

McCurdy Auction, LLC

ANNUAL REPORT

2018



McCurdy
AUCTION LLC
REAL ESTATE SPECIALISTS

AUCTIONS CONTINUE TO RISE



Friends and Family,

2018 was another year of growth for McCurdy Auction. I am proud of the strides and successes our company was honored to see this past year. We saw a 17% increase in real estate auctions this past year, continuing to reinforce that auction is fast becoming a first-choice option for many sellers.

This was a year of many memorable auctions for our team. We had the opportunity to auction the property of the late Weidman Estate where we not only sold their real estate at absolute auction, but were recognized by REALTOR.com as having the 2nd most popular home in the nation the week of March 27. We had the privilege of assisting numerous well-known families and businesses this year - including the Wichita Wingnuts, Joyland, Mid America Powersports and Friends University's Colorado Rockcleft Camp. We continued to focus and provide great value to our Premier Residential and Senior Transition clients.

Not only did we see an increase in real estate auctions, but we also continue to see the auction method help local charities raise funds for their missions and goals. In 2018, we helped raise over \$2 million for many notable organizations including the Sedgwick County Zoo, Special Olympics, the Leukemia and Lymphoma Society and many more.

I can proudly say that we now have the strongest team we've ever had. Our staff continues to raise the bar for excellent customer service, implementing innovative new technologies and promoting the auction industry. They are dedicated to helping create a stronger community by donating their time and resources to serve on the boards of many local organizations.

A handwritten signature in black ink, appearing to read 'Braden R. McCurdy'.

Braden R. McCurdy
Chief Executive Officer and Auctioneer

I want to thank you for choosing McCurdy Auction. We are committed to providing a fast, professional and effective way to buy and sell. We are passionate about auctions and our goal in 2019 is to continue proving that #AuctionsWork.



656

Total Auctions (*Our Highest Number of Auctions Completed In a Single Year Since We Were Founded in 1982*)

591

Real Estate Auctions of Residential, Commercial and Land

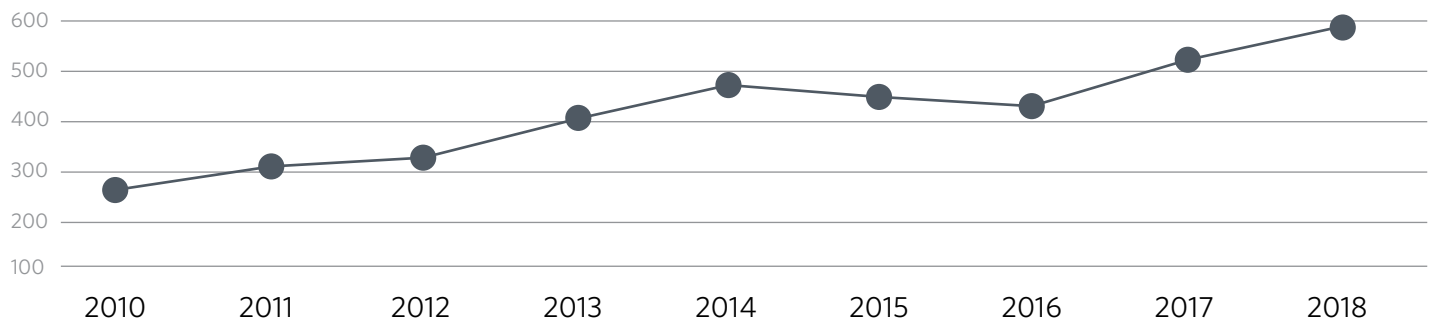
42

Benefit and Charity Auctions

23

Personal Property Auctions

MCCURDY AUCTION GROWTH BY NUMBER OF REAL ESTATE AUCTIONS



McCurdy is licensed to conduct auctions in Kansas, Oklahoma, Missouri and Colorado.

2018 SOUTH CENTRAL KANSAS MLS AUCTION VOLUME



In 2018, McCurdy sold 55% of all auction transactions in the South Central Kansas MLS system. The second place auction sales leader made up 8% of the market share.

