

David L. Smith  
Birmingham, AL

Dear Auction Prospect,

My family is more than happy to recommend Granger Thagard & Associates as a well-qualified team of professionals to market and sell your real estate. This team worked with me during the sale of 8 contiguous pieces of property that had been in my family for many years and eventually had several groups of owners. From the moment the contract was signed, Granger Thagard hit the ground running. They handled all of my needs including advertising and marketing, through a very successful sales production and beyond, to assure a positive experience at closing for our family and the buyers.

The auction production was more dynamic than we could have imagined. Our final sales price was nearly double what had been offered to us earlier. Using a system allowing for multiple competitive bidding on each parcel and combination of parcels, our sales price increased approximately 48% between the first round of bidding and the signing of the contracts – all of which was accomplished in one afternoon!

From the time of the contract signing, the advertising began almost immediately. The auction was scheduled at my convenience. With no contingencies or other issues, the contracts were finalized on the same afternoon as the auction. The closing was scheduled for the convenience of the parties involved, 39 days after the auction. I understand the process can be even shorter, but ours was a complicated situation, which Granger Thagard made easy in less than four months.

Our family is greatly pleased. I heartily recommend Granger Thagard to handle your real estate needs in a timely and professional manner.

Sincerely,

David L. Smith