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Sullivan & Sullivan Auctioneers, LLC adds municipal auction services

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Sullivan & Sullivan Auctioneers, LLC has expanded services to include municipal auctions. This year Sullivan & Sullivan enhanced service offerings by providing multi-dimensional auction services to cities and towns in Mass., R.I. and N.H.

Sullivan & Sullivan closes 2014 having completed 10 successful auctions for 8 municipalities with property inventories that ranged from one single family home to 17 properties ranging from land to commercial buildings. Two towns that realized success in the spring returned to sell more property in the fall while the town of Greenfield, Mass. is preparing to hold their third consecutive auction with Sullivan & Sullivan in the fall of 2015. Exceeding their goal of 5 municipal auctions this year, Sullivan & Sullivan's commitment to increasing their presence in the auction industry is evident. Sullivan & Sullivan will kick off the New Year with a January auction of 13 parcels for the Town of Great Barrington.

President and lead auctioneer, Marianne Sullivan has been serving the auction industry for more than 27 years. "Our experience working in the real estate foreclosure market provides us with a base to offer cost-effective solutions to municipalities in need of knowledgeable and reliable resources," said Sullivan. "Municipal clients are guided through the entire auction process while receiving the highest level of customer service."

Sullivan & Sullivan offers comprehensive auction services to municipalities founded on their basic principles of practice; highest quality personalized service from scheduling to closing, competitive marketing strategy, on-site service by regional experts in the field. In addition to Sullivan & Sullivan's focus on foreclosure and municipal auction business they recently acquired a two-year contract as the real estate auctioneer for the state of R.I.

Tax lien foreclosure auctions are a unique opportunity for municipalities and buyers alike. The public auction forum is competitive however buyers have the opportunity to bid and purchase at fair market values based on their own due diligence and research while cities and towns get their properties back on the tax rolls. Buyers generally renovate, restoring neglected and often dilapidated properties. The improvements and profits from these transactions are advantageous on both sides of the sale.

As part of the initiative to grow municipal auction services Sullivan & Sullivan exhibited at multiple conferences throughout the year as members of the Mass. Municipal Association, Mass. Collectors & Treasurers Association, and the New Hampshire Collectors & Treasurers Association.

Sullivan & Sullivan, based in Sandwich, has been marketing and selling commercial properties in Mass., R.I., and N.H. since the company's inception in 2007. Sullivan & Sullivan's third-party sales reached more than \$25 million in 2013 and they anticipate an increase by 10 to 15% in 2014. Sullivan & Sullivan is a recognized leader in residential and commercial foreclosure industry. This

year Sullivan & Sullivan was awarded as one of Banker & Tradesman's Best of 2014.

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