REAL ESTATE TRANSACTION TIMELINE

PREPARATION
30-60 DAYS

SALES PROCESS
DAYS 30 60 90 120 150 180 210 240 270

PREPARATION
IN ANTICIPATION OF SALE

- Coordination of documents, including but not limited to P&L's, Leases, Appraisals, Surveys, etc.
- Meeting with potential advisors
- Understanding of the market
- Alignment with advisor on valuation

CONVENTIONAL METHODS
AVERAGE TIMELINE

0-90
- Market property to limited buyers & wait for offers

90-180
- Receive offers
- Accept contingent contract
- Buyer starts extensive due diligence

180-270
- Due diligence period ends
- Buyer proceeds to closing, extends due diligence, or renegotiates price

0-30
- Asset specific valuation
- Preparation of Non-Disclosure Agreement
- Creation of Confidential Teaser and Curation of Secure Data Room

31-90
- Communications regulated to qualified Buyers
- Provide detailed due diligence in secured data room
- Use competitive negotiating tactics
- Offers due

91-120
- Sign contract
- Deposit earnest money
- Close Transaction

Hilco™
Real Estate Sales