

# Real Estate Auctions

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FORECLOSURE & POST FORECLOSURE CHALLENGES  
MBA SERVICING PANEL  
FEBRUARY 19, 2009



# Reducing Loss Severity

- When (age), Where (location), What (property), Why (volumes, marketplace, losses) and How
- Net Present Value
- Measurement
- Traditional vs. Auction Strategy

# Auctions are about Opportunity and Urgency

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- Time Definite Sale
- The Market Place
- Obtaining Market Value
- Reverse of Traditional Strategy
- What Auctions are *Not*

# Auction Platforms

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- Live on Location
- Studio
- Simulcast
- Online

# World Platform

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- Future of Sales
- Emerging Markets