



JIM MITCHELL / TIERRA STOCK

25 TOP 25 REAL ESTATE AUCTION COMPANIES

The Editors of the Magazine
of the American Landowner
Present the First Ever Look at
America's Leading Auction Houses
as Ranked by Land Sales.





Tight credit markets and a sluggish U.S. economy severely curtailed land sales in 2009, in particular, the number of brokered transactions. Yet this downturn was not mirrored by a similar bottom in the auction business. “The auction market is doing great. More and more people are coming to auction,” says William Bone, president of National Auction Group. “The market for land is very liquid.” Bone credits this surge to investors who have withdrawn funds from shaky equity markets and are restructuring their portfolios to include land. “The money is still out there looking for a home,” Bone adds, noting that “this January was the busiest we’ve ever had. We think 2010 will be a banner year.”



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“We currently have \$18 billion of listed inventory nationally, much of which is land, and about 450 scheduled auctions in the next 90 days.”

*Dan Duffy,
United Country*

1 United Country Auction Services www.ucauctionservices.com \$172 million

WHO

In 2009, United and its affiliates conducted a staggering 1,100 auctions. Is it any wonder these guys are king of the hill? United Country is the nation's largest integrated real estate and auction company and the only franchise system specializing in rural towns and cities. The organization has some 675 offices nationwide, and its affiliate program includes auction houses large and small. Thanks to this depth, the staff of United Country Auction Services includes multiple international and state auctioneer champions and Auctioneers Hall of Fame inductees.

“We currently have \$18 billion of listed inventory nationally, much of which is land, and about 450 scheduled auctions in the next 90 days,” CEO Dan Duffy says. “We run and operate 1,000-plus websites that generated 173 million hits, over 50 million page views, and 2.9 million visitors last month alone [December 2009].”

WHERE

Corporate headquarters are in Kansas City, Missouri. Affiliate offices are located nationwide.

WHY

“We have 18 specialty property groups that focus on various types of properties on a national level including timberland, farm and agricultural, and recreational,” Duffy explains. “Our go-to-market strategy and scope of resources provides us with a unique strategic advantage in the market and an ability to serve national companies such as timber companies and hedge funds in a manner that results in a high volume of deal flow.” Over 4,000 representatives spread over 45 states translates into an enviable network. Also, the company's proprietary national buyer database has over 300,000 profiled names.

WOW

United Country was named No. 95 on *Entrepreneur's* 2009 Top 100 Franchises. It was also named the top real estate franchise in the country by Dun and Bradstreet's AllBusiness.com list.

2 **Schrader Auctions** **www.schraderauction.com** **\$84 million**

WHO

An established player that dates back to 1944, Schrader Auctions markets farms, ranches, and timberland for major U.S. corporations, investment companies, and landowners. The company developed its Maximum Marketing Method (known as M3) in the 1970s.

WHERE

In addition to the Midwest and Great Lakes, Schrader has held auctions in 40 different states.

WHY

In 2009, Schrader Auction Company generated \$84.6 million in sales at 126 real estate auctions featuring land and recreational properties.

WOW

A capacity crowd generated \$3.345 million bidding on 506 acres southwest of Frankfort, Indiana. "The optimism is back in the market, especially for higher-quality land. The results of this sale confirm what we have seen over the last 90 days in other sales of high-quality land," said Rex Schrader after the sale, which included 486 acres of prime Indiana farmland. "Land in the top one-third in terms of quality is up a good 10 percent during this quarter, and we are seeing new records for land prices in many counties."

3 **Realty Marketing/Northwest** **www.rmnw-auctions.com** **Realty Marketing/Southeast** **www.rmse-auctions.com** **\$75 million**

WHO

"Realty Marketing/Northwest was established in 1985 and is the largest auction company of its kind in the region," says President John Rosenthal. "Realty Marketing/Southeast was founded in 1998 to serve our forest product and timberland clients. Over \$1.1 billion has been sold at auction during the last 15 years," Rosenthal adds, "We've sold more timberland to small investors than anyone, thanks in large part to our close ties to some of the nation's largest landowners: Weyerhaeuser, Sierra Pacific Industries, Potlatch, Roseburg Resources, Forest Capital Partners, and The Campbell Group."

WHERE

The company's 2009 sales included timberland, recreational properties, and ranches in Oregon, Washington, Idaho, Northern California, Texas, Louisiana, Arkansas, and Alabama.

