

HRG Continues to Successfully Recoup Money for Lenders

Firm Assists Receiver in Recouping 122% of Default Loan Amount for Lenders

Carrollton, GA – Hagen Realty Group continues to successfully recoup funds on defaulted loans of commercial properties. HRG recently worked to assist the court-appointed receiver in facilitating the sales of casual dining restaurants in Illinois, Texas, New Jersey, New Mexico, and Indiana, recouping a overwhelming 122% of the default loan amount due to the lender. The sale was authorized by the federal court and facilitated through methods of both accelerated listing and live auctions.

“In today’s fluctuating economy, the response on the sale of these units was fantastic, and the sale results speak for themselves.” says Kim Hagen, principal for Hagen Realty Group. The combined marketing through accelerated listing and live auctions is a perfect combination for commercial properties, and proves to capitalize the maximum return on the property. Hagen says that aggressive marketing and potential buyer follow-up is the key components and gives his staff the credit in making the sales successful. “When you exceed client expectations, it is always a great day.”

HRG utilized a combination of accelerated listing method and auction method for the portfolio. The properties were offered for sale for a short period entertaining all offers with no asking price, then, at the end of that time period, the remaining properties not yet sold were marketed at public auction. Seventy percent of the properties were sold through the accelerated listing and the remaining thirty percent were sold at public auction. “A combination of different marketing techniques lets the client know that the maximum dollar was achieved for the property, as evidenced with this portfolio,” stated Hagen.

HRG is an asset disposition firm which offers accelerated marketing through accelerated listings, public outcry auctions, sealed bid auctions, and Internet auctions to maximize dollar value for clients. HRG can be reached at (800) 942-6475 or on the web at www.hrgsold.com.