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## Federal Asset Sales Mission

*Develop and manage processes, procedures, and technology so that citizens can find and acquire real and personal property available for sale.*

## What is the Federal Asset Sales Program?

*Each year, the federal government sells billions of dollars worth of surplus, exchange/sale and forfeited personal property and real estate assets to the public. The Electronic Federal Asset Sales (eFAS) Program created a one-stop online website for federal sellers to advertise property for sale and for buyers to find property they wish to buy. The website, [www.GovSales.gov](http://www.GovSales.gov) serves as a clearinghouse for information about eFAS.*



U.S. General Services Administration

## Find Government Property for Sale Online



Federal Recycling Program  Printed on Recycled Paper

**Federal Asset Sales Program**

**GovSales.gov**

The Official Site to Buy U.S. Government Property



## Federal Asset Sales

### Why is the Federal Asset Sales Program (eFAS) Important to My Agency?

In the past, individual agencies advertised their property for sale in a number of different ways. It was difficult for a citizen to find even a fraction of the property available without searching a number of websites, newspapers, and other sources.

Through the use of the **GovSales.gov** website, agencies with property for sale can be assured that their property will be searchable by thousands of potential buyers, providing the greatest exposure to these buyers and, in turn, the most competitive price at the time of sale.

### Goals

The goals of eFAS are as follows:

- Leverage technology to maximize the visibility of federal assets available for sale to the public
- Select and utilize efficient and effective personal property sales centers and real property portal sponsors to conduct federal sales
- Create communication strategies to facilitate the success and viability of eFAS
- Institutionalize eFAS business processes to better inform government decision making and planning processes

### Sales Center and Portal Sponsor Services

The eFAS Executive Steering Committee (ESC) has identified the types of services sales centers and portal sponsors may choose to offer, along with the mandatory and discretionary features of those services. The three types of services are:

- **E-Marketplace Services** – Provide online auction venues capable of selling assets to a wide variety of buyers
- **Live Sales Services** – Support the sale of assets at (non-Internet/non-virtual) physical location(s) through any of the following sales methods: sealed bid, spot bid, live auction, drop-by, fixed price, or negotiated sales
- **Value Added Services (VAS)** – Furnish agencies with expertise, sales support and logistics services to support E-Marketplace or Live Sales Services

### What has eFAS Accomplished Thus Far?

- Established Executive Steering Committee (ESC) of cabinet-level agencies to collaborate on federal personal and real property sales
- Formed a centralized Planning Office to manage and coordinate eFAS activities
- Developed governmentwide performance measures and metrics
- Successfully launched **GovSales.gov**, linking all participating sales centers and portal sponsors to a central website
- Conducted usability testing and determined the most citizen-friendly options for developing the **GovSales.gov** website
- Developed and executed a communications strategy to promote the **GovSales.gov** identity and brand
- Established six eFAS authorized sales centers

- Developed and published an update to Federal Management Regulation 102-38 (the regulation governing Federal personal property) which incorporates the provisions of eFAS, including the requirement for sales to be conducted only by authorized sales centers through the **GovSales.gov** website.

### What is eFAS Today?

**GovSales.gov** enables federal agencies to share resources and benefit from increased economies of scale and best practices. eFAS will also enable reduced development and maintenance costs for any agency planning to develop its own electronic sales system by leveraging best practices and offering those with existing systems an opportunity to access a broader and more coordinated marketplace for customer inquiry and sales. The end result is both increased revenues and cost savings to the government and enhanced customer satisfaction for agency sellers as well as individual citizens and business buyers.

### What is in the Future for eFAS?

eFAS will continue to identify and implement additional sales centers and portal sponsors that demonstrate best practices. All scorecard agencies have either migrated to an approved sales center or have applied for a waiver to continue selling property as they did before eFAS. We will continue our focus on improving the **GovSales.gov** website through usability testing recommendations as well as focus on increasing website traffic through communication activities aimed at both niche markets and the general public. With the exception of those agencies granted waivers for unique circumstances, all agencies will either migrate to or become an approved sales center. As we continue to improve eFAS, we look forward to participation from all agencies as either service providers or customers.

By working jointly with our federal agency partners, the **GovSales.gov** portal will remain "The Official Site to Buy U.S. Government Property."

### GovSales.gov

The Official Site to Buy U.S. Government Property

For information about current government sales and auctions visit **www.GovSales.gov**

For general information about Federal Asset Sales visit **www.gsa.gov/GovSales**