ABSOLUTE AUCTIONS ON THE RISE



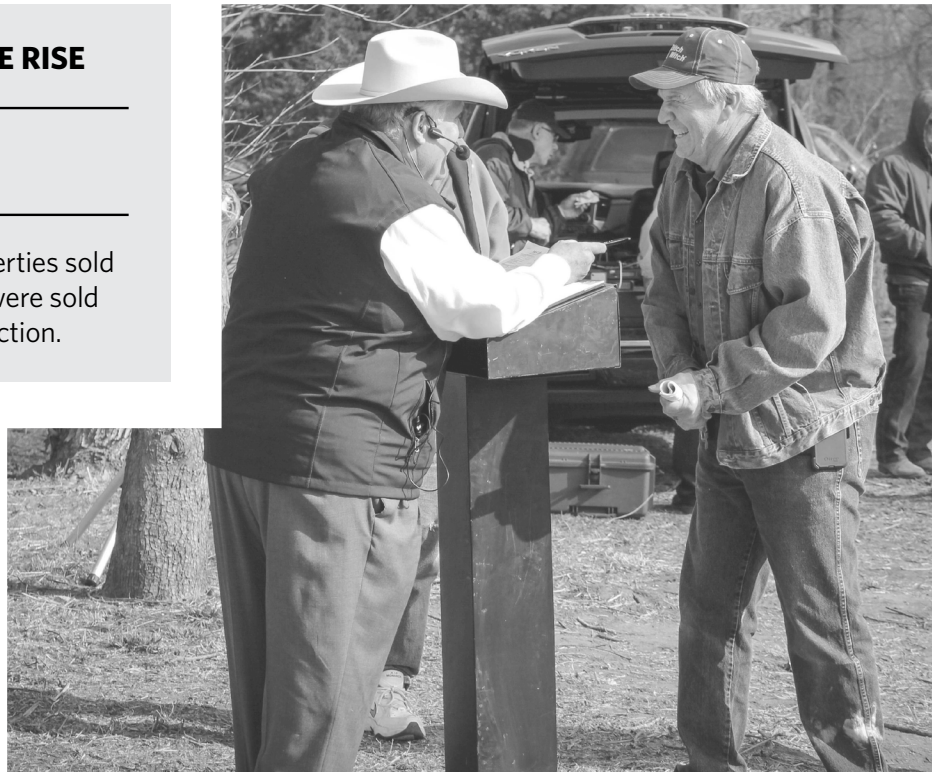
60%

In 2018, 60% of all properties sold at a McCurdy auction were sold through absolute auction.

MASTERS CIRCLE AWARD

RECIPIENTS

Our entire auction sales force was individually awarded for over \$5 million in real estate sales or 48 transactions each.



MCCURDY AUCTION 2018 REAL ESTATE AUCTIONS



413

Residential



61

Multi-Family



36

Commercial



81

Land

EXPANDING BUYER COMMUNITY

+48%



In 2018, we saw 3,296 bidders at our real estate auctions. 1,576 of those bidders were considered new, having never before participated in a McCurdy auction.

"Everyone was very professional and helpful from beginning to end. I felt like the exposure & advertising was top notch. The website is easy to navigate and thorough. Enjoyed working with everyone."


Barbara Bachman, seller of the former Joyland Amusement Park

AUCTION BROKERAGE
RANKING

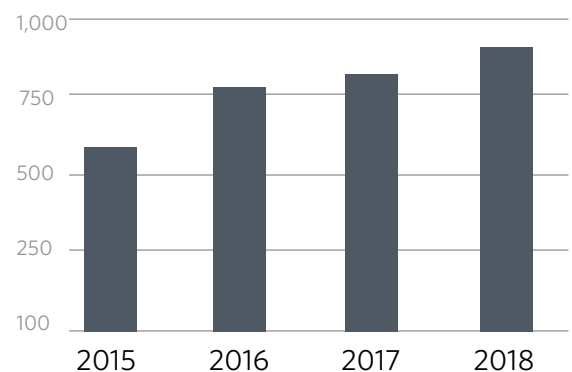
#1

McCurdy Auction surpassed all other auction brokerages by more than 700 transaction sides and ranked #8 for all real estate brokerages in the South Central Kansas MLS.

