



2020

MCCURDY AUCTION, LLC

ANNUAL REPORT

# ADAPT ABILITY

As this year comes to a close, we can all agree that 2020 has been and will be a year to remember. No one could have predicted the impact the pandemic would have on our lives, our community, and our industry. Despite all the abrupt changes and challenges, I continue to be humbled and proud of the resiliency of the McCurdy team members and our community. Our ambition and commitment to each other pushed us to be the best auctioneers in the country.

Ensuring the safety of our buyers, sellers, and team members during this uncertainty was critical. With the pandemic forcing businesses to come to a screeching halt, we had to quickly pivot to exclusively performing online auctions, which has proven to be just as effective and even more convenient.

This annual report highlights the team's accomplishments in 2020 while navigating these challenging times. Although we certainly miss the face-to-face interaction with clients, our team remains committed to our mission of connecting buyers



**Braden McCurdy**

*Chief Executive Officer,  
Broker & Auctioneer*

and sellers, whether that is in person or online. Reflecting back, we now have stories of bringing these digital connections of buyers and sellers together through the convenience of online only auctions which are here to stay.

We look forward to 2021 and the opportunity to serve our existing clients and expand our relationships with new clients as well.

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## SUSTAINABILITY

As difficult as 2020 was, in some ways, it was also our most exciting year yet. McCurdy has been offering online bidding as a part of live auctions for years, but we shifted to nearly all of our auctions being online only to keep our buyers, sellers and team members safe. These numbers show that there's no slowing us down.

