

CHARTWELL AUCTIONS

COMMERCIAL REAL ESTATE BROKERS – ACCELERATED MARKETING DIVISION



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RESULTS OF RECENT CHARTWELL AUCTIONS

RESIDENTIAL AND MULTI-FAMILY:

1. 2779 SOM CENTER RD., HUNTING VALLEY, OH

This unique English Country Stone Mansion consisting of 17,000 SF on 5.9 Acres featured 6 bedrooms, 5 full baths, 3 half-baths, pool, tennis court, volleyball court and so much more. The home had been on the market with an asking price of \$6,500,000. We advertised and marketed the offering for 5 consecutive weeks and held open houses for 4 consecutive Sundays. The home was offered with a recommended starting bid of \$2,500,000. The home sold for \$4,800,000.00 or approximately \$283.00 per square foot (one of the highest prices per/SF ever achieved in an auction setting for a residential property in Northeast Ohio).

2. 31964 LAKE RD., AVON LAKE, OH

This 22,000 SF Georgian Manor boasts 7 bedrooms, 9 full baths and 3 half baths and located on Lake Erie with a boat hoist. The home has an outdoor swimming pool, in-law apartment, movie theatre, 2,000 bottle wine cellar, 7-car garage and so much more. The house was on the market for 1.5 years with no offers. We offered the property with a Published Reserve Price of \$2,385,000 and sold it for \$2,635,000.

3. 179 JOHNSTON RD., MCMURRAY, PA

This magnificent palatial estate is set on 22 acres and features 13,796 SF of luxurious living space with 6 bedrooms, 6 full bathrooms and 2 half baths, swimming pool and so much more. Also included was a 14 stall stable with indoor riding arena for the essential equestrian. The property was advertised for 6 weeks with 4 weekends of open houses. The property was offered With Reserve, Subject to Seller Acceptance and was sold for \$3,000,000.

4. 9820 FOXWOOD TRAIL, KIRTLAND, OH

This magnificent custom built single family home consisted of 4 bedrooms, 5 full baths, 2 half baths, swimming pool, 9,577 SF and was situated on 3 meticulously landscaped acres. The property was on the market over 1 year with the last asking price of \$1,750,000. We advertised the property for 4 weeks with open houses on 3 consecutive Sundays. The property was offered at auction and advertised with a Published Reserve Price of \$765,000. The property sold at auction for \$1,512,000 and closed less than 30 days later with Mike Berland as Auctioneer.

5. 265 GLENGARRY DR., AURORA, OH

Spacious 5,355 SF New England style Colonial on 1.5 acres. This home featured 6 bedrooms, 5 full baths, lower level walkout and is in a gated community. The house was on the market for close to 2 years. The home

was offered at auction with a Published Reserve Price of \$195,000. There were 12 bidders at the auction and the property sold for \$550,000 with Mike Berland as the auctioneer.

6. 1870 HAWKSLEDGE CT., HINCKLEY, OH

Beautiful 10,000 SF French Colonial on 8 acres. This home featured 5 bedrooms, 8 full baths and 2 half baths, lower level walkout, swimming pool, outdoor cooking station and the entire property was gated. The house was on the market for almost 2 years with the most recent asking price at \$1,800,000. We sold the property pre-auction for \$1,400,000.

7. 151 AGAPE RD., HICKORY, PA

This Provincial home was built in 2010 and featured 6 bedrooms, 3 full & 3 half baths on 35.77 acres. Other structures on the property included a 3 bed, 2 bath remodeled farmhouse, log cabin, 2-story red barn and 2 small pole buildings. The property was on the market for over 2 years with an asking price of \$1,695,000. The property was offered with a Published Reserve Price of \$725,000. We advertised for 5 weeks and had over 40 prospects tour the property during our 4 scheduled open houses leading up to the auction. The property sold at auction for \$1,215,00 with Mike Berland as Auctioneer.

8. 6785 GATES MILLS BLVD., GATES MILLS, OH

Approximately 14,000 SF modern home on 2.7 acres with 5 bedrooms, 5 full baths, 2 half baths, 4 car attached garage, outdoor swimming pool, pool house, hot tub and more. The house was on the market for two years with no offers. The property was offered with a Published Reserve Price of \$695,000. It sold at auction for \$1,000,000 with Mike Berland as Auctioneer.

9. 921 WEST HILL DR., GATES MILLS, OH

Sprawling 14,231 SF French Colonial set on 2.6 acres. With 5 bedrooms, 5 full baths and 3 half baths, gourmet kitchen, spa and great outdoor living spaces. This home was on the market for several years with no offers. We offered the property with a Published Reserve Price of \$595,000. The property sold for \$1,000,000 with Mike Berland as Auctioneer.

10. 37499 CEDAR RD., GATES MILLS, OH

10,976 SF custom built home on 2.7 acres. Home features 7 bedrooms, 7 full baths, 2 full kitchens on 2 different levels, swimming pool, tennis court and more. The home was on the market for years with the last asking price being \$800,000. The property was offered Without Reserve and sold pre-auction for \$600,000 to a buyer from California.

11. 9450 METCALF RD., WAITE HILL, OH

This single family home consisting of 16,000 SF on almost 15 acres, had been listed on the market for over 2½ years. The last asking price was \$1,975,000 with no offers. We offered this fine home in our July 24th 2014 Multi-property auction. The property was advertised for 5 weeks with a Published Minimum Bid Price of only \$675,000. There were 5 Bidders that attended the auction and bid competitively for the property. The property sold that day for \$1,300,000 with Mike Berland as Auctioneer.

12. 7139 MULBERRY RD., CHESTERLAND, OH

4,351 SF Farmhouse built in 1870 and completely rehabbed in 2005. The value in this property was in the 58 acres the house is located on. The property had lingered on the market for about 3 years with no offers to purchase. Last asking price was \$1,250,000. This property was offered in our October 2nd 2014 Multi-property auction with a Published Minimum Bid Price of \$600,000. There were 3 bidders at the auction and the property sold for \$910,000 with Mike Berland as Auctioneer.