WHY

"Timberland has emerged as a popular alternative to cash," says partner Tim Reinertsen. Both firms conduct spring and fall umbrella marketing campaigns for auctions with properties from multiple sellers located in the northwest and southeast. "Realty Marketing/Northwest and Realty Marketing/Southeast are the only auction firms that regularly conduct these type of auctions," says Rosenthal. "In addition, we conduct single property and portfolio auctions, as in the case of Ruggs Ranch and Rock Creek Tree Farm."

WOW

Biggest single sale in company history? A whopper: Washington's 67,000-acre North Cascades Tree Farm for \$163 million in November 2008. Most unusual sale? Realty Marketing sold the town of Samoa, California, which included 100 homes, a post office, a Victorian inn, and the famous Samoa Cookhouse, for over \$3 million in September 2000.

4 **Woltz & Associates** **www.woltz.com** **\$60.8 million**

WHO

Founder Jim Woltz has decades of experience. Woltz & Associates specializes in timberland, farms, and lake and riverfront properties. The firm has a successful track record selling divisible property using its proprietary computer software, which allows divisible property to be sold in individual tracts, in multiple groupings, or as a whole parcel.

WHERE

Headquartered in Roanoke, Virginia, Woltz & Associates operates throughout the eastern U.S.

WHY

Annually, some \$40 million worth of real estate is sold by Woltz & Associates via its proprietary auction software.

WOW

The company auctioned over 9,000 acres in West Virginia near the New River Gorge National River Park with over 45 million board feet of saw timber.

5

Halderman Real Estate Services**www.halderman.com****\$48.5 million****WHO**

In addition to real estate auctions, Halderman offers traditional real estate service as well as farm management. The Haldermans take pride in their family's farming background. They still refer to the vow made by their grandparents, who founded the company in 1930: "To do for your farm what you would do if you had the time and the experience."

WHERE

Headquartered in Wabash, Indiana, Halderman operates in "the Eastern Corn Belt," says Director of Business Development Toni Benysh.

WHY

The company's knowledge of farmland in and around Indiana is extensive. Generations of Haldermans have advised their neighbors, and their "good people" reputation translates into first right of refusal when it's time to sell prime ag land.

WOW

Halderman successfully auctioned 402 acres of irrigated cropland in LaPorte County, Indiana, for \$2.545 million.

6

Aumann Auctions**www.aumannauctions.com****\$45 million****WHO**

Nelson Aumann started this family-owned auction house in 1962, and today it conducts nearly 100 auctions a year throughout the country. The firm was one of the first auction companies to utilize an automated clerking and cashiering system as well as one of the first to offer live Internet bidding.

WHERE

Aumann's auctioneers are licensed in multiple states. The company's Illinois headquarters spans 16,000 square feet, includes three acres of parking, and can host two auctions simultaneously.

WHY

"We specialize in farmland and recreational-use land," says Auction Manager Kent Aumann. Plus, the family-owned atmosphere means both bidders and sellers have direct access to everyone on the management team.

*DALLAM COUNTY, TEXAS*

GUSTAV SCHMIEGE / TIERRA STOCK

"Sophisticated investors are capitalizing on the opportunity to buy high-quality properties that would otherwise be unavailable."

*Jon Kohler;**Jon Kohler & Associates*

WOW

With just 12 auctions in 2009, the firm totaled \$45 million in real estate sales.

7

Westchester Auctions
www.westchester-auctions.com
\$36.4 million

WHO

Westchester Auctions found its niche in ranches and agricultural, timberland, and recreational properties. It also reports that an affiliate, the Westchester Group, is the country's largest agricultural asset management firm, managing approximately \$740 million in assets.

WHERE

Westchester's main office is in Champaign, Illinois, but it also operates satellite offices in Arkansas, California, Colorado, Florida, and Iowa.

WHY

Westchester's proprietary land auction system allows clients to bid on any desired tract or combination of tracts throughout the auction.

WOW

In September 2009, Westchester sold Jim Guercio's Republican River Ranches: a collection of 39 individual ranch properties totaling 5,651 acres.

