

Welcome to the world of ACQUIRED ASSETS

Erwin De Guzman
VP-AAG
Asia Trust Bank

What is ROPA

- ROPA stands for Real and Other Properties Acquired
- ROPA is the inventory of Non-Performing Assets of the bank

How does an asset fall under the category of ROPOA?

- The two common ways that a property becomes ROPA is through:
 - FORECLOSURE
 - DACION EN PAGO

When can we sell ROPA

- ROPA can be sold as soon as the Certificate of Sale is executed in favor of the bank and annotated in the Title.
- Note: Redemption Period for previous owners:
 - Individuals: 1 Year from COS Date
 - Corporations: 3 months from COS Date

How much are properties in ROPA

- All ROPA are appraised by Internal and External Appraisers and are usually priced at Fair Market Value.
- All properties above 5M have been appraised by an external appraiser as required by the BSP.
- Selling Price is dependent on the Approved Selling Price of the Asset Disposal Committee and is usually equal to the Fair Market Value of the Property.

Negotiating for the Best Price

- Fair Market Value
- Book Value
- COS Value

- A good initial offer is usually the COS Value plus 20% to cover the costs incurred including but not limited to the following:
 - Legal Fees
 - Publication Fees
 - Commissions

Pro's in selling ROPOA

- Assets acquired by the bank are of the utmost value to customers.
- It will give customers an opportunity to purchase desired properties at prices that are both fair and adequate for parties involved
- All prices are negotiable
- Buyers can usually acquire the properties at below the Fair Market Value

Flexible terms

- Just like any Real Estate Developer, Banks offer flexible terms:
- ATB Offer: 10-20% DP, Balance up to 10 years at a fixed rate of 10% p.a.
- You may offer other payment terms subject to approval of the bank.

Standard Commission

- Standard Commission Rates for the banks are usually between 2 to 5 %.

- ATB Offer:
 - 10% - Canyon Woods Properties
 - 7% - 15M and Below
 - 6% - 15M to 30M
 - 5% - 30M to 50M
 - 4% - 50M to 100M
 - 3% - 100M and above

ATB ROPOA

- Properties of ATB are located in prime residential, industrial, and commercial areas
 - Canyon Woods
 - Condominiums
 - Industrial Lots
 - Residential Houses
 - Others

- *FOR A LIST OF ATB ROPA, PLEASE LOG ON TO WWW.ASIATRUSTBANK.COM OR CALL (02) 9245769 FOR A LISTING.*

Accreditation

- Accreditation Requirements:
 - Broker's License
 - SEC/DTI Registration
 - Completely Filled Out Broker Information Form
 - Valid I.D.'s with signature

ROPA Selling Reminders

- Members of the Acquired Assets Group of the Bank are usually bankers and non-brokers.
- The bank has the right to approve or disapprove an offer.
- Terms and Conditions are negotiable.
- The bank will be willing to let go of some properties at a huge bargain.
 - Deadbeat Properties
 - With Pending Case
 - Squatted

TURN AROUND TIME

Normal Turnaround Time for Approval:

3M and Below	-	1 week
3M to 30M	-	2 weeks
30M and Above	-	1 month

OPEN FORUM

- QUESTIONS