13. 1030 WEST HILL DR., GATES MILLS, OH

A 5,900 SF home on 3 acres was owned by an out-of-state Seller who had the property listed on the market for close to 2 years with an asking price of \$795,000. The home was offered in our Oct. 2nd 2014 auction with a Published Minimum Bid Price of \$395,000. A Buyer made a Pre-Auction offer of \$675,000 which was accepted by the Seller. The property closed prior to the auction date.

14. 6715 EAGLE RD., WAITE HILL, OH

3,397 SF Country Estate home on 19 acres. The property had been on the market for two years. It was first listed at \$775,000 and thru several reductions, the last asking price was \$575,000 in March 2015. During the scheduled open houses in three weeks preceding the auction, we had 75 parties tour the property. The sale price at the Real Estate Auction was \$695,000 – \$100,000 more than the last asking price with Mike Berland as Auctioneer. Both the high bidder and the runner up had viewed the property during the two year conventional listing period but neither party had made an offer.

15. 5700 RESERVE LANE, HUDSON, OH

This 4,768 SF home on 13 acres sat on the market for almost 2½ years with an asking price of \$650,000. The home was offered with Published Minimum Bid Price of \$395,000. At the auction there were 7 bidders for this home and the final sale price was \$585,000 with Mike Berland as Auctioneer.

16. 9621 HOBART ROAD, WAITE HILL, OH

This 4,900 SF home was very dated and lingered on the market for close to 4 years. The home was offered with a Published Minimum Bid of \$150,000. 5 bidders attended the auction and the property sold for \$455,000 with Mike Berland as Auctioneer.

17. DELUXE SINGLE-FAMILY HOME – 4N723 WARE WOODS DRIVE, ST. CHARLES, IL

This 7,400 SF 4 Bedroom, 4 ½ Bath Custom Built House on 1.5–Acres was built on speculation in one of the finest Western Suburbs of Chicago. The property was taken back by The Bank of Commerce, and was on the market conventionally for about one year. At the time of the auction there were over 80 homes in St. Charles, IL on the market listed in excess of \$1,000,000. The Bank was able to offer financing to qualified buyers with 10% cash down payment at 5% interest amortized over 25 years. Over 65 parties attended the scheduled open houses and 9 bidders registered to bid with a \$45,000 cashier's check. The successful bidder paid \$1,600,000 for the property which was substantially more than any of the offers previously presented to the bank. The sale closed in 4 weeks with Mike Berland as Auctioneer.

18. NEWPORT LOFTS CONDOMINIUMS, LAS VEGAS, NV

These 56, bank owned units, were part of a 168 unit condominium high-rise located between the "Strip" and downtown Las Vegas. There were 20 units in the building owned by private parties that had them up for sale at an average of \$135.00/SF. We took the 56 unit assignment and advertised 20 units to be offered with published minimum bids of approximately \$85.00/SF. At the auction, we had over 250 parties registered to bid. We sold 32 units at the auction for an average price of \$138.00/SF and closed them all within 30–45 days. We sold an additional 14 units in the 30 days following the auction.

19. WEST END VILLAGE CONDOMINIUMS, WINSTON-SALEM, NC

These 17 residential and one retail condominium were the last remaining units from this 77% sold-out development in downtown Winston-Salem. This remaining inventory had languished on the market for numerous months without any offers. It was the intention of the Charlotte based developer to create a sense of urgency in the Triad marketplace to react to the offering, and sell –out this remaining product so that he may focus resources to other ongoing regional developments. Over 650 groups attended the nine pre-determined onsite inspections over a three week period. 143 registered bidders accompanied with at minimum \$4,000 certified checks packed the Embassy Suites Ballroom on auction day. The auction generated a 100% sell-out, primarily to individual owner/occupant purchasers with total sales totaling \$2,915,487, over 233% of the cumulative suggested opening bids.

20. VILLAS AT BARRETT LAKES CONDOMINIUMS, KENNESAW, GA

These 30 residential condominiums were the last remaining units in this 71 unit development in northwest suburban Atlanta. These units had languished on the market for many months with no offers and not much traffic. We took the assignment and marketed the project for 5 weeks prior to the auction. During that time we generated over 700 parties that inspected the properties. At the auction we had over 128 registered bidders with \$5,000 cashier's checks to bid. We sold 25 units at the auction and 17 of them took the "quick close" incentive and closed within 10 days for a 1% discount off the purchase price. We sold an additional 2 units within the two weeks following the auction. The prices averaged 197% over the Suggested Opening Bids and 76% of last asking price with Mike Berland as Auctioneer.

21. 70 SINGLE-FAMILY, DUPLEX & CONDOMINIUMS IN CHARLOTTE, NC

This portfolio was acquired and rented for a number of years by a local family through an inheritance from their father. As the sellers owned and operated a prominent real estate brokerage and property management company in Charlotte, they had the ability to sell all these assets through their individual capabilities. However, they wished to sell all 70 properties in within a six month time frame without subjecting themselves to discount prices from bulk investors and disrupt the lifestyle of their current tenants with frequent showings.

Hanna Chartwell marketed the portfolio, both nationally and regionally for six weeks. Local press could not resist the story of the "Auction Opportunity" providing numerous articles before the auction in many local publications, presented as news and at no cost. The 70 properties were offered individually, with the first 30 properties sold Absolute and regardless of price

Over 300 bidders from North Carolina, South Carolina, Maryland, Virginia, New York, and California packed the hotel ballroom to competitively bid on the properties. 67 of the 70 properties were sold on auction day, with the remaining successfully transferred to auction prospects after the sale. Total earnings surpassed \$4.3 million dollars, with 98% of the properties closed in 45 days or less. The sellers reported that the total earnings were over 105% of their anticipated earnings received through traditional negotiated sales, however with virtually no repair cost and limited holding cost.

