

Most Motivated Transaction Ideas

1. Discount and Buy Back
2. Lease Back
3. Lend Back
4. JV forfeiting cash flow
5. Partition the cash flow and provide high rate of return
6. Give "soft" option to purchase
7. JV and provide a safety first position
8. Take a low interest carry back note
9. Make a geographical move (relocate)
10. Take back a "soft" land lease
11. Take on reverse cash flow
12. Use financial strength
13. Accept personal property
14. Move the debt
15. Sell below appraisal
16. Add cash (amount)
17. Provide management
18. Take a risk
19. Take property anywhere
20. Client will remain responsible on the existing debt
21. Client will guarantee the NOI
22. Client will "Take" a problem property for equity. Identify what kind of "problem"
23. Client will guarantee cost of renovation or completion of project
24. Client will offset mortgage payments
25. Client will add services
26. Client will accept unsecured note
27. Client will obtain entitlement for the property
28. Client will mitigate wetlands or other environmental restraints on the property
29. Client will pay all closing costs
30. Other