



When Dougherty County listed a [Caterpillar tractor scraper](#) used for large-scale earthmoving on GovDeals, the description did not make any promises about its condition. The county reported that its working condition was unknown. The equipment had dents, dings, and scratches. The listing also noted possible broken glass and suggested that the machine might be useful for parts.

Even with those limitations disclosed, the auction attracted 62 bids and reached a winning bid of \$121,500.

That result offers a useful reminder for county governments. An asset may have reached the end of its service life for one department without reaching the end of its market value. The challenge is giving the right buyers a chance to find it.

Local Demand Does Not Tell the Whole Story

Specialized equipment can be difficult to evaluate within a local market. A nearby buyer may have no use for a large or purpose-built machine. A contractor in another region may be actively searching for that exact model. Rebuilders and parts buyers may also see value in equipment that a county can no longer use.

This is where a broader online market matters. Instead of relying only on buyers who happen to live nearby, counties can expose an asset to people already searching for that type of equipment. More visibility does not guarantee a particular price, but it gives the market a better opportunity to establish one through competitive bidding.

Condition Does Not Erase Value

County staff should not assume that an imperfect asset is unsellable. Buyers assess equipment based on their own needs and capabilities. Some may be prepared to repair a machine, while others may need its components. What counts as value depends in part on who is looking.

The Dougherty County sale is especially instructive because the listing was candid about what was known and what was not. That transparency allowed bidders to make their own decisions about risk. The county did not have to present the equipment as better than it was to generate interest.

Good Listings Help Buyers Decide

Clear information is one of the most practical ways a county can support a successful sale. Include the year, make and model. Add operating hours or mileage when available. Explain whether the asset starts, runs, or has known mechanical issues. Photos should show the full asset as well as areas of wear or damage.

When information is unavailable, say so. An honest description gives buyers a more reliable basis for bidding and helps reduce confusion later. It also protects the county from creating expectations the asset cannot meet.

Make Surplus Review Part of the Routine

Counties can also benefit from reviewing unused assets regularly, before they are forgotten in storage. Equipment that sits for long periods may continue to occupy space while its condition declines. A scheduled review gives departments time to gather records, confirm ownership and prepare accurate descriptions before the sale becomes urgent.

Through the longstanding partnership between GovDeals and ACCG, Georgia counties can bring surplus assets to an online market and receive support throughout the process. That support is particularly useful when an asset is unusual or its value is difficult to estimate locally.

Dougherty County's sale is a useful reminder that uncertainty about an asset's condition should not become an assumption that no market exists. Describe the asset honestly and make it visible. Then allow interested buyers to show what it is worth.

Not Sure What an Asset Is Worth?

Have equipment your county no longer uses? Connect with GovDeals to reach interested buyers and let the market help determine its value.