

Where do Trustees, Executors, Other Fiduciaries and their Advisors turn to find ready, willing and able buyers in a competitive bidding format?

Est. 1976

PAULMCINNISINC

AUCTIONS ■ REAL ESTATE ■ RESULTS

As most fiduciaries know, no two situations are ever the same. Real property assets can be so diverse from a main residence to a vacation home, from a family compound to a rental or commercial property or even acreage. Deciding how to handle these assets can be a daunting task.

Paul McInnis, Inc. has a proven solution. For four decades we have represented clients across New England to present a wide variety of Estate and Trust assets to the marketplace for maximum exposure and maximum competition.

When faced with handling real estate, consider contacting Paul McInnis, Inc. for a complimentary consultation. We are licensed Auctioneers in New Hampshire, Maine, Massachusetts, Vermont and Florida and licensed Real Estate Brokers and Realtors in Maine, New Hampshire and Massachusetts.

Enclosed are a few case studies from the last several months to give you an idea how we can be the solution for finding the right buyers for your client's real estate assets, achieving quick liquidity and maximum value.

A suite of services we can offer:

- Traditional Real Estate Brokerage & Listings
- Live On-Site Auctions
- Simulcast Auction Events
- Online-Only Auctions
- Advisory Services
- Sealed Bid Sales
- Call For Offers
- USPAP Certified Personal Property Appraisals
- Personal Property Auctions

Since Fiduciaries have the explicit duty to act in the best interest of the beneficiaries, the fiduciary will always have the right to set minimum bids or the right to accept or reject any and all bids.

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Member of the NH Estate Planning Council



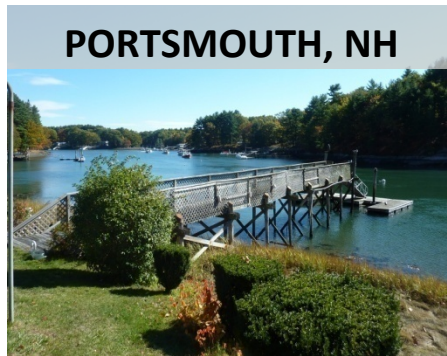
RECENT CASE STUDIES



ACTON, MAINE

Trustee's Sale Live On-Site Auction

After the decedent's death, the out of state trustees and out of state counsel needed a way to bring this most unusual lakefront compound, a former boys camp property, to market. An aggressive marketing campaign and two weekends of open houses brought in 91 inquiries and 14 registered bidders. The property quickly sold for over one million dollars in a matter of minutes.



PORTSMOUTH, NH

Trustee's Sale Online-Only Auction

This property was an asset of a contested estate but all parties agreed that it should be sold rather than remain vacant. Located on a tidal creek with ocean access and great views, this home was in need of renovations and updating. An online-only auction produced many potential prospects and a successful sale. List to close was just 90 days.



NORTH HAMPTON, NH

Court Appointed Executor and Court Approved Sale Live On-Site and Online Auction

With no family members left to manage the affairs of this estate, the court appointed Executor turned to our services to conduct an auction of all the personal property and an ocean view residence. Six days of open houses generated dozens of prospects and multiple bidders, that culminated in a very successful sale.



VACANT LAND PARCEL

Trustee and Executor Sale Live On-Site and Online Auction

Trying to tie up the loose ends of a multi-year estate settlement, the Trustee contacted us about this last remaining parcel which sat on the market unsold for an extended period of time. With an online and live on-site auction, the property was quickly turned into cash at a price far above expectations in just 60 days.



HUTCHINSON ISLAND, FL

Sale Under a Power of Attorney Live On-Site Auction

A Fiduciary, working with a client who wished to sell 3 vacation condominiums, knew an auction would be the right choice. Paul McInnis, Inc. assisted with arranging an auction event for all three in one day all exceeding their minimum bids. From list to close, the entire time frame was just 60 days.



SOUTHERN CALIFORNIA OCEANFRONT

Trustee's Sale Call for Offers

A Beneficiary of a trust, which held title to a multi-million dollar home in California, turned to Paul McInnis, Inc. to ask for assistance in bringing this property to market. The client had previously used our services to sell their waterfront compound here in NH. We assisted in finding the best company for this task.