

James D. Williams
3577 River Bend Road
Birmingham, AL 35243

September 30, 2022

Mr. Jack Granger
Granger Thagard and Associates
1806 Oxmoor Road
Birmingham, AL 35209

Dear Jack,

I wanted to thank you again for the incredible job your group did selling our property in North Alabama last night. I have never seen the multi-parcel bidding process that you used last night before. What I thought was going to take 20 minutes lasted over 2 hours – I would guess 10 different rounds? There is absolutely no question that when we reached the end, not a dime was left on the table. We were stunned at what the property brought auctioning it the way you did. I am a very conservative person (Managing Director for a bank) and we thought hard about going the traditional route of estimating a value and placing it as a whole on the market to sell. I am so glad we gave you free reign to do it this way. There was no guessing whatsoever if we priced it right last night – down to each parcel. As you kept telling us, the market would set the value. I will give you that, but your multi-bid process kept enhancing that value with every round.

Thank you and your team so much again. I will not hesitate to refer you guys to others; especially those who have property which could be divided into multiple parcels.

Sincerely,



James D. Williams