





Charleston Auctions takes pride in the attention to detail in regards to every project both large and small. From project inception to completion, Charleston Auctions offers every client the respect and professionalism that they truly deserve.

# The Charleston Group

## The Charleston Group

It takes experience and professionals who understand the market to provide the maximum return on assets. The Charleston Group combines honesty, integrity, and experience in Industrial asset disposition, valuation, and commercial and industrial real estate sales for unparalleled expertise and results.

---

**“We take pride in the fact that our clients can be involved in the auction process as little or as much as they desire.”**

---

## Auctions

Charleston Auctions has provided fixed asset disposition services for over thirty years and has developed an extensive network using proprietary technology. Charleston Auctions has worked with clients ranging from Fortune 100 companies to small single location businesses. We are able to maximize our clients return on assets by reaching markets otherwise not accessible.

Charleston Auctions provides the foundation for all of our services. The auction company began in 1974, and has grown into a firm that has the ability and experience to provide total asset management services for all of North America.

## Real Estate

The Charleston Real Estate Group provides commercial and industrial real estate auction and marketing services, as a means to access markets not addressed through traditional real estate listings. Auction services bring urgency to properties which might otherwise sit on the market for a significant period of time, thereby reducing expenses and improving return on investment.

Through the addition of our real estate auction services, the Charleston Group has the ability to address all types of fixed assets allowing for turn-key dispositions.

## Valuations

The Charleston Valuation Group completes the circle of services to fully address and maximize a client's return on assets. With on-staff economists, CPA's, appraisers, and analysts the Charleston Valuation Group has the capability to relate current market conditions to real-time decision making.

Through these services the Charleston Group has the ability to provide our clients with the tools necessary to make timely acquisition and disposition assessments, as well as future forecasting.





“We take pride in the fact that our clients can be involved in the auction process as little or as much as they desire”

- Chad Olson, *President*

# Auctions



## **Clients depend on Charleston Auctions.**

As a growing leader in industrial machinery auctions, we have helped corporations and financial institutions realize maximum value for their industrial assets. Our clients know Charleston Auctions will provide complete project management, keeping the process advantageous and simple. Our professional staff commits themselves to every project, providing complete client services throughout the entire auction process.

## **Information, follow-up and communication.**

Asset Management-The Total

Solution. Charleston Auctions offers an extensive selection of turnkey asset management services. For clients seeking to value, acquire, redeploy, and/or dispose of assets, Charleston Auctions combines Internet technology with our professional staff, for innovative on-site and on-line solutions. It takes professionals familiar with the market to realize the highest return on capital equipment and surplus inventory. The complete combination of these services guarantees every step of the asset management process is trouble-free and rewarding for clients.

With over 30 years of Industrial Auction and Asset Management experience, Charleston

Auctions has demonstrated professionalism and performance that consistently exceeds customer expectations. From individual machines to multiple location projects, Charleston Auctions has the resources to manage the entire process. At Charleston, we have established qualified end user and seller networks ensuring the highest return on capital equipment and surplus assets. Additionally, we have the resources to purchase entire plants or a single machine to accommodate all of our clients needs.

## **Technology**

Charleston Auctions is actively engaged in remaining the

most technologically adept auction company available. For starters, we use technologically advanced marketing techniques directed at locating qualified end user clientele. Furthermore, Charleston uses state of the art technology to combine live traditional auctions with live internet auctions offering our clients' assets to a world wide audience. Don't forget our professional set-up teams that are knowledgeable, highly efficient and capable of managing the auction process from start to finish.



# Appraisals

There are many important considerations involved in choosing a professional services provider, including the quality of the business relationship. Our engagements frequently entail great emotion and significant financial consequences. We are sensitive to these issues and

hand in the acquisition and liquidation of property both tangible and intangible. The Charleston Valuation Group has services and features which set us apart from the competition, including: Standardized Pricing Schedules; Comparables

Based on USPAP, IVS, and IRS Standards. Our reports have been completed for the following uses: Asset Based Lending and Procurement of Financing; Equipment Leasing Buy-Outs; Due Diligence for Mergers, Acquisitions and Dispositions;

Valuation Studies; Allocation of Purchase Price for Federal Tax Reporting; Partnership Formation, Dissolution and Divorce Settlement; "C" to "S" Corporation Conversions; and Establishment of Preventative Maintenance Reporting Systems.

---

## Charleston's strength comes from their dedication to ...

---

make every effort to treat our clients with the highest degree of care.

Our team has over 30+ years of experience in Machinery and Equipment Appraisal, Business Valuation and Economic Studies. We pride ourselves in having participated first-

Sales Databases; On-Line Access and Digital Delivery of Completed Reports; Highly Diverse Staff (Comprised Of CPA's, Economists, Appraisers, Brokers, State Certified Assessor-Appraisers, Certified Personal Property Specialists, and Finance Managers); and Fully Compliant Reporting

Establishment of Bid Offer During Purchase Negotiations; Insurance Replacement Costs and Loss Settlement; Establishment of Book Values for Value Recapture; Establishment of a Defensible Fixed Asset List for Ad Valorem Taxation Reporting; Determination Of Fixed Asset Values For Business

Markets rise and fall and values continually change. The Charleston Valuation Group works diligently to notify our clients of adjustments that may influence sensible and well-informed planning to help reduce the uncertainty of shifts in the marketplace.

## WHY AUCTION YOUR REAL ESTATE?

Given the ever changing economy, real estate auctions make more sense now than ever before. An auction will eliminate the cost of carrying property, which in many instances can

Charleston Auctions has been conducting major industrial/commercial auctions and liquidations for more than 30 years. Over this period, contacts and investors have been generated around the state, country, and world. Satisfied clients appreciate our world

Major Industrial Real Estate Auctions, Major Commercial Real Estate Auctions, Agricultural Real Estate Auctions, Multi-Parcel Land Auctions, Sealed Bid Auctions, Full Service Buyer Representation, and Investment Portfolio Property Auctions. Furthermore, Charleston has several additional service

assistance to clients in order to facilitate a sale. Charleston also features Service Fee Optioning, which includes three different approaches: Outright Auction, Guarantee, and Complete Plant Buy-Outs. At Charleston, we take pride in our reasonable pricing, which is often times lower than the

---

# ... Consistently exceed customer expectations.

---

be significant. When listing a property, the associated costs such as insurance, taxes, utilities, etc. remain. Our research has revealed that most commercial, industrial, and agricultural properties remain on the market for approximately 18 months. A Charleston auction will eliminate those associated, long-term costs that erode equity and subject the property to many unknowns.

wide contacts and innovative marketing programs that combine advertising, direct mail, outbound calling, the internet, and other media to reach potential buyers and turn them into winning bidders on auction day. Buyers know they can rely on Charleston to provide trusted and timely information needed to evaluate a purchase. Charleston has several areas of expertise, which include:

features which give our company an additional advantage over other competitors. Such services include: Broker Participation, which allows brokers to work as partners, not as competition, in each transaction. This ensures that each party is compensated for their hard work. In-House Legal Services allow, at no additional charge to our clients, Charleston to provide necessary legal

competition's fees; thus keeping costs down to a minimum. For a free consultation, please call a Charleston representative. One of our qualified brokers will further explain all of our auction options, and whether or not a Real Estate Auction is right for you.



# Real Estate



## Mission Statement

At Charleston, our mission is to ensure the highest yield possible when converting your company's assets to usable capital, while maintaining our long record of honesty and integrity. By implementing innovative solutions combined with dedication, we are striving to become the dominant company in industrial asset management and liquidation.