8

J.P. King
www.jpking.com
\$28.5 million

WHO

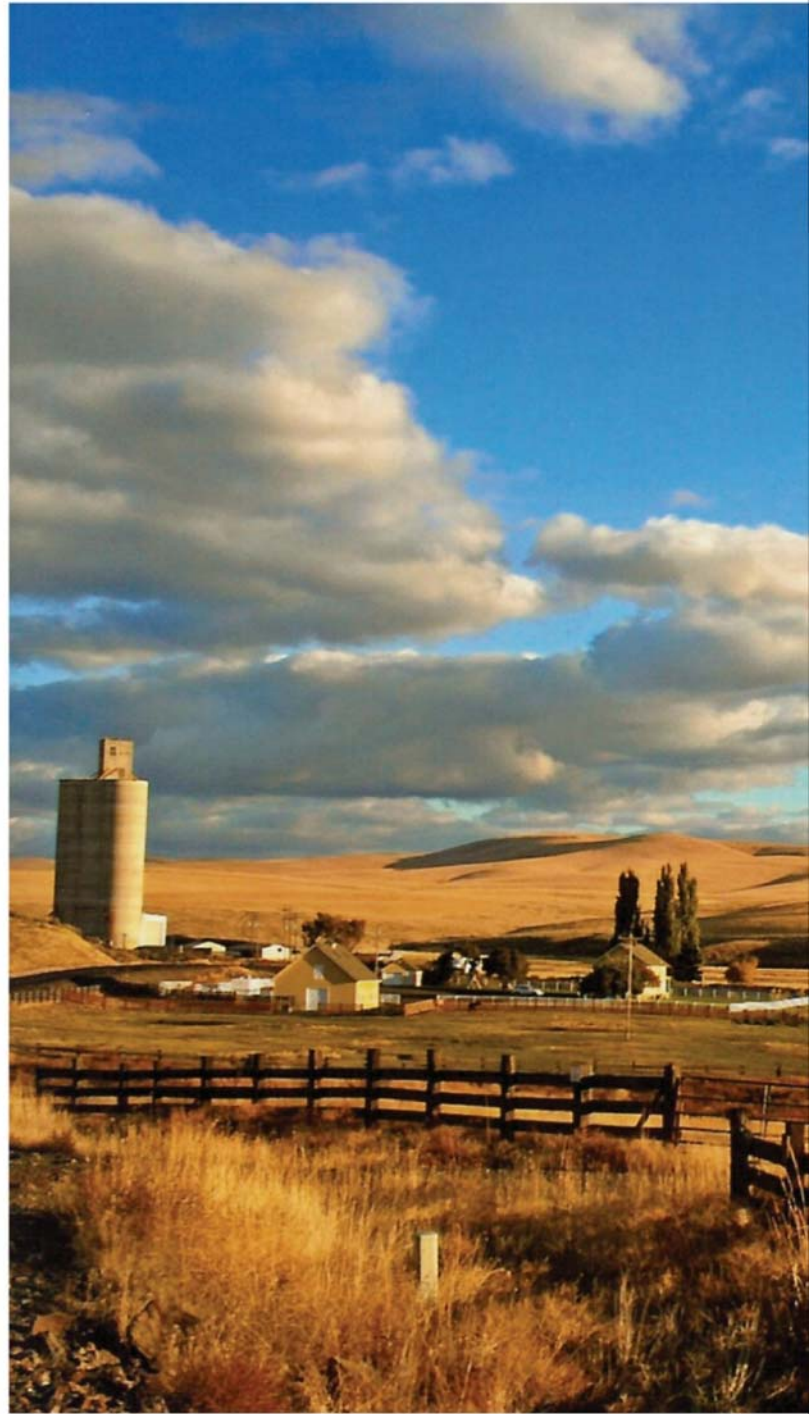
J.P. King Auction Company was founded in 1915 and has been a family-run operation ever since. Almost a century later, CEO and President Craig King continues the family tradition and has personally auctioned 10,000 properties with sales prices totaling \$1 billion. In addition to an extensive list of recreational and investment land sales, the firm also conducts numerous condominium and multi-unit real estate auctions.

WHERE

The fully diversified auction house is headquartered in Alabama but has held auctions in 49 states and six foreign countries.


WHY

J.P. King's historic focus has been high-value real estate: plantations, ranches, luxury homes, waterfront properties, and other investment-grade



“The optimism is back in the market, especially for higher-quality land. Land in the top one-third in terms of quality is up a good 10 percent during this quarter, and we are seeing new records for land prices in many counties.”

Rex Schrader, Schrader Real Estate and Auction Company



Realty Marketing/Northwest sold Oregon's Ruggs Ranch in a sealed bid auction in 2009. The 1,807-acre Morrow County ranch is an upland bird hunting mecca; its signature hunt, for pheasant and chukar, is on horseback.

