



**GREAT ROCK
AUCTIONS**

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Premium Real Estate Auction Services



What Makes A Perfect Auction Candidate?

THE PROPERTY

- Portfolio sales (seller can line up all offers at once and make an educated decision)
- Unique or hard to value properties (Schools, Churches, etc.)
- Properties with a small or dispersed buying pool
- Accidental “one-off” landlord has lost its tenant
- Primary and Secondary Residences
- A building or shopping center that has lost major tenants.

SELLER CIRCUMSTANCE

- The Seller seeks immediate liquidity
- Banked owned properties
- Seller needs to structure sale; i.e., property may have issue (environmental contamination, etc.) allowing seller to sell property “as is”
- The listing is aging, and has been on the market for 180 days or more
- Residential Development that has slow absorption
- Developer or Builder owned properties
- Property is still in “construction financing”
- Mortgage is coming to maturity in the next 24 months
- Property has been purchased in the last five years, and purchasers planned aggressive value add improvements and/or used aggressive assumptions (rental rate) increases on their pro forma



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www.greatrock.com