



ANNUAL REPORT

2019

Our vision is to validate auction as the preferred real estate sales method and to be recognized as the leading auction firm in the Midwest.

McCurdy
AUCTION LLC
REAL ESTATE SPECIALISTS



620 Auctions Conducted in 2019

553

**Residential, Commercial and Land
Real Estate Auctions**

33

Benefit and Charity Auctions

34

Personal Property Auctions



2019 Award Recipient
SMALL BUSINESS AWARDS
WICHITA REGIONAL CHAMBER OF COMMERCE

A CLEAR VISION FOR THE FUTURE

With the beginning of 2020 here, I want to take a moment to truly thank our incredible team and growing list of clients who have supported us throughout the years. This team has passion and we are showing this region the power of the gavel.

Reflecting back over the last decade it is remarkable to see the percentage of property selling at auction in this region grow from 2.8% to 6.2%. Connecting buyers and sellers is a large part of our mission and everyday clients are seeing the advantages of an effective real estate auction. Auctioning a home for many is their first-choice solution.

2019 we called together an all-hands-on-deck company retreat, where we wanted to hear from each of our employees. Together we listened and updated our mission and vision statements that the entire team is behind.

A substantial highlight in 2019 was being honored as the 2019 Small Business of the Year from the Wichita Regional Chamber of Commerce. This incredible team is the best in the industry and its certainly nice to be recognized by our community. A few other highlight accomplishments were being nominated for a third year as one of the 2019 Best Places to Work by The Wichita Business Journal and one of our auctioneers, Ty Patton, was awarded the 2019 Kansas Auctioneers Association State Champion.



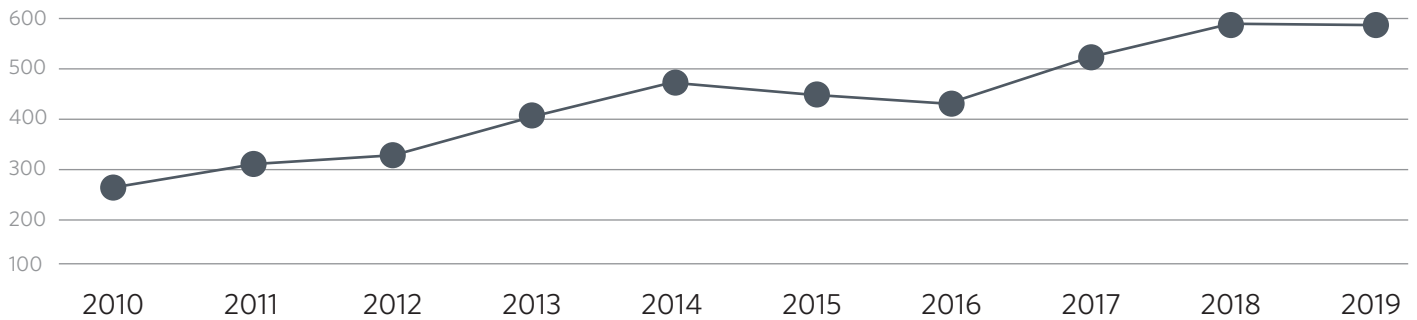
OUR MISSION is to connect buyers and sellers through a competitive bidding method to discover true market value for real estate and other assets.

Although we are briefly resting our gavels at the conclusion of this strong year; 2020 is arriving and our team is continuing to lead the way at growing a culture of real estate auctions in this community both live and online. Follow us and be part of this innovative movement where our favorite word is SOLD.

A handwritten signature in black ink, reading "Braden R. McCurdy". The signature is stylized and fluid.

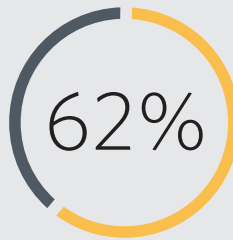
Braden R. McCurdy
Chief Executive Officer & Auctioneer

MCCURDY AUCTION GROWTH BY NUMBER OF REAL ESTATE AUCTIONS



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

KANSAS'S LEADING AUCTIONEER



In 2019, McCurdy sold 62% of all auction transactions in the South Central Kansas MLS system. The second place auction transactions leader made up 7% of the market share.