METHODOLOGY

Our ranking of the top real estate auction houses is based on the total value of their 2009 U.S. land auctions before commissions. Auctions considered for ranking purposes excluded commercial, industrial, and primary residential listing. All figures cited were provided by each company. The survey was conducted from December 12, 2009, through February 15, 2010. While some firms are strictly auction houses and others are combination auction and brokerage firms, all were considered for this list. Companies that declined to release figures to **The Land Report** were excluded from our final ranking.

— Katy Richardson



PENOBSCOT COUNTY, MAINE

GUSTAV SCHMIEGE / TIERRA STOCK

opportunities. More recently, as the global financial crisis began to loom, J.P. King responded proactively to assist banks and government entities with the disposition of property. "This was a trend we saw coming a few years ago and created our Asset Division to prepare for that," said Craig King. The end result was that 2009 was a banner year for J.P. King. While many other real estate companies struggled, its New Asset division sold over \$57 million in various types of property and the company enjoyed a banner year.

WOW

Working with a major bank, J.P. King coordinated a seven-auction event in 10 states that generated \$24 million.

9 Williams & Williams
www.williamsauction.com
\$25.8 million

WHO

This firm got its start in 1905. Today, with over 100 years of experience, Williams & Williams has auctioned billions in real estate, including farms and ranches as well as commercial real estate, real estate owned (REO), corporate relocation properties, and premier properties.

WHERE

Headquartered in Tulsa, Oklahoma; operates worldwide. "We have a national footprint plus Puerto Rico," says Marketing Manager Amanda Viles. What does Williams & Williams specialize in? "Any property, any location, every month."

WHY

Multi-disciplined team of over 150 professionals and 20 auctioneers. Marketing for all property types includes global e-commerce, print, and mail strategies with live competitive bidding on location and via TV, phone, and online platforms (in partnership with Auction Network). Plus, its farms and ranches division experienced an 80 percent increase in 2009 over prior year sales.

WOW

We couldn't help but be impressed by the Williams & Williams auction of the iconic Pontiac Silverdome for the City of Pontiac. The winning bidder plans to use it a venue for MLS soccer games. Said Dean Williams, chairman and CEO, "We feel very fortunate to have had the opportunity to find a new steward for the Silverdome. There was interest from around the world and, of all the possible outcomes and uses, we are pleased the Dome will build on its past and be revitalized as a major sports venue."

10

Iron Horse Auction Company**www.ironhorseauction.com****\$24.2 million****WHO**

Iron Horse got its start in 1983 when regional experts in auction and real estate came together to consolidate their resources. Today the company is led by William Lilly. Son William Lilly Jr. oversees the company's Internet auction division. In 2009, Iron Horse held 35 land, recreational, and investment property auctions.

WHERE

Based out of Rockingham, North Carolina, Iron Horse covers the Southeast, including Alabama, Florida, Georgia, Louisiana, North Carolina, South Carolina, Tennessee, Virginia, and West Virginia.

WHY

The business has the resources to specialize in a wide range of real estate, including farm, ranch, resort, multi-family, single family, large acreage tracts, timberland tracts, and commercial properties.

WOW

Last November Iron Horse handled the auction of land holdings belonging to NASCAR driver Jeremy Mayfield, which generated almost \$8 million in sales.

11

Wieman Land & Auction Company**www.wiemanauktion.com****\$22.5 million****WHO**

Wieman Land & Auction Company, a modest "mom and pop" operation, doesn't let any grass grow under its feet. Its posting of \$22.5 million for 2009 came as a result of 162 auctions. When not working the auctions side of the business, this third-generation family-owned firm buys, sells, and trades farm equipment.

WHERE

Headquartered in Marion, South Dakota, the company operates regionally.

WHY

This small friendly firm offers highly personalized service and believes that no auction is either too big or too small. State-registered appraisers on staff can also perform a full or partial appraisal on many types of real estate and farm equipment.

WOW

Wieman successfully auctioned nearly 900 acres across two South Dakota counties for over \$3.2 million.


12

Pifer's Auction & Realty**www.pifers.com****\$22.3 million****WHO**

In addition to being a full-service auction and real estate firm, Pifer's also offers land management and livestock marketing services. Headed by former North Dakota Deputy Commissioner of Agriculture Kevin Pifer, the firm's auctions include farm and ranch land, hunting property, and lake-front property. "Our passion is land," says Pifer. "We believe that land is a fundamental core investment and is a constructive approach to muscle-build your balance sheet. It continues to provide sellers and buyers with measurable success."

