

# A Non-traditional Approach to Sell Underutilized and Surplus Real Estate.



## The Benefits of Auction Sales:

- Alternative to Conventional Listing
- Eliminate Holding Costs
- Create Competitive Environment
- Urgency for Buyers to Act
- National Marketing Campaign
- Reach All Potential Buyers
- Date Certain, No Contingency Sale
- Online Pre-Event Due Diligence
- Sell “Absolute” or with Minimum “Reserve Price”
- 120 Day Process – Start to Finish
- Bids Represent Current Market Value
- All Cash Closings, Typically < 45 days

There clearly is no one-size-fits-all solution when it comes to selling excess properties. NAI is truly a partner and advisor to a property owner choosing auction as an alternative method of sale.

Realizing that each property is unique, NAI Global has designed a program which offers property owners more than one option for auction sales. Through the program NAI has developed, NAI Member offices offer property owners three distinct auction solutions:

Live Auction | Sealed Bid Auction | Online Auction



Commercial Real Estate Services, Worldwide.

## Live Auction:

- All Property Types – Residential or Commercial Properties
- Large or Small Properties
- Well Suited When Potential Buyer is Likely in Close Proximity to Subject Property or the Seller offers Multiple Properties in the Same Market Area
- Seller Funds Broad Based Marketing Campaign
- Bidders Attend Live Auction or Bid Online
- Seller prefers to have Property Sold to the Last and Highest (Most Qualified) Bidder at Live Auction
- Sellers Wants to Achieve Real Market Value – Let the Market Set the Price
- Buyer Pays Buyer's Premium of 10%

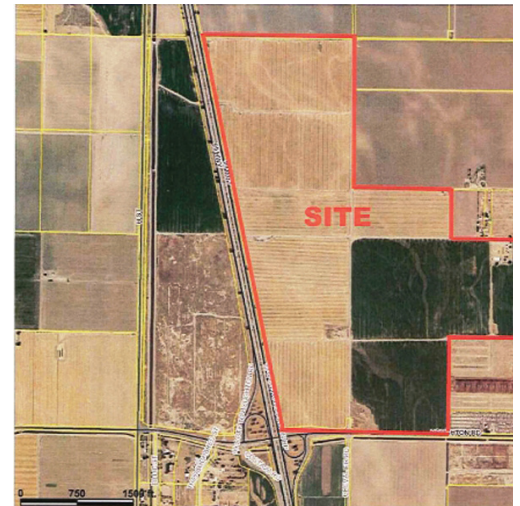
## Sealed Bid Auction:

- Individual Commercial Properties or Portfolios > \$500,000
- Vacant and Underutilized Properties
- Income Producing Properties
- Complex Properties
- Seller Funds Broad Based Marketing Campaign
- Seller Desires Confidential Offers by Bid Due Date
- Seller May Request "Best and Final" Bids from Top Bidders
- Buyer Pays Buyer's Premium of 5%; Seller Fee is 3%

## Online Auction:

- Commercial Properties Currently or Previously Listed with an Agent
- Properties have been "Exposed to the Market"
- Agent and/or Seller Fund Marketing Budget
- Property Signs Changed to Reflect the Online Auction
- Online Bidding Held on a Predetermined Date/Time
- Buyer's Premium:
  - \$500,001 to \$2,000,000 - 2.25%
  - \$2,000,001 – \$5,000,000- 1.75%
  - \$5,000,001 – \$10,000,000 - 1.25%
  - \$10,000,001 – \$25,000,000 - 0.75%
  - \$25,000,001 and Over - 0.50%

**In all cases, auctions provide a sense of urgency for buyers to act. Auctions eliminate drawn out negotiations with a process that typically takes no more than 120 days – start to finish.**



If you are a property owner considering an alternative to traditional marketing, we urge you to consider NAI for auction solutions. More information about our program can be obtained by contacting your local NAI representative or:

Patricia Faulkner  
Senior Vice President  
NAI Global  
+1 732 238 3322  
pfaulkner@naiglobal.com  
www.naiglobal.com



Commercial Real Estate Services, Worldwide.