

2012 NAI Global Live Auction Schedule
Sellers, are you reassessing your current marketing strategy?

Our Findings: There is an increased interest in live auctions. Live auctions offer an option for bidders to also bid online, providing Sellers the best of both worlds – live and online bidding. Bidders from outside a region may participate in live auctions via online bidding, however overall participation is maximized when interested bidders are offered the opportunity to attend a live auction. Right now, auction inquiries from banks, investment companies and individual property owners are on the rise.

Planned Live Auctions: To accommodate motivated Sellers, NAI Global and its partner, Higgenbotham Auctioneers, www.higgenbotham.com, will host national live auction sales throughout 2012, with the first scheduled for April 2012. April sales enable Sellers to realize closings within Q2 2012! Commercial and residential properties are suitable for inclusion in the upcoming auctions. Mobile sales forces will cover the entire United States. Sales will be held onsite or at local hotel ballrooms (based upon the number of properties within a specific geographic area.)

Property Submission Deadlines:

January 27, 2012
March 26, 2012
June 25, 2012
August 27, 2012

Live Auctions:

April 2012
June 2012
September 2012
November 2012

Marketing Fund: Sellers make an upfront investment in the marketing budget for advertising and promotion. The marketing investment is typically 1-2% of the properties' value.

Commissions: No commission is paid directly by the Seller. A 10% Buyer's Premium is paid by the buyer at closing.

Seller Participation/Questions: Contact Patricia Faulkner @ +1 732 238 3322, or pfaulkner@naiglobal.com.

What Sellers had to say about the results of recent auction sales:

Local Property Investor

"I engaged Ed Koepenick, NAI Liberty, and Higgenbotham to help sell some of my real estate in Lynchburg, VA. I was very pleased with the result judging that it took place during a very difficult time in the real estate business."

Retailer

"Your company's excellent communication, organization and overall performance were outstanding through the entire auction process. Rest assured that I will enthusiastically recommend your expertise and professionalism with every opportunity I am given."

Trustee

"The professional attention to detail and personal skill of everyone I dealt with was superb. I would highly recommend Higgenbotham to anyone seeking the best in auction services."

Major Corporation

"Textron Business Services, Inc. utilized the services of Higgenbotham Auctioneers and Brenmar Advertising for an auction of over three hundred vacant lots in Texas. They were able to sell our lots at an overall price that we were quite pleased with. In fact, we realized a gain from the sale."

Property Holding Company

"You have a loyal following of people that follow you from auction to auction and I can see why."