WHERE

Pifer's Auction & Realty is headquartered in Moorhead, Minnesota, and operates in South Dakota, North Dakota, Minnesota, and Montana. It also has sales associates in Arizona and California.



PITTSBURG COUNTY, OKLAHOMA

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“Our passion is land. We believe that land is a fundamental core investment and is a constructive approach to muscle-build your balance sheet.”

*Kevin Pifer,
Pifer's Auction & Realty*

WHY

Customers who buy land at auction that need to establish a game plan can rely on the firm's land use and wildlife consulting services. Pifer's team is well experienced in agriculture and ag finance and manages considerable acreage for its investor clients.

WOW

A 4,665-acre ranch in North Dakota featuring irrigated cropland along the Little Missouri River went for \$4.4 million. Since 2001, the company has sold 300,000 acres of crop, recreational, and grazing land.

13

Hudson & Marshall

www.hudsonandmarshall.com

\$20 million

WHO

Hudson & Marshall specializes in foreclosures. Founded in 1965 by law school classmates, B. G. Hudson Jr. and Asa M. Marshall III, one of the company's early successes was liquidating real estate and equipment in Macon and Atlanta for the Minnie Pearl national restaurant chain.

WHERE

Hudson & Marshall has two principal offices: in Macon, Georgia, and in Dallas, Texas. The majority of the land auctions are handled by the Georgia office.

WHY

With an entire office devoted to land auctions and staff offering turnkey solutions, Hudson & Marshall has a proven track record with over 5,000 auctions under its belt.

WOW

Successfully auctioned 180+ acres in Treutlen County, Georgia, including almost 100 acres of 20-year-old pine.

14

Alliance Land Auction

www.alliancelandauction.com

\$17 million

WHO

This award-winning auction firm specializes in recreational, developmental, and agricultural real estate. Owner and Lead Auctioneer Brent Graves has extensive knowledge of the Texas agricultural landscape and was honored as 2004 Texas State Champion Auctioneer.



ORANGE COUNTY, NEW YORK

GUSTAV SCHMIEGE / TIERRA STOCK

"Have gavel.
Will travel."

*Hugh Miller,
Curran Miller
Auction/Realty*

WHERE

Headquartered in Amarillo, Alliance Land Auction operates throughout Texas, Kansas, New Mexico, Oklahoma, and Colorado.

WHY

Alliance tallied up \$17 million in auction sales last year from just 13 auctions.

WOW

Alliance successfully auctioned 21 tracts totaling 7,370 acres located along Colorado's Western Slope for over \$8 million.

WHY

For over three decades, the sole focus of Reck Agri has been on farms and ranches as well as that all-important commodity: water rights. The company has facilitated numerous sales to settle estates, dissolve partnerships and corporations, or add crucial acreage.

WOW

Reck Agri sold 944 irrigated acres in Chase County, Nebraska, for \$2.1 million just 76 days after signing the listing contract.

15

Reck Agri Realty & Auction
www.reckagri.com
\$13.8 million

WHO

Founded by Marc Reck, the firm specializes in agricultural farm and ranch real estate auctions. The company likes to say it combines old-fashioned work ethic with modern technology, and it boasts a 93 percent sold track record. Although Reck Agri still sells farms by private treaty, the company has witnessed a dramatic shift over the last decade. The benefits of selling a property at auction where a committed seller and qualified bidders come together in a single venue have completely reshaped the real estate market for the better.

WHERE

Based in Sterling, Colorado, Reck Agri operates throughout Colorado plus Nebraska and Kansas.