22. 35 SINGLE-FAMILY HOMES AND MULTI-UNIT APARTMENTS IN MINT HILL (CHARLOTTE), NC

The portfolio was acquired by a Michigan based corporation, as part of a mass land deal including a mobile home park. As the corporation wished to only maintain the mobile home park, and it's primarily cash based business structure, it opted to implement a Real Estate Auction for the remaining single-family and multi-unit apartment properties in the portfolio. The Hanna Chartwell Real Estate Program intrigued ownership with our past performances in the local market, and the quick turnaround time the program presented.

Over 200 bidders attended the auction, and all 35 properties were under contract on Auction Day. 94% of the properties closed within 45 days after the auction with the remaining 6% closing no later than 90 days post auction. The total price received for the entire portfolio was over \$2.4 million dollars, exceeding the purchase price for the entire portfolio just two years ago and not including the mobile home park.

23. 80 HOMES, APARTMENTS, DUPLEXES, CONDOS, & TOWNHOMES IN CHARLOTTE, NC

This sale consisted of three individual owners with 85% of the product owned for over 20 years by a gentleman who had recently retired to Tennessee and wished to sell off his Charlotte rental property to reinvest in Tennessee land through a 1031 exchange program. 36 of the 80 properties were offered absolute, with values from \$25,000 to \$400,000. All 80 properties were put under contract on auction day, with ownership electing to offer 79 of the 80 properties Absolute, as bidding was to their satisfaction. 77 of the 80 properties closed within 45 days after the auction, with total prices received reaching \$5,859,087.

24. GLENWOOD POINT APARTMENTS, CHARLOTTE, NC

This 98-unit apartment complex located just three miles from downtown Charlotte, was offered with a Published Reserve Price of \$1,645,000. The Class C apartment complex had previously been offered on a traditional negotiated basis with a reputable Charlotte brokerage firm for \$2,000,000 with no prevailing buyer. The successful purchaser at auction was from Denver, Colorado, at a price of \$2,042,500 and closed in 30 days with 1031 exchange funds.

RETAIL AND OFFICE:

1. ALBANY SQUARE SHOPPING CENTER, 4445 N. PULASKI, CHICAGO, IL

A 30,300 SF center with Net Annual Income of about \$786,710, requiring a one-year lease guarantee from the seller for a 1,143 vacant space that may shortly be leased to Sprint. The center sells for \$9,048,000 or about \$300 per Sq. Ft. to buyers from California. One of the highest prices ever paid in Chicago for a "mid-block" neighborhood shopping center with Mike Berland as Auctioneer.

2. 97 NET LEASED U.S. POST OFFICES IN 27 STATES FROM CALIFORNIA TO NEW YORK

Our Chicago based sellers had accumulated this investment portfolio of net leased post office properties over many years. The sellers wanted to sell the entire portfolio at once as opposed to selling them individually. We designed a high-profile auction marketing campaign where we offered the properties in 6 geographical packages of 10-22 parcels each. We advertised the offering on a national level and received a strong response. During the marketing period we identified several parties only interested in the entire portfolio. Rather than move forward with the scheduled auction, we entered negotiations with a group from New York. We were able to orchestrate the simultaneous closings of all 97 assets at one title company in Texas.

3. FAIRWAY PLAZA, 94TH ST. & WESTERN AVE., EVERGREEN PARK, IL

This 24,794 SF center was fully occupied at the time we received the assignment to offer it at auction. None of the existing leases to non-credit tenants extended out beyond two years. The last asking price on the property had been \$4,000,000 prior to our engagement with no offers to purchase. There were 40 groups who inspected the property with 24 due diligence packages purchased. There were two pre-auction offers at \$3,750,000 and \$4,035,000, respectively. The parcel sold at auction for \$4,462,000 or \$180/SF with Mike Berland as Auctioneer.

4. SCHAUMBURG AUTOMOTIVE MALL, 1801-11 WISE ROAD, SCHAUMBURG, IL

This 16,000 SF strip mall had 5 tenants with leases expiring 6 months to 18 months from the auction date.

The property had been on the market for 18 months at a price of \$1,750,000 with no offers to purchase prior to our obtaining the assignment to offer the property at auction. There were 47 inspections of the property during the auction program and 24 due diligence packages acquired. The property sold for \$1,650,000 or \$103/SF.

5. 100, 300 & 325 PARK PLACE, CHAGRIN FALLS, OH

These 3 office condominiums consisted of 4,726 SF, 3,000 Sf and 540 SF. They were offered with combined Published Reserve Prices of \$372,000. All 3 sold at auction for a combined total of \$637,200 with Mike Berland as Auctioneer.

6. 6990 LINDSAY DRIVE, MENTOR, OH

This former medical office building consisted of 13,000 SF and was 25% leased with a negative cash flow. The property was offered with a Published Reserve Price of \$295,000. The property sold at auction for \$566,500 with Mike Berland as Auctioneer.

7. 29500 AURORA RD., SOLON, OH

This 1,980 SF professional office condominium was listed traditionally for about 1 year with an asking price of \$159,000. We offered it with a Published Reserve Price of \$79,500. The property sold at auction for \$137,500 with Mike Berland as Auctioneer.

8. SHOPPING CENTER AUCTION, SW OH

A Chicago-based seller owned a number of shopping centers in a very depressed area of Ohio. Local Commercial Brokers projected sales prices based on capitalization rates for each center of between 10.5% and 11%.

- a) Northmont Plaza Shopping Center, Dayton, OH: Sold to a Purchaser from New York on a non-contingent basis at a total purchase price of \$8,325,000. Actual Net Income was \$710,000. (8.5% Cap Rate).
- b) Springfield Crossing Shopping Center, Springfield, OH: Sold to a Purchaser from Chicago on a non-contingent basis at a total purchase price of \$2,320,000. Actual Net Income was \$175,000. (7.54% Cap Rate).
- c) Dayton Place Shopping Center, Dayton, OH: Sold to a Purchaser from Indianapolis on a non-contingent basis at a total purchase price of \$2,280,000. Actual Net Income was \$180,000. (7.89% Cap Rate)

9. HAZEL CREST SHOPPING CENTER, 18230-44 S. KEDZIE AVE., HAZEL CREST, IL

This 47,000 SF facility had been vacant for over two years. We were authorized by ownership to offer the property without reserve (absolute). We received some 175 inquiries on the property, had 52 inspections, and 28 due diligence packages acquired. The property had 4 pre-auction offers to purchase and sold on a non-contingent basis prior to auction at a price of \$1,700,000 or approximately \$36.20 per square foot.