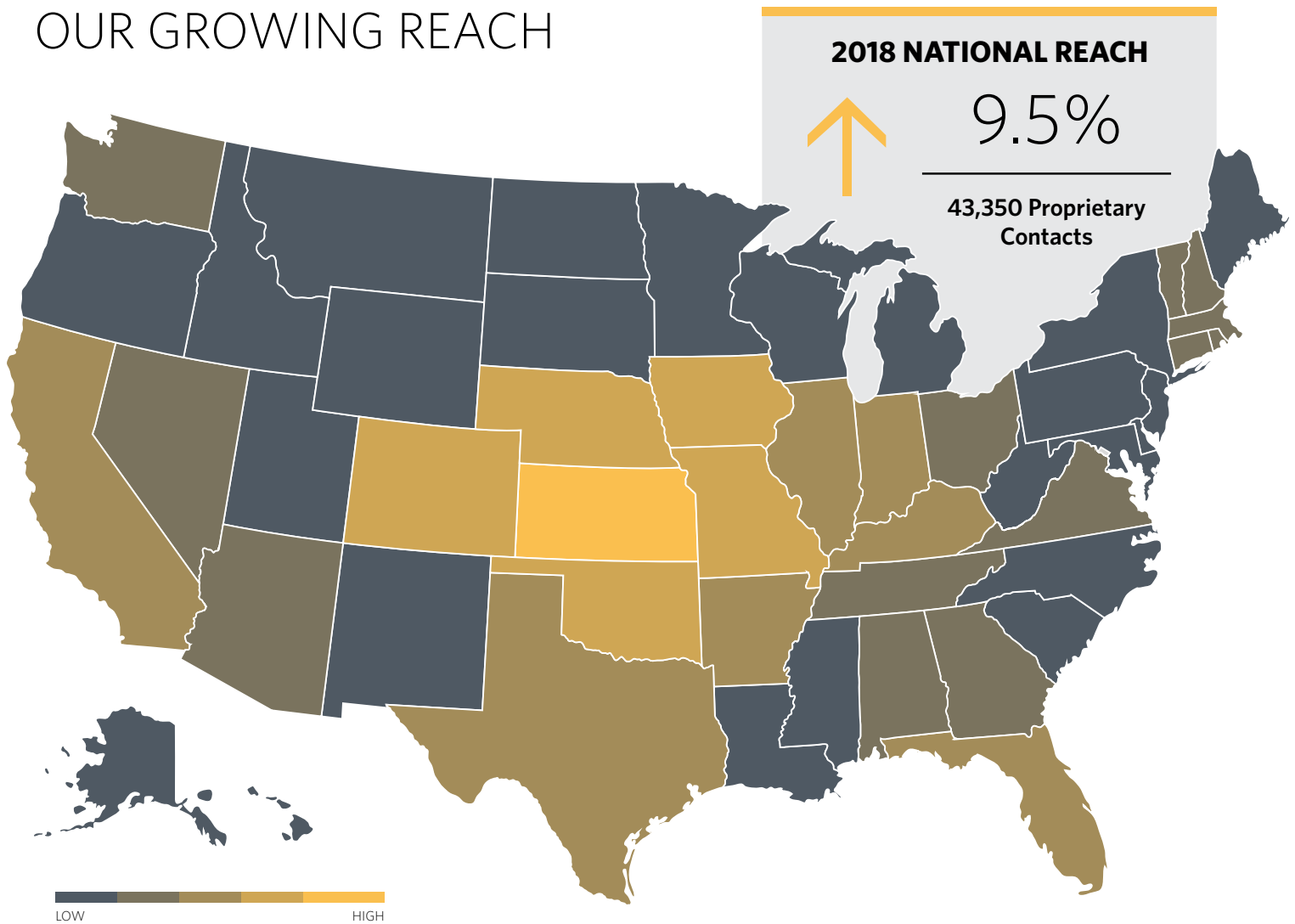
AVERAGE TIMEFRAME

 22%

Properties at a McCurdy auction sold and closed 22% faster than the average Traditional Sale listing.

AUCTION MARKET VOLUME
IN THE SOUTH CENTRAL KANSAS MLS

OUR GROWING REACH



2018 TOP 5 HIGHEST TRAFFIC AUCTIONS

Property	Page Views	Unique Viewers
Weidman 40+ Acre Estate Real Estate Auction 2900 W. 55th St S., Wichita, KS	61,571	34,146
6,076 Square Foot Mid-Century Home Real Estate Auction 1302 S. Lark Ln, Wichita, KS	32,657	21,611
Former Joyland Amusement Park Real Estate Auction 2801 S. Hillside Ave., Wichita, KS	31,546	22,637
Wichita Wingnuts Personal Property Auction 300 S. Sycamore St, Wichita, KS	26,757	15,513
Friends University Colorado Camp Real Estate Auction 7218 Lucky 4 Rd, Green Mountain Falls, CO	19,644	14,045

WHAT OUR SELLERS ARE SAYING

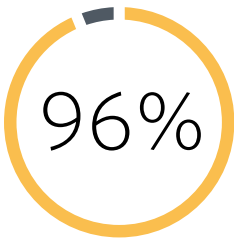
9 out of 10

of our sellers say we exceeded their selling expectations.

Google: 4.3★ | Facebook: 4.4★



TAKE IT FROM OUR BUYERS & SELLERS



96% of our sellers and buyers would recommend McCurdy Auction to their family and friends.

NATIONAL MARKETING AWARD RECOGNITION



15 national marketing awards in 2018 bringing our total count to 83 from the National Auctioneers Association judged by USA Today

A FEW TEAM HIGHLIGHTS:

Rick Brock, CAI, CES - Inducted into the Kansas Auctioneers Association's Hall of Fame

Annette McCurdy - Inducted into the Kansas Auctioneers Association Auxiliary's Hall of Fame

Megan McCurdy Niedens, CAI, BAS - Served as President for the South Central Kansas MLS

Braden McCurdy, CAI, AARE - Served on the Advocacy Committee for the NAA

Lonny McCurdy, AARE - Celebrated 60 years of auctioneering

Daniel Gutierrez - Recognized as the Hispanic Chamber of Commerce 2018 Rising Star

Ty Patton - Served as Chair of Wichita Festivals, Inc

Jerry Jackson - Awarded the RSCK 2018 Ethics in Action Award



SMALL BUSINESS AWARDS

2nd Year Small Business
Awards Finalist



2018 BEST PLACES TO WORK

2nd Year Best Places to
Work Finalist

**WICHITA
BUSINESS JOURNAL**

Top Auction Firm of 2018
2018 Family Business Award
Recipient



12041 E. 13th St. N., Wichita, KS, 67206
(316) 683-0612 • (800) 544-4489
www.McCurdyAuction.com

