

June 26, 2008

Robert Burns
Auction Sells Fast

Dear Robert,

You really aren't kidding when you say that auction sells fast. It was the best way for me to sell my house in Baton Rouge. As I was on home leave for about two weeks in May, I didn't get the opportunity to stay for the auction. But it was a tremendous success and generated an amazing amount of interest.

I've sold properties before, but from now on I am only going to go with auction. The process is amazing. I turned the house over to you in early May and in just a month, you had a buyer. To go from listing to closing in less than two months in this market is astounding.

There was no down-side to the auction process. There were two open houses, so I didn't have to keep the house "neat and tidy" to show it to every realtor and real estate shopper that wanted to wander through. I will confess that trying to divest of furniture and 40 years of accumulated junk that I have dragged around the US and the world was a fairly messy process. I didn't have to set a price. The market set the price and to me this was to the advantage of the buyers. Even so, I was really happy with the sale and feel that it was to my advantage as well as I don't have any continued holding costs on what was literally storage.

Sure, I admit that I had my fingers crossed on the day of the auction, but the outcome was well beyond my expectations. Why would anyone list property and wait...wait...wait for results, when they can auction and get relatively immediate results.

This was a brilliant experience and thank you so much for all of your help.

Mary Kathryn Woolford
US Embassy
Baghdad Iraq