



## OFFICE OF THE COUNTY EXECUTIVE

### JACKSON COUNTY COURTHOUSE

415 EAST 12TH STREET  
KANSAS CITY, MISSOURI 64106

(816) 881-3333  
Fax: (816) 881-3133

August 5, 2016

Mr. Martin E. Higgenbotham, CAI, AARE, CES  
President  
Higgenbotham Auctioneers International Limited, Inc.  
5900 Imperial Lakes Boulevard  
Mulberry, Florida 33860

RE: Jackson County Surplus Real Estate Auction Contract Performance

Dear Mr. Higgenbotham:

On behalf of Jackson County, Missouri, we wanted to thank you and your professional team of Christopher Vaughan and Donald Gabriel for your successful marketing and auctioneering of the County's property located at 3221-3223 Campbell Street in Kansas City.

The auction and sale of this single-family residence and former Family Court group home brought 368% above the reserve price, which was much higher than anyone could have anticipated. As you can imagine, Jackson County is very pleased with the results.

Your firm's properly-executed marketing program was very effective at drawing many qualified bidders both in-person and online through your mobile bidding "App". Given the condition and age of this property, over 100 years old with some fire damage and no appliances or plumbing fixtures, this was truly an amazing accomplishment.

Both Chris and Don did an excellent job of facilitating the sale onsite with your expert auctioneering skills and continued the follow-up all the way until close of escrow on-time on July 29, 2016.

We look forward to working with your firm again on other transactions. If any of your prospective clients have any questions of us, please have them contact me at (816) 881-3593.

Sincerely,

Lisa N. Honn  
Senior Administrative Manager  
Office of the County Executive  
Jackson County, Missouri

