



Be Prepared To Sell Your Building.

You have decided to sell a building asset. Make sure to stay in control of the negotiation. The seismic rating of your building will be a key piece of information for any prospective purchaser's due diligence.

Ignore the seismic assessment and this will cost you both time and money.

It will potentially become a roadblock to completing a deal. A Detailed Seismic Assessment (DSA) will give you an NBS score for the building. It should isolate the areas of the building that are expected to perform badly in an earthquake, but it does not give you the solution. gridlineNZ can help with the solution.

It is typically argued that the value of any remediation required to achieve an acceptable NBS score is reducing the value of the asset. As much as an upgraded building enhances the value of an asset.

It is important to proactively manage the narrative in negotiations for your asset. Whether you do the work or acknowledgment the work in your price. You want a fact-based negotiation.

The repairs can be completed in the most cost effective and expedient way on behalf of a seller. Or, less preferably, another way that suits the potential purchaser better. Whatever the approach, it's best to control the narrative with quantifiable facts rather than speculation.

gridlineNZ can untangle the complexities of a seismic report.

Distil the report down to the actionable items. Prepare a concept design for repair of those items. Then estimate a price that can be used in the building valuation process. Stay in control of the process.

You now have the opportunity for a fact-based negotiation on the asset value. Stay in control. Call gridlineNZ.

A DSA is not enough. Retaining maximum value in a building, through a seismic upgrade design is generally outside the scope of an engineer. Maximum value requires buildability and programming. You will need gridlineNZ for these sophisticated approaches to seismic building value understanding.

Key tools in your buying negotiation include:

TOOL	SOURCE
Detailed Seismic Assessment (DSA)	Engineer or gridline ^{NZ}
Concept remediation design	gridline ^{NZ}
Estimated cost for remediation construction	gridline ^{NZ}
Construction programme	gridline ^{NZ}

gridline^{NZ} can offer a suite of solutions to provide Seismic Clarity from Seismic Assessments. Leveraging opportunity into value. Contact gridline^{NZ} now to get an appraisal of your situation.

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