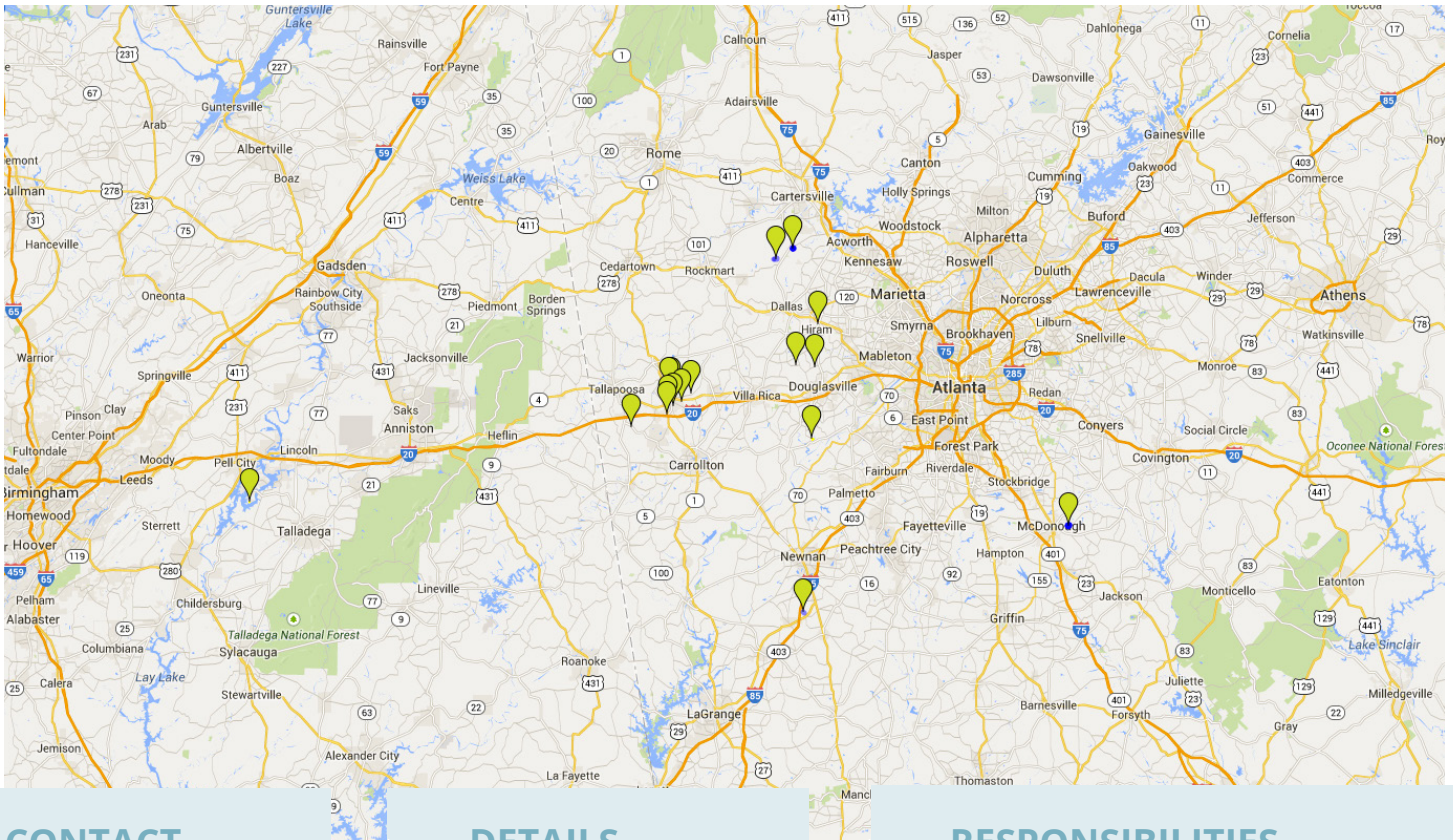


CASE STUDY

FDIC PORTFOLIO

DISPOSITION OF 20 REO LAND ASSETS FOR THE FDIC



CONTACT



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PRINCIPAL

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DETAILS

LOCATION

Georgia and Alabama

ASSET TYPE

275+ Acres of Land
298 Developed Lots

TIME FRAME

120 Days
(3Q 2013 - 4Q 2013)

DIRECT SALES VOLUME (10 ASSETS)

\$3,198,000

AUCTION VOLUME (10 ASSETS)

\$910,500

TOTAL SALES VOLUME

\$4,108,500

RESPONSIBILITIES

- » Collected large amount of due diligence material and background information on each asset
- » Worked with FDIC to validate legal descriptions and update surveys
- » Assembled marketing package for each asset
- » Installed signage for each property
- » Built comprehensive website mapping and outlining details of each asset
- » Placed listings on multiple websites including Loopnet, Costar, etc
- » Large email campaign, as well as direct marketing to neighboring property owners
- » Assembled contracts and oversaw closing process for each asset