10. 2043-2055 W. 79TH ST., CHICAGO, IL

This 8,400 Sq. Ft. Shopping Center with Net Annual Income of about \$78,727 was fully occupied and was offered without reserve & regardless of price. 21 bidders competed to purchase the asset. The Shopping Center sold for \$832,700 with Mike Berland as Auctioneer.

11. 341 BROAD ST., ELYRIA, OH

This property was a former bank building in downtown Elyria. It had been on the market for over 3 years with no offers. The property was offered Without Reserve, Regardless of Price. There were 7 registered bidders at the auction and the property sold for \$142,000 with Mike Berland as Auctioneer.

12. 5426 RIDGE RD., PARMA, OH

This was a former retail building consisting of 5,284 SF on .58 acres. The property had been available for sale or lease with no action for over 2 years. We offered it with a Published reserve Price of \$79,500. The property sold at auction for \$220,000 with Mike Berland as Auctioneer.

13. 5205 & 5212 LAKE RD., ASHTABULA, OH

A former restaurant/bar consisting of 10,340 SF with 2 huge parking lots. The restaurant had been closed for almost 3 years. The property was marketed for sale or lease with no activity. The property was offered Without Reserve and Regardless of Price. The property sold at auction for \$203,500 with Mike Berland as Auctioneer.

14. WESTSIDE MARKET SHOPPING CENTER, LUBBOCK, TX

This 103,000 SF Shopping Center was 70% occupied and produced a net income of \$238,000 at the time of Auction. The property was sold at auction at \$3,392,000 or 71% above the Published Reserve Price of \$1,975,000. There were 13 bidders at the auction with the successful buyer being from London, England and the second high bidder being from Bakersfield, California. The strength of the English Pound and Hanna Chartwell's ability to appeal to National and International Bidders worked to the benefit of the Seller.

15. 501 SAWDUST ROAD, HOUSTON (SPRING), TX

This 107,000 SF retail facility was 56% occupied by Hobby Lobby at the time of sale and produced \$260,000 Annual Net Income before any expense for repair or replacement. The seller had considered accepting an offer to purchase at \$3,500,000 prior to deciding on an open outcry real estate auction to be conducted by the TCN Affiliates. The published minimum bid at auction on this parcel was \$2,865,000. The final sales price generated was \$4,576,000, a 59.7% increase over the minimum bid and a 30.75% increase over the best previous offer on the property. This is typical for value added or partially occupied properties for which buyers expect they will add their management expertise to produce a fully occupied asset. In the case of Spring, Texas, the property could be expected to perform at close to \$550,000 Annual Net Income, if fully occupied. A seller will rarely receive any type of premium or return for the vacant space that they are selling in a partially occupied asset. In the competitive bidding environment of a real estate auction, a buyer will often pay a premium for vacant space because they have already lined up a prospective new tenant(s) or they have a high probability of attracting a new tenant(s). The additional premium in this case which the Seller received as a result of our real estate auction program was some \$1,076,000.

16. 2780 WILMA RUDOLPH BLVD., NASHVILLE (CLARKSVILLE), TN

This 105,000 SF retail facility was 100% occupied by K-Mart which had confirmed their lease in Clarksville, TN in emerging from bankruptcy. The lender-seller had bid \$3,000,000 at the 2002 foreclosure sale in order to complete the transfer of title from the previous defaulting mortgagor.

The published minimum bid at auction was \$3,185,000. The final sales price generated was \$3,850,000, a 28% increase over the lender bid at the 2002 foreclosure sale and a 20.2% increase over the minimum bid. There were two K-Marts in this market area and seven Wal-Marts plus a Sam's Club. While the Clarksville K-Mart was operational and paying rent, confidence as to the ongoing viability of the location as an operating K-Mart and of K-Mart itself as an operating company was not high. The seller received a 28% premium over the foreclosure auction price of \$3,000,000 or \$822,000 additional because multiple bidders for the property reinforced perception of market value in a competitive bidding environment.

There were 36 registered bidders at the auction with the required cashier's check to bid on these two properties. Bidders participated in the auction from 14 states including California, Arizona, Colorado, Texas, Oklahoma, Tennessee, Florida, New Jersey, Illinois, Michigan, Alabama, South Carolina, Ohio and Connecticut. There were four telephone bidders who in order to participate in the auction wire-transferred in advance the required cashier's check amount and also executed the purchase & sale agreement in blank prior to the date of the auction. The successful high bidder for the Clarksville, Tennessee property was a telephone bidder from the Upper Midwest.

17. RICHMOND AVENUE SHOPPING CENTER, MATTOON, IL

68,000 SF center. Formerly a Wall Mart, now 2/3rd's occupied by Lakeland College and Dollar General. Negative Rent Reductions beginning in 2008 will reduce Net Annual Income from about \$165,000 to \$140,000. Shopping Center sold for \$1,537,000. For a shopping center in a small town in the middle of an Illinois cornfield, this was a superior price for the Seller with Mike Berland as Auctioneer.

18. 25,000 SQ. FT. OFFICE BUILDING, 111 GLAMORGAN ST., ALLIANCE, STARK COUNTY, OH

Formerly used for the Operations of First Merit Bank in Akron, OH. First Merit had closed operations in this facility in 2002 and had been unsuccessful in selling the asset through the efforts of several commercial real estate brokers and their own efforts. First Merit's target price for the office building was their book value of \$300,000. The property was offered with a published reserve price of \$265,000 and sold at \$596,625 or 125% above the reserve price. First Merit Facilities Manager, Vanessa Zullo commented, "The auction brought bidders from throughout Cuyahoga, Summit, Stark County and from out-of-state rather than only attracting buyers from small town Alliance, with under a 20,000 population."