PREMIER AUCTIONS ON THE RISE



16%

In 2019, 16% of all properties sold over \$1 Million dollars in South Central Kansas were sold by McCurdy.

MASTERS CIRCLE AWARD

RECIPIENTS

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



MCCURDY AUCTION 2019 REAL ESTATE AUCTIONS



410

Residential



44

Multi-Family



50

Commercial



49

Farm & Ranch

EXPANDING OUR BUYER COMMUNITY

+54%

New Buyers



In 2019, we saw 5,778 bidders at our auctions. 3,171 of those bidders were considered new, having never before participated in a McCurdy auction.

"I have used McCurdy Auction to sell my personal home as well as real estate in the course of my business. Their knowledge in real estate transactions, exceptional customer service, and integrity makes them my first choice for selling real estate in South Central Kansas. I am consistently amazed by their marketing and advertising skills as there is always a crowd of interested buyers at every auction I've held. I would highly recommend McCurdy Auction for your next sale!" Paul Dugan Sr, Former Kansas Lieutenant Governor

AUCTION BROKERAGE RANKING

#1

McCurdy Auction surpassed all other auction brokerages by more than 700 transaction sides and ranked #9 for all real estate brokerages in the South Central Kansas MLS.

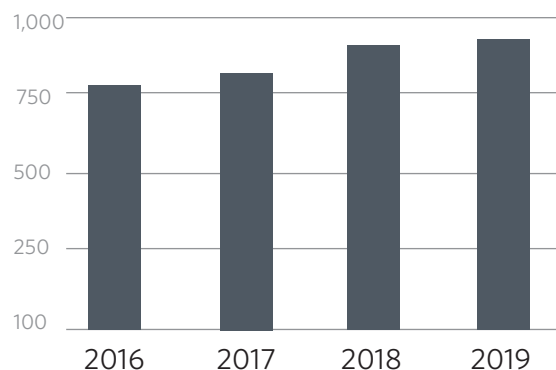
AVERAGE TIMEFRAME



14%

Properties at a McCurdy auction sold and closed 14% faster than the average Traditional Sale listing.

MORE AUCTIONS ARE HAPPENING IN SOUTH CENTRAL KANSAS



WHAT OUR SELLERS ARE SAYING

9 out of 10

of our sellers say we exceeded their
selling expectations.

Google: 4.4★ | Facebook: 4.4★



TAKE IT FROM OUR BUYERS & SELLERS



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

*"The team at McCurdy Auction is amazing,
everyone is so professional, helpful and fun
to be around. They are the only team we
will use in business and personal buying
and selling."* Happy Buyer

A FEW TEAM HIGHLIGHTS:

Megan McCurdy Niedens, CAI, BAS - SCKMLS
President's Award, Past President for the South
Central Kansas MLS Board of Directors

Braden McCurdy, CAI, AARE - KAA Board of
Directors, Elected to the RSCK Board of Directors,
NAA Promotions Committee

Daniel Gutierrez - Hispanic Chamber of Commerce
Board of Directors, KAA Board of Directors

Ty Patton - 2019 Kansas Auctioneer Champion,
WBJ 40 Under 40 Honoree, Leadership Wichita
Class of 2019, Chair of Wichita Festivals, Inc

Eric Tauer - 2020 WBJ CFO Awards Honoree



2019 Wichita Regional Chamber of
Commerce Small Business of the Year



3rd Year Best Places to
Work Finalist



Top Auction Firm of 2019

Our expert team has years of auction experience. Through innovation and strategic thinking, we continue to achieve superior auction results for our clients.

The past few years have had made a resounding impact on our company and we are looking forward to the changes and growth opportunities the next few years will bring. We want to thank you for being a loyal customer of McCurdy Auction and trusting us to provide a fast, professional, and effective way to buy and sell real estate. We are passionate about the auction industry and it is our goal to continue proving that #AuctionsWork.