466 AUCTIONS  
IN 2020

415

REAL ESTATE AUCTIONS

16

BENEFIT AUCTIONS

35

PERSONAL PROPERTY AUCTIONS

#1

AUCTION COMPANY  
IN **TOTAL**  
AUCTION SALES IN  
SOUTH CENTRAL  
**KANSAS**

**9,047**

ONLINE BIDDERS

**149%** MORE THAN  
**2019**

**AVERAGE**  
AUCTION LENGTH

**14** DAYS

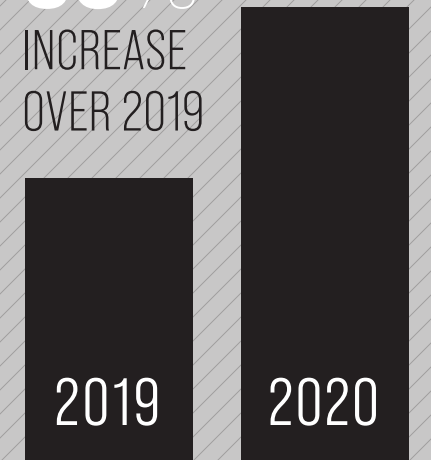
**9.7** ★  
**REFERRAL  
RATING**

**9,100**  
PERSONAL PROPERTY  
ITEMS **SOLD ONLINE**

**201,661**

**TOTAL BIDS  
PLACED ONLINE**

**39%**  
INCREASE  
OVER 2019



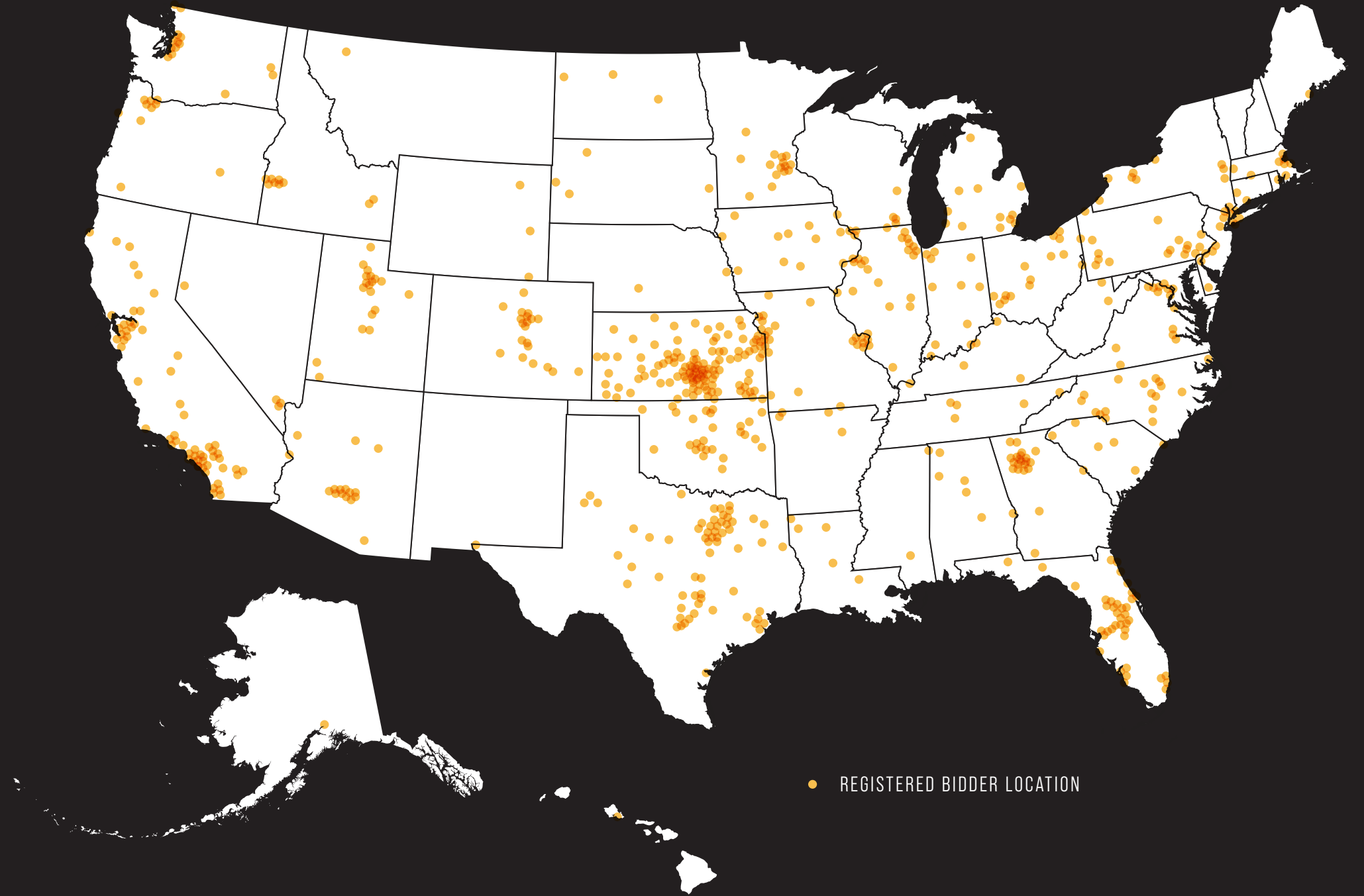
9,047

REGISTERED BIDDERS

IN

49

STATES



● REGISTERED BIDDER LOCATION

2

## DELIVERABILITY

While we saw many changes in 2020, the one thing that didn't change is our drive to produce results for our sellers. The McCurdy auction process is just as effective and efficient as ever. Here are a few property highlights that helped to define our year.

350 S. TRACY ST. **WICHITA**



TOTAL SOLD PRICE

**\$2,431,056**

65% ABOVE COUNTY APPRAISAL

WEB VIEWS

**9,062**

BIDDERS

**8**

BROKERS

**6**

This 96,530 Sq. Ft. commercial building on 8± acres in west Wichita was sold through a sealed bid auction on January 16th, 2020.