19. GUILFORD JAMESTOWN BUSINESS PARK, GREENSBORO, NC

25 Office/Warehouse (Flex) Condominiums ranging from 751-6002 SF located off of 1-40 in Greensboro, NC. Sales of these Flex Condos, both finished units and shells, had been minimal over a three year offering on a traditional negotiated basis. The Business Park was 42% leased with a majority of the leases expiring within 12 months and unlikely to renew. On auction day, 25 registered bidders accompanied with 65 certified checks

equaling \$5000 each competed for the Flex Condominiums. While the owner of the Guilford Jamestown Business Park was only obligated to offer 12 properties absolute and regardless of price, 25 properties were ultimately placed under contract on an absolute basis at the auction and secured with earnest money deposits of 10% or more, with total sales in excess of \$1,500,000.

20. 4472-4508 DARROW ROAD, STOW, OH

Mixed Use Office Complex, consisting of three single story buildings totaling 28,000 SF. Only 40% occupied at time of sale. Offered with a Suggested Opening Bid of \$300,000. The property sold for \$770,000 with Mike Berland as Auctioneer.

INDUSTRIAL:

1. 1290-2100 POLAND AVE., YOUNGSTOWN, OH

This was a Creditor Trustee Ordered Bankruptcy sale consisting of 5 parcels. Parcel 1 was a 25,000 SF office building with a 215,257 SF Industrial/Warehouse building on 46 acres. Parcel 2 was a 525,000 SF manufacturing/warehouse facility on 60 acres. Parcel 3 was a 3,800 SF storage building on 6.75 acres. Parcel 4 was a 115 acre strip of industrial land. Parcel 5 was a former scrap yard with 20,000 SF of buildings on 8.93 acres. The properties were offered with combined Published Reserve Prices of \$3,945,000. The properties sold at auction for a combined total of \$8,000,000 with Mike Berland as Auctioneer.

2. 2811 CARQUEST DRIVE, BRUNSWICK, OH

Built in 2006, this high quality, LEED certified Silver industrial building is state of the art and consists of 125,400 SF on 15 acres. Offered with a Published Reserve Price of \$2,400,000 (2/3 Sheriff's Appraised Value). The property sold for \$2,900,000 with Mike Berland as Auctioneer.

3. 2906 NATIONWIDE PARKWAY, BRUNSWICK, OH

Built in 1998, this fine property had 87,000 SF on 5.27 acres. Offered with a Published Reserve Price of \$1,389,350 (2/3 Sheriff's Appraised Value). The property sold for \$1,800,000 with Mike Berland as Auctioneer.

4. 7601 CENTURION PARKWAY SOUTH, JACKSONVILLE, FL

This former 55,000 SF Showroom and Distribution Facility had formerly been the headquarters of Lamborghini North America. The property had been foreclosed on by Allstate Life Insurance and had been on the market for 18 months. It was offered at auction with an Opening bid of \$1,100,000 with twelve bidders competing for the property. The final sales price was \$2,350,000 (\$43 per SF).

5. 1775 AMERICAN WAY, KANKAKEE, IL

Located about 60 miles southwest of Chicago, this 200,625 SF Warehouse/Manufacturing building sits on 16.6 acres and was built in 1981 with additions in 1988 & 1994. The property was offered with a Published Reserve Price of \$200,000. The property sold at auction for \$540,000.

6. 5515 DUNHAM RD., MAPLE HEIGHTS, OH

This property was a 4,320 SF office/warehouse building on 1 acre. It was on the market for just under 1 year with no offers. We offered the property with a Published Reserve Price of \$98,500. The property sold at auction for \$155,000.

7. 465 MEADOWBROOK DRIVE, TOCCOA, GA

112,840 SF Warehouse/Manufacturing Building on 36 acres. Built in 1977, this property was owned by Ferro Corporation. Offered with a Published Reserve Price of \$100,000, the property sold for \$600,000 at auction.

8. POLIGONO LA MINA, CASTELLON LA PLANA, NULES, SPAIN

376,220 SF Manufacturing/Warehouse building on 13 acres approximately 45 miles from Valencia, Spain. Owned by Ferro Corporation and built in 1985, this property was marketed internationally by Hanna Chartwell and sold at auction for \$1,438,027.

9. FRONTSTRAAT 2, UDEN, NETHERLANDS

151,000 SF Manufacturing/Warehouse building on 36.8 acres. Built in 1979, Hanna Chartwell marketed this property internationally. The property was sold at auction for \$2,270,000.

10. VIA REGINA PACIS, 332, SASSUOLO, MODENA, ITALY

This 160,000 SF industrial building on 6.46 acres is located 50 km west of Bologna and 180 km southeast of Milan. Built in 1993, the property was marketed internationally by Hanna Chartwell and sold at auction for \$1,870,000.

11. 1040 E. SPRINGFIELD ROAD, HIGH POINT, NC

The former headquarters and manufacturing facility for Rives Apparel International was sold at Auction to Package Crafters of Greensboro, North Carolina. The 73,000 Sq. Ft. former manufacturing home of the "Rough Hewn" line of apparel was built in 1980 with 16 foot clearances, and had been on the market for three years. Rives International, as with many American Manufacturers, had moved the manufacturing component of their business offshore to El Salvador. The property was offered with a published minimum bid of \$985,000 and was sold at a price of \$1,262,500 (\$17.50 per Sq. Ft).

12. 500 SHERMAN STREET, GALION, OH (ABOUT 50 MILES NORTH OF COLUMBUS).

This older 379,000 Sq. Ft. manufacturing facility on 37 acres was sold at auction for McClain Industries. It was offered with a published minimum bid of \$1,100,000 after having been on the market for three years. The sales price at auction was \$1,545,000 (\$4.10 per Sq. Ft.).

