

## SOUTHEAST REGIONAL ACCELERATED MARKETING EVENT

### QUALIFYING PARAMETERS

- ◆ High Probability Sellers are:
  1. Lender Owned
  2. REO/ Bankruptcy
  3. Receiverships
  4. Government Owned e.g. Municipal, State, Federal
  5. Highly Distressed Assets-Individual Assets and Portfolios
  
- ◆ Lower Probability Sellers are:
  1. Individual Sellers
  2. Investors
  3. Developers
  4. Builders
  5. Heirs that are highly motivated
  
- ◆ 50—60% of *CURRENT AV*, BOV or list price required (lower for land) OR 60—70% of estimated recovery value. SVN Advisor to provide BOV with SWOT analysis for review.
  
- ◆ Debt, if any, can be no more than 60% of above target
  
- ◆ Seller must be motivated to sell for today's market value with a compelling reason for sale.
  
- ◆ Minimum Deal Size \$1,000,000 preferred.

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