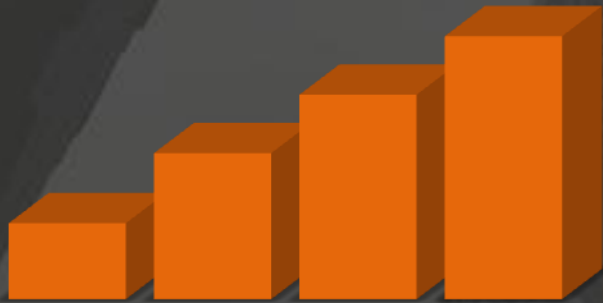


Get Your Deal Done



Why Auction?



Auctions are the proven way to achieve maximum value for your property in the shortest possible timeframe.

Why AuctionPoint?

AuctionPoint is the online auction platform designed specifically for the disposition of commercial properties.

AuctionPoint creates property-specific auction websites that your broker markets to the best potential buyer pool.

LEASED-INVESTMENT - IRVINE CA
ONLINE AUCTION SEPT 18 - 9,723 SF - MIN BID 12% CAP RATE



LISTING BROKER:
CBRE
COMMERCIAL REAL ESTATE SERVICES

PROPERTY LOCATION
Von Karman Center
18782 Von Karman Avenue
Unit 25
Irvine, CA 92606

ONLINE AUCTION
Date: September 18, 2009
Starts: 11:00 AM PST
Ends: 03:00 PM PST

ENTER

Broker Participation Welcome

CBRE
COMMERCIAL REAL ESTATE SERVICES

Anthony DeLorenzo
CA LIC: 01766886
anthony.delorenzo@cbre.com
(949) 725-6425


Pat Scroggs
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(949) 725-6520

Gary Stache
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(949) 725-6532

Paul Pacion
Auction Support
paul.pacion@cbre.com
(949) 725-6438

Powered by AuctionPoint

OFFICE BUILDING - SANTA ANA, CA
ONLINE AUCTION DEC 3 - 38,316 SF - MIN BID \$85 PSF



LISTING BROKER:
Lee & Associates
COMMERCIAL REAL ESTATE SERVICES

PROPERTY LOCATION
Brookhollow Office Building
1570 S. Warner Avenue
Santa Ana, CA 92705

ONLINE AUCTION
Date: December 03, 2009
Starts: 11:00 AM PST
Ends: 03:00 PM PST

ENTER

Broker Participation Welcome

Lee & Associates
COMMERCIAL REAL ESTATE SERVICES

David Newton
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Ortig Domínguez
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Jeff Stephens
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Powered by AuctionPoint

INDUSTRIAL BLDG - MURRIETA, CA
ONLINE AUCTION JAN 12 - 7,933 SF - MIN BID \$50 PSF



LISTING BROKER:
GRUBB & ELLIS
From Insight to Results

PROPERTY LOCATION
Industrial Building, +/- 7933 SF
41570 Rogovin Way
Murrieta, CA 92562

ONLINE AUCTION
Date: January 12, 2010
Starts: 11:00 AM PST
Ends: 03:00 PM PST

ENTER

Broker Participation Welcome

GRUBB & ELLIS
From Insight to Results

Terril Pobley Dalhamer
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terril.dalhamer@grubb-ellis.com
951-282-7889

Powered by AuctionPoint

Proven Results

Founded by two commercial developers who were holding significant inventory in late 2007. 13 properties had been on the market for an average of 27 months with no activity. After exhausting traditional marketing strategies, the developers created the broker-run online auction platform.

M 2 properties

The Results?

- 10 out of the 13 available properties SOLD
- 4 sold prior to auction, just by motivating buyers off of the sidelines
- 6 sold at auction after only 5 weeks of marketing



Brokers from leading firms across the country have adopted the platform:



How It Works

Start-to-finish, the process takes 8 weeks or less.



Weeks 1-2

PRICE

BUILD

Weeks 3-7

MARKET

Week 8

AUCTION

CLOSE

Price

You and your broker set the starting bid – the first and most important step in a successful auction.

Build

Using the AuctionPoint input screens, your broker quickly and easily uploads property information, pictures, due diligence materials and the purchase agreement to create the auction website.



Weeks 1-2

PRICE

BUILD

Weeks 3-7

MARKET

Week 8

AUCTION

CLOSE

Market

Your broker markets the auction through traditional methods such as signage, flyers and emails - with the goal of driving potential buyers to your auction website.

