

Missouri Department of Transportation
Roberta Broeker, Interim Director

1.888.ASK MODOT (275.6636)

September 25, 2015

Mr. Martin E. Higgenbotham, CAI, AARE, CES
President
Higgenbotham Auctioneers International Limited, Inc.
3816 Industry Boulevard
Lakeland, FL 33811

RE: Surplus Real Estate Auction Contract Performance

Dear Mr. Higgenbotham:

On behalf of the Missouri Department of Transportation (MoDOT), we want to thank you and your professional team of Donald Gabriel and Christopher Vaughan, as well as Jay Friedman and Larry Larsen of Block & Company for your very effective marketing, auctioneering and brokerage of the sale of MoDOT's former district office building at 3901 E. 32nd Street in Joplin, Missouri that closed on August 19, 2015.

The sale brought over 14% more than your broker's opinion of value at a sales price of \$3,200,000. MoDOT is very pleased with the result. Your unique methods of a sealed bid auction, coupled with a potential telephonic live auction, brought the highest bid to the table.

Your firm's well-executed marketing and direct contact program was very effective in finding bidders for the property as Joplin has a fairly narrow market for this type and size of property. The transaction itself was executed flawlessly.

We appreciate your great work and look forward to future opportunities to work with you. If any of your prospective clients have any questions of us, please have them contact Steve Shelton at (417) 829-8037.

Sincerely,



Kelly Lucas
Right of Way Director



Our mission is to provide a world-class transportation experience that delights our customers and promotes a prosperous Missouri.
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