13. 500 N. WARPOLE, UPPER SANDUSKY, OH

This 259,000 SF building on 16 acres was home to Blackhawk Automotive's injection molding plastics plant. The facility had been vacant for many years. It was marketed for sale privately and then by Bankruptcy Court with no results. The Creditor's Committee then hired Hanna Chartwell to market and conduct an auction. Six parties from a wide geographic range competitively bid for the asset. The final sale price was \$350,000 and closed in a timely manner.

HOSPITALITY:

1. MORGAN HOTEL AND SUITES, 315 E. WOODLAWN RD., CHARLOTTE, NC

This 132-room hotel had been acquired by Woodlawn Hotel Associates, LLC in 1999 and was significantly upgraded in the year 2000. Operations suffered after 9/11 with the downturn in business travel. The net loss before debt service during the years 2002 and 2003 was in excess of \$250,000 annually. The most recent 12-month period for the hotel showed a loss before debt service of \$70,000. Gross income from all sources for 12-months through October 8, 2004 was \$1,350,000. Most hotels are marketed by traditional hotel brokers at between 2.5 and 3 times gross revenues which would lead to a valuation of the Morgan Hotel and Suites of between \$3,375,000 and \$4,050,000.

The results of our TCN/ Hanna Chartwell Real Estate Auction Program for the Morgan Hotel were: 178 prospect inquires from 26 states; 52 due diligence packages purchased by prospective bidders; 20 bidders at the auction with cashier's checks from 10 states including California, Nevada, New York, Illinois, and Florida. The final sales price on the property was \$6,837,000 (\$51,500 per key) to Chinese Group from Chicago with the source of funds being from Hong Kong. The property had been appraised prior to our auction by the sellers in a range of between \$4,500,000 and \$5,000,000.

2. AMBERLEY SUITE HOTEL, NORCROSS (ATLANTA), GA

At the time of the sale this 175 room hotel was generating about \$30,000 monthly in Gross Room Revenues or about \$360,000 annually in Gross Room Revenues. There were 21 registered bidders at the auction with the required \$105,000 cashier's check to bid. The property sold at \$3,789,500 to Purchasers headquartered in Brooklyn, New York with funds wire transferred from Geneva, Switzerland. The property closed escrow in 22 days after the auction.

3. RAMADA NIAGARA HOTEL, NIAGARA FALLS, NY

Of the twelve bidders for this 193 room hotel from seven states & Canada, the prevailing bidder for the Ramada Niagara Hotel was from Houston, Texas. This asset sold at Auction at \$4,876,000 with the most recent Net Operating Income for 2006 being about \$150,000.

4. RAMADA WOODLAWN HOTEL, 212 W. WOODLAWN ROAD, CHARLOTTE, NC

This Airport Hotel had been on the market conventionally for over a year through a well-known national hotel broker headquartered in Atlanta. The last asking price for the property had been \$4,500,000 without a sale. The asset sold at the TCN Hanna Chartwell Auction for \$5,920,000 with Gordon Greene as Auctioneer.

The bidders on the hotel are instructive as to the types of well-capitalized buyers that are often not found through conventional brokerage but do respond to high profile real estate auction programs. The high bidder was a company from Boston, MA that looks for hotel properties to reposition in the marketplace. They stated that they have not acquired on any of their properties through hotel brokers. The second high bidder was a company from New York City that owned tens of millions of dollars of real estate, but that had never acquired a hotel property. The third high bidder was a land redeveloper who would have been completely off the radar screen of any Hotel Broker. TCN Worldwide Real Estate Auction programs serve the purpose of

attracting buyers who “think outside the box” and see additional value that is often missed by nearby local prospects and local brokers.

5. QUALITY INN HOTEL, AKRON, OH – EXIT 120, INTERSTATE 77

129 Rooms plus 9,000 SF of Meeting Space. Purchaser was from Toronto, Canada at \$3,763,000 or \$29,170 per key. The Published Reserve Price at Auction was \$2,855,000. Hotel built in early 1970's as a Holiday Inn. Gross room revenues for the most recent 12-month period were \$1,400,000 with net income of \$250,000 before debt service.

6. COMFORT INN HOTEL, SIDNEY, OH – EXIT 92, INTERSTATE 75

Purchaser was from Western Ohio at \$2,464,500 or \$34,711 per key. Hotel built in 1980's. Gross Room Revenues for the most recent 12-month period were \$959,000 with net income of \$215,000 before debt service. Bidders at auction were from Sacramento, California; San Francisco, CA; Toronto, Canada; New York, NY; Suburban New Jersey, outside New York; Boston, MA and three bidders from Ohio.

7. BEST WESTERN HOTEL AND SUITES, CHARLOTTE, NC

The hotel was in good condition and had been owned since 1997 by partners who were in the mattress manufacturing business. The hotel was registered with a Best Western Membership as 85 rooms. There were thirteen suites that could on rare occasions function as two separate rooms that could be rented individually (at relatively low rates) to students and trainees of US Airways who were in Charlotte for a one or two week training period. For a commercial business or pleasure traveler these thirteen suite rooms could only function as a single rentable room. You will note that we marketed the property as 98 rooms (to magnify the market interest).

The Property sold at a price of \$2,710,000 or \$31,880 per key and 38% above the published minimum bid of \$1,965,000. There were 11 bidders for the property coming from Fremont, CA (San Francisco); Hillsborough, NJ (near New York City); Orlando, FL; Quincy, MA; Irvine, CA, Sumter, SC; Atlanta, GA; Mooresville, NC; Concord, NC; Spartanburg SC and Charlotte, NC.

8. COMFORT INN HOTEL, AUSTINBURG TOWNSHIP, OH – EXIT 223, INTERSTATE 90

119 Rooms with restaurant and small meeting rooms. Purchaser was from New Hampshire at \$1,961,000 or \$16,500 per key. The Published Reserve Price at auction was \$1,625,000. Hotel built in the 1960's as a Holiday Inn. Gross Room Revenues for the most recent 12-month period were \$1,067,405 with net income of \$124,000 before debt service.