Interested buyers submit their contact information and your broker qualifies bidders for the auction.

The broker monitors all auction website activity and reports progress to you.



Auction

The auction is held online at the auction website. Potential buyers bid in real time.

You and your broker have full access to the auction “back room” and can see all bidding activity.

Close

The winning bidder signs the purchase agreement within 48 hours of the close of auction and you open the escrow.



Administration for : [16782 Von Karman Avenue, Unit 25](#)

Bid History

Type	Last Name, First Name	Company	Broker / Client	Bidder #	Bid Amount	Time
B	Thompson, Roger 1031roger@email.com	Wallender Commercial Real Estate Services, Inc.	Brig & Lita Hart, R3Global, or nominee (Buyer)	2336	1,730,000	16:57:13 Sep 18, 2009
C	Huang, Charles ch8029@hotmail.com			0574	1,725,000	16:57:06 Sep 18, 2009
B	Thompson, Roger 1031roger@email.com	Wallender Commercial Real Estate Services, Inc.	Brig & Lita Hart, R3Global, or nominee (Buyer)	2336	1,720,000	16:54:48 Sep 18, 2009
C	Huang, Charles ch8029@hotmail.com			0574	1,715,000	16:50:35 Sep 18, 2009
B	Thompson, Roger 1031roger@email.com	Wallender Commercial Real Estate Services, Inc.	Brig & Lita Hart, R3Global, or nominee (Buyer)	2336	1,710,000	16:48:51 Sep 18, 2009
C	Huang, Charles ch8029@hotmail.com			0574	1,705,000	16:48:42 Sep 18, 2009
B	Thompson, Roger 1031roger@email.com	Wallender Commercial Real Estate Services, Inc.	Brig & Lita Hart, R3Global, or nominee (Buyer)	2336	1,700,000	16:47:57 Sep 18, 2009

Case Study #1 – Leased Investment Auction

Welcome! [Sign In](#) or [Register](#) [SELL A PROPERTY](#) [CONTACT US](#) [FAQS](#) [HELP](#)


LEASED-INVESTMENT - IRVINE CA

Original Asking Price: \$2,284,905

CBRE
CB RICHARD ELLIS

16782 Von Karman Avenue, Unit 25

Auction Room | Property Details | Due Diligence | Purchase Agreement | How to Bid | For Brokers



Winning Bid: \$1,730,000
No hidden reserves. [What's this?](#)

Cap Rate: 8.1% [What's this?](#)

Per SF: \$177.93 per SF

Start Time: 9/18/2009 11:00 AM PST

End Time: 9/18/2009 5:02 PM PST
Or 5 minutes after the last bid. [Why?](#)

Your Bid:

BID NOW

Property Overview

[View Full Property Details](#)

Name: Von Karman Center
Address: 16782 Von Karman Avenue [View Map](#)
Unit 25
Irvine, CA 92606

Type: Industrial **Year Built:** 2008

Building Size: 9,723 SF **Parking:** 22

Property Website: www.vonkarmancenter.com

Preferred Lender: Bank of America

Highlights:

- Leased through September 2012
- Personally guaranteed lease
- Amenity-rich area
- 2-story flex-industrial condominium
- Abundant parking
- Brand new tenant improvements
- High-image building design by Ware Malcomb Architects
- Prestigious location

CBRE
CB RICHARD ELLIS

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Pat Scruggs
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Gary Stache
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(949) 725-8532

Paul Pacun
Auction Support
paul.pacun@cbre.com
(949) 725-8438

16782 Von Karman, Unit 25, Irvine, California

Closed escrow: October 30, 2009

Winning bid: \$1,730,000

Auction participants: 97

Qualified bidders: 21

Bids received: 87

This property was successfully auctioned after just 5 weeks of marketing by the brokers. Prior to the auction program the property sat on the market for 24 months with no activity, despite traditional marketing efforts.