**ABSOLUTE**

NO MINIMUM  
NO RESERVE



TOTAL SOLD PRICE

**\$913,000**

HOME \$655,500 LOT \$247,500

WEB VIEWS

**24,602**

BIDDERS

**65**

BROKERS

**30**

This impressive 5,603 Sq. Ft. home on .94± acres with adjacent .64± acre lot sold at live multi-tract auction on October 31st, 2020.

8 E. LYNWOOD BLVD. **EASTBOROUGH**

1

2

3

TOTAL SOLD PRICE

**\$579,040**

20% HIGHER THAN PRE-AUCTION ESTIMATES

WEB VIEWS	BIDDERS	BROKERS
5,965	14	6

Three total lots sold together in Fredonia, KS through an online only auction that closed August 6th, 2020.

188.2± ACRES **FREDONIA**10330 E. HARRY ST. **WICHITA**

ABSOLUTE

NO MINIMUM  
NO RESERVE

TOTAL SOLD PRICE

**\$764,500**

65% ABOVE COUNTY APPRAISAL

WEB VIEWS	BIDDERS	SHOWINGS
11,580	9	13

This 9,600 Sq. Ft. furnished church facility sold as part of our online only Commercial Multi-Property event on July 1st, 2020.

TOTAL SOLD PRICE

**\$462,000**

72% HIGHER THAN COUNTY APPRAISAL

WEB VIEWS	BIDDERS	SHOWINGS
21,926	27	20

This 2,994 Sq. Ft property on 9.59± acres in Derby sold at live auction with online bidding on November 14th, 2020.



ABSOLUTE

NO MINIMUM  
NO RESERVE7651 S. GREENWICH RD. **DERBY**13001 E. REEDS COVE CT. **WICHITA**

TOTAL SOLD PRICE

**\$522,500**

53% HIGHER THAN SELLER'S RESERVE

WEB VIEWS	BIDDERS	SHOWINGS
15,319	32	21

This beautiful 3,021 Sq. Ft. home sold at online only auction on November 19th, 2020.

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6



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## EMPLOYABILITY

Our team might be growing, but our focus on a family atmosphere makes McCurdy Auction who we are. From milestone anniversaries to giving back to the community, our employees gave us plenty to celebrate this year. We were thrown many curveballs in 2020, but the team just found new ways to succeed.





## ANNIVERSARIES

SHELLY FROST  
**20 YEARS**

JEREMY OXBORROW  
**15 YEARS**

MEGAN MCCURDY NIEDENS  
RECIPIENT OF



**2020**

WICHITA BUSINESS JOURNAL

WOMEN IN  
BUSINESS **AWARD**

ALL **5** AUCTIONEERS  
QUALIFIED FOR THE  
REALTORS® OF SOUTH CENTRAL KANSAS  
**MASTER'S CIRCLE**

REQUIRES \$5,000,000 ANNUAL SALES VOLUME

BRADEN MCCURDY



**ELECTED  
KANSAS**

AUCTIONEERS ASSOCIATION  
VICE **PRESIDENT**

LONNY MCCURDY  
NAMED TO THE



**2020**

REAL ESTATE  
**HALL OF FAME**

BY THE WICHITA BUSINESS JOURNAL

## COMMUNITY INVOLVEMENT

MEGAN MCCURDY NIEDENS

- National Auctioneers Foundation Trustee
- Wichita Area Chamber Board of Directors

BRADEN MCCURDY

- Realtors of South Central Kansas Board of Directors
- National Auctioneers Association Promotion Committee
- W. Frank Barton School of Business Dean's Advisory Board

TY PATTON

- Board of Directors for Risk Management Association, Kansas Chapter
- Board of Trustees Old Cowtown Museum
- Board of Directors Wichita Festivals, Inc.

ERIC TAUER

- Derby Recreation Board Member



# READY TO SELL IN **2021**?

#last**hand**wins #last**click**wins

Whether you have residential,  
commercial, agricultural or  
personal property assets,  
McCurdy Auction is ready to help.  
Contact us to get started.

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