16

Albert Burney Auctions
www.albertburney.com
\$12.6 million

WHO

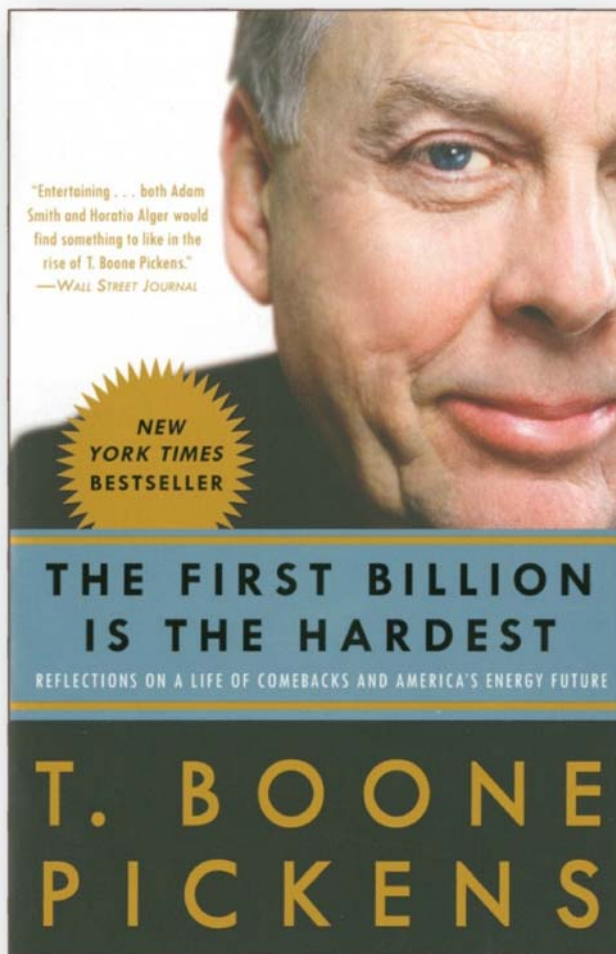
Warren Ward founded Albert Burney Auctions in 2001; hardly a banner year for real estate. Yet despite the tough economic climate during this period, Ward was able to successfully establish Albert Burney at the highest end of the luxury real estate niche.

WHERE

Based in Gadsden, Alabama, Albert Burney Auctions has conducted auctions in 46 different states coast to coast. Most recently, the busiest region has been the West Coast, with more than half the company's sales in California, Washington, and Oregon.

WHY

Albert Burney has experience in conducting all types of real estate auctions, such as luxury homes,



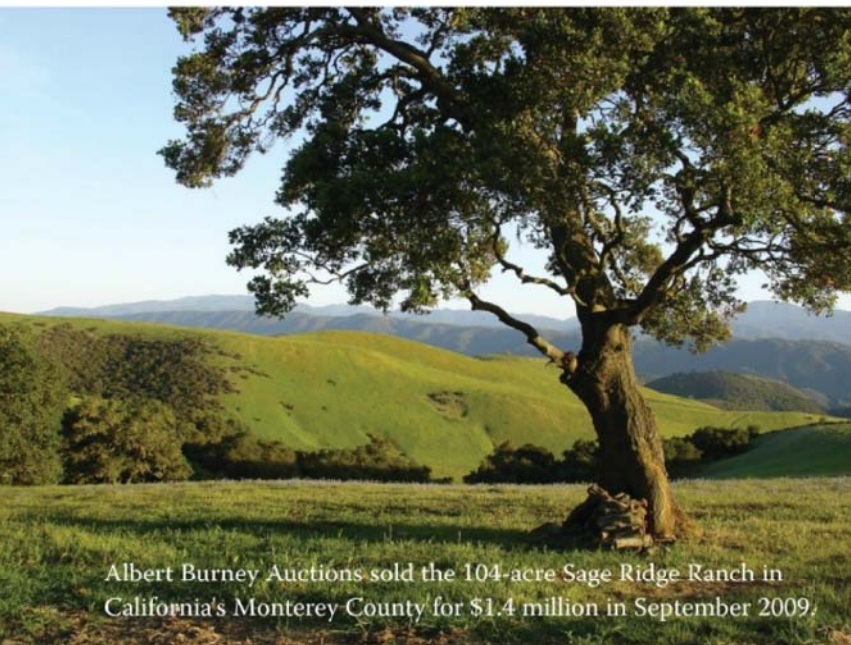
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"At Albert Burney we carefully assess highest and best use based on current market conditions. This can change dramatically over relatively short periods.

A property that has more value for residential development during a building boom may be worth more for agriculture or recreation during another time period."

Warren Ward,

Albert Burney Auction Company

condominiums, commercial land, and ranches. "When we are able to take a tract of land and offer it either in individual pieces or as entirety, we have seen the demand stay strong because of the different buyer profiles we attract through our marketing campaigns."

WOW

The firm successfully auctioned 350 breathtaking acres along Oregon's Molalla River for \$2.1 million.

17

Dakota Properties

www.dakotaproperties.com

\$11.7 million

WHO

The exclusive Cabela's Trophy Properties real estate affiliate in South Dakota, Dakota Properties has extensive expertise of ranchland and recreational land in the state. Owner Jeff Garrett was born and raised on a South Dakota ranch and still hunts on property along the Missouri River that was homesteaded by his great-grandfather in the 1880s.