Case Study #2 – 5 weeks to sale

Welcome! [Sign In](#) or [Register](#) [SELL A PROPERTY](#) [CONTACT US](#) [FAQS](#) [HELP](#)


FLEX-INDUSTRIAL CONDO - TUSTIN CA

Original Asking Price: \$993,527

CBRE
CB RICHARD ELLIS

1382 Valencia Avenue, Unit J

[Auction Room](#) [Property Details](#) [Due Diligence](#) [Purchase Agreement](#) [How to Bid](#) [For Brokers](#)



Winning Bid: \$560,000
No hidden reserves. [What's this?](#)

Cap Rate: N/A [What's this?](#)
Per SF: \$148.38 per SF
Start Time: 9/15/2009 11:00 AM PST
End Time: 9/15/2009 3:00 PM PST
Or 5 minutes after the last bid. [Why?](#)

Your Bid:

BID NOW

Property Overview

[View Full Property Details](#)

Name: Valencia Business Center
Address: 1382 Valencia Avenue
Unit J
Tustin, CA 92780
[View Map](#)

Type: Industrial
Building Size: 3,774 SF
Property Website: www.valenciabusinesscenter.com
Preferred Lender: Bank of America

Year Built: 2008
Parking: 8

Highlights:

- Move-in ready, with HVAC, lights, restrooms and flooring in place
- Industrial building with 2-story office
- High-image building design by Ware Malcomb Architects
- Fully fire-sprinklered
- Convenient grade level loading
- Excellent freeway access
- 21' clear height in warehouse, allowing for stacked storage

CBRE
CB RICHARD ELLIS

Christopher Bates
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(949) 725-8463

David Bolt
CA LIC: 01168899
david.bolt@cbre.com
(949) 725-8615

Andrew Morrow
CA LIC: 01498730
andrew.morrow@cbre.com
(949) 725-8485

Matt Christensen
CA LIC: 01840863
matt.christensen@cbre.com
(949) 725-8432

1382 Valencia Avenue, Unit J, Tustin California

Closed escrow: November 16, 2009

Winning bid: \$560,000

Auction participants: 113

Qualified bidders: 33

Bids received: 30

Brokers marketed this auction for just five weeks before getting a signed purchase agreement. The property had been marketed using traditional methods for 30 months prior to the auction program with no activity.

Case Study #3 – Pre-emptive offer

Welcome! Sign In or Register

SELL A PROPERTY CONTACT US FAQS HELP

FLEX-INDUSTRIAL CONDO - IRVINE, CA
Original Asking Price: \$1,853,851

16782 Von Karman Avenue, Unit 24

Auction Room Property Details Due Diligence Purchase Agreement How to Bid For Brokers

Winning Bid: \$1,060,000
No hidden reserves. [What's this?](#)
Cap Rate: N/A [What's this?](#)
Per SF: \$143 per SF
Start Time: 9/16/2009 11:00 AM PST
End Time: 9/16/2009 4:28 PM PST
Or 5 minutes after the last bid. [Why?](#)

Your Bid:

BID NOW

Property Overview [View Full Property Details](#)

Name: Von Karman Center
Address: 16782 Von Karman Avenue Unit 24 Irvine, CA 92606 [View Map](#)
Type: Industrial Year Built: 2008
Building Size: 7,405 SF Parking: 15
Property Website: www.vonkarmancenter.com
Preferred Lender: Bank of America

Highlights:

- Amenity-rich location
- Move-in ready, with HVAC, lights, restrooms and flooring in place
- Brand new tenant improvements
- Flex-Industrial building with mezzanine
- High-image building design by Ware Malcomb Architects
- Fully fire-sprinklered
- Grade-level loading
- Immediate access to the 5, 405 and 55 Freeways, and 241 Toll Road
- 22' clear height warehouse

Voit Real Estate Services
Walter Frome CA LIC: 01021673 wfrome@voitco.com (949) 263-6387
Bill Livesay CA LIC: 01200803 blivesay@voitco.com (949) 263-6388

16782 Von Karman, Unit 24, Irvine California

Closed escrow: November 16, 2009

Winning bid: \$1,060,000

Auction participants: 82

Qualified bidders: 10

Bids received: 60

This property was successfully auctioned after just 5 weeks of marketing by the brokers, and the brokers leveraged a pre-emptive offer to generate aggressive bidding on auction day. Prior to the auction program the property sat on the market for 24 months with no activity, despite traditional marketing efforts.

Sign-Up

- Broker License and Owner's Authorization Agreements
- Start-up Fee (\$395)
- Auction Deposit (\$1,200), fully refunded at close of escrow

Close of Escrow

- AuctionPoint collects a Buyer's Premium from the winning bidder based upon a percentage of the property's estimated sales price:
 - \$500,001 - \$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%

Call your broker today to start your auction!

