

## When Process Matters

Estate Settlement, Partnership Dissolution, Divorce Settlement

### THE PROCESS:

Foster or eliminate the conflict? A professional auction campaign will provide a fair, open forum bringing timely closure to potentially adverse situations.



### THREE CASE STUDIES:

#### 1 ESTATE SETTLEMENT:

After inheriting significant real estate, the heirs could not agree on value or an appropriate disposition strategy. After months of emotional debate, a trustee was appointed who immediately moved the court to engage our services.

RESULT: 15 bidders, SALE PRICE - \$850,000.

*"It was extremely important to the Trustee and the court that a process be utilized to ensure fairness and ultimately the true market value...the property was professionally marketed and the process garnered 20% more than expected."* Court Appointed Trustee

#### 2 PARTNERSHIP DISSOLUTION:

The final asset of a long term real estate partnership was an environmentally and legally challenged project. Expert consultants had diverse opinions as to property value. The auction process provided the principals with an appropriate methodology to determine true value and eliminate speculation.

RESULT - 6 bidders, SALE PRICE - \$630,000.

*"Tranzon Auction Properties brought a focused process with excellent results that ended potential acrimony between friends."* Principals' Financial Consultant

#### 3 DIVORCE SETTLEMENT:

Mediation had resolved all issues except the matrimonial real estate. The parties were at odds as to a fair determination of value. With the approval of the parties' counsel and the mediator, Tranzon Auction Properties implemented a customized marketing campaign designed specifically for the property.

RESULT - 5 bidders, SALE PRICE - \$620,000.

*"After months of disagreement your process brought closure to this extremely emotional issue."* Divorce Counsel



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