9. HOLIDAY INN, FREMONT, SANDUSKY COUNTY, OH – EXIT 91, I-80/90

159 Rooms. Required a \$500,000 property improvement plan to be paid for by the purchaser to retain Holiday Inn Flag. Also Purchaser was required to tap on to new sewer and waterline constructed by county. Published Opening Bid was \$1,985,000. Sales Price \$3,300,000 to a Purchaser from Albany, New York. 19 Bidders at Auction with only two from Ohio, 6 from California, 5 from New York & New Jersey plus other states.

10. ROADWAY INN, 3240 SCOTTSVILLE ROAD, BOWLING GREEN, KY

The Seller was a hard money lender who had taken title to a 106-unit Roadway Inn which was performing below 30% occupancy. There was a right of first refusal to a contiguous hotel owner in the event of a sale. Before the auction team became involved, the Seller had offered the property to the contiguous property owner at a price of \$1,000,000 with no response. The property was offered by without reserve with a suggested opening bid of \$300,000. Based on the traffic which the open houses at the property were generating, the contiguous property owner made a pre-auction offer of \$1,300,000 which was subsequently increased to \$1,500,000. The contiguous property owner was concerned that the real estate auction would drive up the price of the asset. The Seller decided not to accept the \$1,500,000 offer which we generated. There were 15 bidders at the auction. The property sold at a price of \$1,760,000. When the purchase agreement was submitted to the contiguous property owner, they exercised their right of first refusal. The Seller obtained a 76% premium through selling the asset at auction.

11. THE WAYSIDE INN, 7783 MAIN ST. MIDDLETOWN, VA

America's oldest continuously operated Inn, Hotel & Restaurant opened in 1797 was sold at auction by Hanna Chartwell. The property was losing in excess of \$150,000 per year before debt service at the time of sale. Over 70 townspeople, guests, and bidders attended the auction at the Wayside Inn that generated a price of \$1,075,000 for the 22 room inn. The Inn originally served as a Stagecoach Stop to provide food and accommodations to guests traveling the Virginia Shenandoah Valley. During the Civil War, soldiers from both the North and South took refuge at the Inn, depending on which side had control of this strategic mountain area, 75-miles west of Washington, D.C. Since 1988 we have sold at auction some 85 properties for the Bernstein Group, Leo Bernstein, and the Bernstein Family Foundation.

12. THE HOTEL STRASBURG, 213 S. HOLLIDAY ST., STRASBURG, VA

This gracious 1900's gilded-age inn was sold at auction by Hanna Chartwell in October 2009. The property was breaking even before debt service at the time of sale. Some 80 townspeople, guests, and bidders attended the auction at the Hotel Strasburg that generated a price of \$1,128,500 for the 29 room inn. While built-in financing was offered to insure maximum participation from both term and cash bidders, the prevailing buyer elected to pay cash for this property and close within 45 days after the auction.

LAND:

1. 34-ACRE LAND SITE OF A BROKEN RETAIL PROJECT IN PARMA HEIGHTS, OH

Only about 10% of the intended improvements were ever completed. A Court Appointed Receiver, Attorney, Matthew Fornshell, had been given the responsibility of maximizing price for the benefit of creditors in the matter of the Schneider Note Fraud Scheme. Bidders from throughout Ohio and from New York competed to acquire the property that had a published opening bid of \$5,950,000. The asset sold at \$7,900,000 or 33% above the opening bid. Prior to auction, the property had been on the market conventionally for over 18 months without a sale.

2. 20-ACRE FORMER INDUSTRIAL PARCEL, HIGHWAY 250 IN SANDUSKY, OH

This asset was a former metals plating factory location that had monitoring wells on the property to monitor pollution. Remediation was estimated to cost between \$650,000 and \$750,000. The property was offered subject to a Published Reserve Price of \$700,000 and sold and closed for \$1,500,000 with the Purchaser being obligated to remediate the site.

3. UNIVERSITY EAST BUSINESS PARK, CHARLOTTE, NC

This auction for the last 14 remaining (3) office condominium and (11) vacant land parcels at University East Business Park for a well-known regional commercial developer produced a 100% sell-out at auction. These properties had been offered by traditional methods for a period exceeding 10 years. Within a seven week marketing cycle, our advertising produced over 230 inquiries. 27 parties attended two scheduled on-site inspections for the office condominiums over a two week period. 53 due diligence packages were purchased prior to the auction. The total purchase price achieved for the 14 remaining properties reached \$ 2,397,878. The 11 land parcels sold for an average price per acre of \$67,337. The three office condominiums which were 2/3 vacant shells and 1/3 finished and income producing sold at an average price of \$ 88.76 per square foot or 93% of the last asking price per square foot at University East (building 8819, Suite 100, a fully up fit unit at \$95/SF).

4. OVER 1,900 INNER CITY LAND LOTS IN CHICAGO, IL

Land Acquisitions, Inc. of Chicago, IL had been accumulating Cook County residential and commercial vacant lots located throughout the inner city of Chicago at scavenger tax sales for about 6 years. In April of 2005, Hanna Chartwell held our first Lot Auction for 125 of these lots. This auction produced over 200 bidders with over 260 cashier's checks to bid. All the lots were sold that day. Over the next 36 months, Hanna Chartwell conducted a total of 18 more lot auctions for this seller and sold over 1,900 lots with total sales volume exceeding \$23,000,00, Mike Berland was the Auctioneer for all 19 auctions.