WHERE

The firm has a strong presence in South Dakota with 10 offices, but also operates in North Dakota, Montana, Wyoming, Nebraska, and Minnesota.

WHY

The exclusive affiliation with Cabela's Trophy Properties has proven to be a feather in the company's cap. The staff's detailed knowledge of their home state is top-notch.

18

Buy A Farm Land & Auction Company

www.buyafarm.com

\$9 million

WHO

With BuyAFarm.com as its website address, this firm is crystal clear about its mission: to be the leader in the farm and ranch auction business. The firm specializes in rural real estate, and the formula is a successful one. "We are adding auctioneers and agents this year and expanding," says Wayne Keller, co-owner.

WHERE

Located in Sparta, Illinois, Buy A Farm also does business in Indiana and Missouri.

WHY

Buy A Farm is the perfect marriage of old school and newfangled technology. Buying a farm online is the ideal avenue for those who want to buy a farm from former farmers without having to leave their own farm, rather than your own farm.

WOW

Buy A Farm sold 137 acres of farmland, including a three-acre lake, in Jackson County, Illinois, for \$659,000. That's \$4,810 per acre.

19

Curran Miller Auction/Realty

www.curranmiller.com

\$7.7 million

WHO

President Hugh Miller (founder Curran's son) heads this family-owned real estate auction firm, which specializes in agricultural and recreational land. Miller holds true to the values his father used when starting the firm in 1936. He is also a past president of both the Indiana and National Auctioneers Associations and has been inducted into the Hall of Fame of both organizations. In addition, Miller is one of the founders of the prestigious Certified Auctioneers Institute.

WHERE

Curran Miller's headquarters are in Evansville, Indiana, but the company operates throughout the Midwest. "Have gavel; will travel," Miller says with a laugh.

WHY

Curran Miller invented the Freedom Tract Auction Method, a proprietary software and automated process that enables interested parties to bid on any combination of parcels or "tracts" that they desire. All bidding remains open until the conclusion of the auction, allowing any bidder to raise the offer on any tract or combination of tracts—even the entire property—until the bidding has been exhausted. "It benefits both buyers and sellers," explains Miller.



ORANGE COUNTY, NEW YORK

GUSTAV SCHMIEGE / TIERRA STOCK

20

WOW

Curran Miller successfully sold land in a southwest Indiana floodplain for \$7,000 an acre. "It demonstrates the strength of the market," says Hugh Miller. It also demonstrates Mr. Miller's marketing abilities.

Agri Affiliates

www.agriaffiliates.com

\$7.3 million

WHO

President, Broker, and Co-owner John Childears is the lead auctioneer of Agri Affiliates, which focuses exclusively on farm and ranch properties. The firm reached its sales figure of nearly \$7.4 million with just seven auctions; its five-year sales volume total is an even more impressive \$55 million.

WHERE

Its primary offices are in North Platte and Kearney in Nebraska. Agri Affiliates also operates in Colorado, Wyoming, Kansas, and South Dakota.

WHY

The company's dedication to agricultural land stretches beyond brokering and auctioneering. The management team leverages its considerable experience to help customers with everything from preparing crop and livestock plans to soil and water conservation techniques.

WOW

A 3,378-acre combination of three parcels in Keith County, Nebraska, sold for \$1.15 million. In addition to seven windmills on the property, the land also included a flowing well from Loneran Creek.

21

The Virginias Auction Group

www.virginiasauctiongroup.com

Old Spruce Realty & Auction

www.oldsprucerealty.com

\$7.2 million

WHO

Both full-service companies are headed by Gironza Scott. Each handles single and multi-parcel auctions as well as personal property auctions. Both firms are accelerated marketing agencies with significant marketing budgets that allow for national advertising buys.

WHERE

The Virginias Auction Group and Old Spruce Realty & Auction serve Virginia and West Virginia but also operate in North Carolina.



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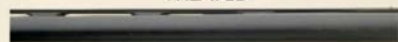
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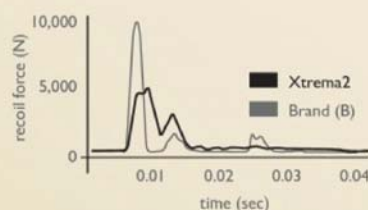


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GUSTAV SCHMIEGE / TIERRA STOCK

WHY

While many other companies service the Virginias, Gironza Scott is the only major player with not just one, but two companies focusing on the region. His personal knowledge of the area, plus an impressive e-mail list of prospective buyers, gives both companies a leg up in these markets.

