

**ATTACHMENT F**  
**2026-27 Proposed Rates**  
**Real Estate Services Department**

The Real Estate Services Department (RES D) consists of two billable sections: the Leasing and Property Management section and Appraisal and Acquisition section. The primary responsibilities of the Leasing and Property Management section are to negotiate and administer revenue and expenditure leases on behalf of County departments. The Acquisition and Appraisal section provides appraisal, acquisition, and relocation assistance for County departments and, upon request, to other agencies, including the San Bernardino County Transportation Authority (SBCTA), the State of California, and various cities.

Expenditure leases with payments greater than or equal to \$36,000 per year have a rate based on a percentage of the total annual lease payments. All other services, including revenue and expenditure leases with less than a \$36,000 annual lease cost, are charged on an hourly basis.

**Changes to Rates for FY2026-27:**

The 2026-27 proposed percentage of total annual lease cost for expenditure leases greater than \$36,000 will remain the same at 2.75%. The internal hourly rate is proposed to increase from \$126/Hour to \$161/Hour (28% increase) and the external hourly rate that is charged to outside customers (e.g. SBCTA and cities) will increase from \$133/Hour to \$165/Hour (24% increase) primarily due to an increase in salaries and benefits costs for three non-billable positions added resulting in increased overhead costs.

<b>Leasing and Acquisition Services</b>	<b>Current Internal Rate</b>	<b>Proposed Internal Rate</b>	<b>Current External Rate</b>	<b>Proposed External Rate</b>
Expenditure Leases ≥ \$36,000	2.75% of Annual Lease Cost	2.75% of Annual Lease Cost	N/A	N/A
Expenditure Leases < \$36,000	\$126/Hour	\$161/Hour	\$133/Hour	\$165/Hour
Revenue Leases	\$126/Hour	\$161/Hour	\$133/Hour	\$165/Hour
All Other Services	\$126/Hour	\$161/Hour	\$133/Hour	\$165/Hour

**Impacts of Changes:**

Approval of the rates above will have the following impact:

<b>Leasing and Acquisition Services</b>	<b>2025-26 Revenue (Projected)</b>	<b>2026-27 Revenue (Estimated)</b>	<b>Change</b>	<b>External Revenue</b>	<b>Impact to User Departments</b>
Expenditure Leases ≥ \$36,000	\$2,309,622	\$2,437,012	\$127,390	\$0	\$127,390
All Hourly Services	\$2,469,796	\$3,684,310	\$1,214,514	\$12,705	\$1,201,809

The increase in revenue for expenditure leases greater than or equal to \$36,000 per year is due to the increase size of the lease portfolio. The estimated increase in revenue for all hourly services for 2026-27 is driven primarily by the increase in the hourly billing rate associated with higher salary and benefit costs, with a secondary impact from increased billable hours resulting from filling four vacant positions and adding three staff.