

# OFF MARKET

## Private CRE Deal Resource

Match, Connect, Close

COMMERCIAL REAL ESTATE OWNERS OPEN TO THE IDEA OF SELLING  
OFF MARKET, WHEN THEIR STRONG & CONFIDENTIAL  
*MAKE ME SELL (MMS)* OFFER IS OBTAINED

### MMS Asset Owner

- **Confidentiality** Agreement Signed
- **You are in control of your MMS Terms**
  - Whisper Price
  - Days to close
  - Earnest Money
- **What do you provide to Sperry?**
  - Terms
  - Income & Expenses statements
  - Rent Roll
- **Why?**
  - Lower costs including commissions
  - Less risk as each buyer is verified
  - No low and unproductive offers
  - Less intrusion or unwanted attention upon the operation of the asset

### Sperry CGA

- **Confidentiality** Agreement Signed
- **Verify** every buyer/investor financial ability to perform
- The **ONLY** Details provided to a buyer/investor before the MMS approves
  - Net Operating Income (NOI) achieved from financial information provided or Cash On Cash (CoC)
  - Asset Type
  - Whisper Price
  - Decade range of year built and renovated
  - Zoning



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