

# LANGE AUCTIONS

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## LAND PRICES ARE GOING



In the last few months Lange Auctions has seen a dramatic development in the land real estate market. Low interest rates and a lack of trust in the stock market are driving land prices into higher investment values.

This is the same reason gold and silver have spiked. But the advantage of a land investment is that you can use it, touch it, enjoy it and will receive an annual return.



*Dynamic buyers are not wasting time in purchasing land.*

Multiple buyers have driven prices into ranges that have not been seen in awhile. These buyers are in the market for a variety of reasons.

### *Land Usage*



84 Acres (42.6 tillable, 41 native grass) of Sumner County land generated a great deal of interest! The sale price achieved was 50% higher than the sellers were hoping for!

There have been three areas of interest steering these record prices: farming/agricultural usage, mineral rights availability, and investor attraction. Lange Auctions has seen all of those factors play significant roles in the prices at several large land auctions in the last few months.



*Helping People Realize Their Dreams*

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## *Upward Trends*



Lange Auctions conducted one of its most successful auctions on April 26, 2012. The sellers expectations of the sale price was exceeded by 33%.

We have seen these upward trends over the last several years and expect the same in the near future. Auctions are recognized as the most efficient method to establish the fair market value in a capitalist economy, especially when there is a strong demand, as there is today, for land.

This was evident in the April 26, 2012 auction that brought significantly higher prices than expected. 140 acres and a farm home were sold in three tracts. Tract 1 consisted of 78 tillable acres and sold for \$8,200 an acre, a total of \$639,600. Tract 2 consisted of 143 tillable acres and sold for \$5,700 an acre, a total of \$815,100. Tract 3 consisted of the farm homestead and 5 acres, selling for \$158,000.

## *Experienced Auctioneers*



Don firmly believes in the *auctus* principle, which is Latin for growth, enlargement, or increase. At auction, property values only grow and bring more to the seller with each bid.

If you have property of any type that you would like to sell contact Don Burford at 316-619-3719 to discuss the "auction option". He will be happy to provide you with all the information necessary to sell your property at auction and have a sold sign up before you know it!



Terry Hughes is our other auctioneer, coming to Lange Auctions with a wealth of auction experience. You may contact him at 620-326-0612 for answers to all your auction questions.



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