of digital marketing platforms or other listing services.; Only two independent references, non-municipal. Only small projects with exception of one fourplex. Mentions residential construction sales, but no numbers provided. **(EV2)** Sole proprietor - no other personnel; Number of years of experience; **(EV3)** 1 year of experience; No copy of certificate; Staff experience only 1 year; None

Comments: (EV1) See Backup notes.; See Backup notes; Mentions back up support from other potential subcontractors. See back up notes.; See backup notes; See backup notes **(EV2)** Scoring is based on individual ability to focus on task at hand.;