JUDICIAL:

1. 5 INDUSTRIAL PARCELS, YOUNGSTOWN, OHIO

US Bankruptcy Court, Northern District of Ohio, Eastern Division
Case No. 16-40675

1290-2100 Poland Ave., Youngstown, Ohio

This was a Creditor Trustee Ordered Bankruptcy sale consisting of 5 parcels. Parcel 1 was a 25,000 SF office building with a 215,257 SF Industrial/Warehouse building on 46 acres. Parcel 2 was a 525,000 SF manufacturing/warehouse facility on 60 acres. Parcel 3 was a 3,800 SF storage building on 6.75 acres. Parcel 4 was a 115 acre strip of industrial land. Parcel 5 was a former scrap yard with 20,000 SF of buildings on 8.93 acres. The properties were offered with combined Published Reserve Prices of \$3,945,000. The properties sold at auction for a combined total of \$8,000,000 with Mike Berland as Auctioneer.

2. THE ORLEANS BUILDING AT LEVIS COMMONS

Receiver Sale Ordered by The Wood County Court of Common Pleas
Case No. 2010CV1031

3290 Levis Commons Blvd., Perrysburg, Ohio

This property consisted of a 61,500 SF Retail/Office building with an additional 9 acres for additional development. Offered Subject to Court Approval, we were able to secure a stalking horse bidder prior to the live auction. We had multiple bidders and the winning bidder was our stalking horse at a price higher than his original price agreed upon to qualify as the stalking horse. The property sold for \$6,040,000 with Mike Berland as Auctioneer.

3. 2 STATE-OF-THE-ART INDUSTRIAL BUILDINGS

**Sheriff's Sale Ordered by The Medina County Court of Common Pleas
Case No. 10CIV1994**

A) 2811 Carquest Dr., Brunswick, Ohio:

This property consisted of a 125,400 SF Industrial building built in 2006 on 15+ acres with room for additional development. Offered subject to a minimum of 2/3rds of Sheriff's appraised value or \$2,400,000. The property sold for \$2,900,000 with Mike Berland as Auctioneer.

B) 2906 Nationwide Parkway, Brunswick, Ohio:

This was an 87,000 SF Industrial building built in 1995 with additions in 1998 & 2002. The building is located on 5.27 acres. Offered subject to 2/3rds of Sheriff's appraised value or \$1,389,350. The property sold for \$1,800,000 with Mike Berland as Auctioneer.

4. HOLLEY MOBILE HOMES

**Trumbull County Court of Common Pleas
Case No. 2010CIV3145**

Four mobile home parks in Ohio:

A) Vintage Village, 6622 Belmont, Girard, Ohio: 227 pads on 46 acres. 50% occupied. Offered Regardless of Price by Court Order. Suggested Opening Bid: \$100,000. Property sold for \$999,000 with Mike Berland as Auctioneer.

B) Butler Mobile City, 29549 SR 62, Salem, Ohio: 95 pads on 16 acres. 50% occupied. Offered Regardless of Price by Court Order. Suggested Opening Bid: \$50,000. Property sold for \$351,000 with Mike Berland as Auctioneer.

C) Country Squire Mobile Home Park, 6 Knox School Road, Alliance, Ohio: 66 pads on 12 acres. 58% occupied. Offered Regardless of Price by Court Order. Suggested Opening Bid: \$20,000. Property sold for \$135,000 with Mike Berland as Auctioneer.

D) State Line Mobile Home Park, 6633 McCartney Road, Lowellville, Ohio: 88 pads on 11 acres. 32% occupied. Offered Regardless of Price by Court Order. Suggested Opening Bid: \$20,000. Property sold for \$86,400 with Mike Berland as Auctioneer.

5. TRISTATE CAPITAL BANK VS JRSMI LLC

**Erie County Court of Common Pleas
Case No. 2011CV0374 Sheriff's Sale**

Lakecrest Town Center, US-250, Sandusky, Ohio

A) Parcel 1: Fully improved 2.2 acres ground lease to Aldi Supermarket at \$90,000 per year. Offered with a Published Reserve Price of \$650,000 (2/3 Sheriff's Appraised Value). The property sold for \$1,312,500 with Mike Berland as Auctioneer.

B) Parcel 2: Fully improved 7.5 acres with 5,000 SF building leased to Sherwin Williams at \$82,620 per year. Offered with a Published Reserve Price of \$1,780,000 (2/3 Sheriff's Appraised Value). The property sold for \$1,890,000 with Mike Berland as Auctioneer.

C) Parcel 3: Fully improved 29 acres zoned PUD. Offered with a Published Reserve Price of \$1,400,000 (2/3 Sheriff's Appraised Value). The property sold for \$1,428,000 with Mike Berland as Auctioneer.

6. THE ROYAL GROUP, LLC

Cuyahoga County Court of Common Pleas
Case No. CV09681143

6285 Pearl Road, Parma Heights, Ohio

A 70,000 SF Office complex on 5.71 acres. 60% occupied at time of sale with \$40,000 NOI. Offered with a Published Reserve Price of \$446,667 (2/3 Court Appraised Value). The property sold for \$768,500 with Mike Berland as Auctioneer.

7. CORONET FOODS

US Bankruptcy
Case No. 05-0151

Three former food processing and warehouse buildings:

A) 225 McColloch Road, Wheeling, WV: 73,000 SF distribution center/warehouse on 4 acres. Offered Absolute, Regardless of Price. Suggested Opening Bid: \$150,000. Property sold for \$577,500 with Mike Berland as Auctioneer.

B) 4464 National Road, Triadelphia, WV: 10,500 SF warehouse on 1 acre. Offered Absolute, Regardless of Price. Suggested Opening Bid: \$25,000. Property sold for \$88,000 with Mike Berland as Auctioneer.

C) 4492 National Road, Triadelphia, WV: 5,900 SF warehouse on 1/8 of an acre. Offered Absolute, Regardless of Price. Suggested Opening Bid: \$10,000. Property sold for \$85,800 with Mike Berland as Auctioneer.

8. SCHWAB INDUSTRIES, INC.

US Bankruptcy Court, Northern District of Ohio at Canton
Case No. 10-60702

Nine properties in Northeast Ohio and two properties in Northern Florida. All properties offered Regardless of Price by Court Order. All properties were sold for a total of \$2,327,025 with Mike Berland as Auctioneer.