WOW

In West Virginia, a Pocahontas County farm that included 221 deeded acres plus an added 517-acre life estate sold in parcels for as much as \$5,687 per acre.

22

Cates Auction

www.catesauction.com

\$6.7 million

WHO

Kansas City's oldest auction and realty company was founded by Dean Cates, a charter member of both the National Auctioneers Association and the

Missouri Professional Auctioneers Association. Today, Jeff Cates serves as president. "Land auctions represent about one-third of our business, the rest being commercial and residential auctions," says General Manager Greg Duncan.

WHERE

The company's headquarters remains in Kansas City. It operates primarily in Missouri and Kansas.

WHY

In addition to traditional marketing methods, Cates Auction has a large fan base on Facebook and a solid following on Twitter.

WOW

Six tracts of land totaling 330 acres in Clay County, Missouri, sold for almost \$2.4 million.

SPRING 2010 AUCTION

No Hidden Reserves or Buyers' Premium!



Northeast Oregon Ranches



RUDIO MOUNTAIN

37,000± ACRES

One of the largest blocks of trophy elk and big game hunting property with timber, meadows and 25 miles of creeks, near North Fork John Day River



BEAR CREEK

5,200± ACRES

Year-round access between Prairie City and John Day with spectacular views of Strawberry Mountain Wilderness, timber and 7 miles of creek frontage

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www.rmnhw-auctions.com

MINERAL COUNTY, COLORADO



GUSTAV SCHMIEGE / TIERRA STOCK



SPRING 2010 AUCTION

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NORTHERN CALIFORNIA AND WESTERN MONTANA

Redwood Creek Tree Farm - 2020± Acres



2.5 hour drive from San Francisco with 22± million board feet
Reserve Price \$4,050,000

Spectacular recreation property near Deer Lodge and Helena
Reserve Price \$550,000



Warm Springs Creek Recreation Tract - 960± Acres

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REALTY MARKETING/NORTHWEST, BROKER

www.rmnhw-auctions.com

23

The National Auction Group**www.national-auction.com****\$5.6 million****WHO**

The National Auction Group calls itself “trophy property” auctioneers, and with good reason. Clients with one-of-a-kind tracts and legacy holdings seek out this firm run by President William Bone.

WHERE

Although its headquarters are in Alabama, NAG operates throughout the entire United States.

WHY

Land sales are the backbone of the firm, and it has an established reputation as a resource for select properties. Both sellers and buyers who want once-in-a-lifetime types of land know to look here.

WOW

“Among our most significant projects were software developer John McAfee’s 1,000-acre plantation in Hawaii and a 300-acre ranch owned by financier Henry Kravis,” says Bone.

“This January was the busiest we’ve ever had.”

We think 2010

will be a banner year.”

William Bone,

National Auction Group

24

Market Realty**www.marketrealty.com****\$5 million****WHO**

“Rural property is our specialty,” says President Roger Chambers. “Particularly farm and ranchland.” With its deep Texas roots, the firm doesn’t run short on farms and ranches. Market Realty also offers brokerage services and appraisals.

WHERE

Headquartered in Brenham, Market Realty operates throughout the Lone Star State.

WHY

Chambers is not only the company president; he’s also an auctioneer, broker, appraiser and an expert on the real estate market. What his company lacks in size, it more than makes up for in experience in its primary market.

WOW

Market Realty auctioned a 15-acre horse farm in Cat Springs, a popular getaway just an hour west of Houston, for \$379,000.

25

Jon Kohler & Associates**www.jonkohler.com****\$1.95 million****WHO**

Jon Kohler & Associates specializes in plantations and high quality recreational properties. On two separate occasions, it has sold the top-priced plantation in southwest Georgia history. Kohler started Plantation Auction Group in 2009 as a solution for clients who need to achieve liquidity without giving up the opportunity to sell at a high price.

WHERE

Strongest in the Southeast but a proven performer nationwide.

WHY

Kohler enjoyed record sales in 2009, a down year for many other companies. “Despite what most would expect in this national real estate market, sophisticated investors are capitalizing on the opportunity to buy high-quality properties that would otherwise be unavailable,” says Jon Kohler.

WOW

The company’s most recent success: the historic Old Agency Reserve on the Flint River in Georgia, which sold in December for \$4,392 per acre. 🇺🇸