



LAWSON & CO.
Auctioneers and Real Estate Professionals

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**For upcoming auctions,
please visit
www.lawsonandco.com**



BROKER LISTING COOPERATIVE™



Frequently Asked Questions

- Q.** What is the difference between an absolute real estate auction and a real estate auction with a reserve?
- A.** The term “absolute” means the property will sell at the auction to the highest bidder(s) regardless of price, with no reserve or minimum. When a property sells with a reserve, the seller has a minimum the property must bring at the auction before the property is sold.
- Q.** What types of real estate can be sold at public auction?
- A.** All types of real estate can be sold at public auction, including residential, agricultural, commercial, industrial, and recreational property. Every property is thoroughly and carefully analyzed to determine whether or not it should be offered at public auction, with other factors such as seller motivation, indebtedness, market conditions, and location taken into consideration.
- Q.** When is the best time of year to sell real estate at public auction?
- A.** Depending primarily on the property and the motivation of the seller, most properties can be sold any time throughout the year. For agricultural properties, the ideal marketing seasons are early spring or fall.
- Q.** What are the typical seller expenses for a real estate auction?
- A.** The typical seller expenses include the auctioneer’s commission, the advertising and marketing costs, and a portion of the closing and transfer costs.

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the LAWSON REPORT auction newsletter

Years of Tradition

LAWSON & CO., established in 1964, specializes in both Real Estate and Personal Property Auctions. Whatever your auction need, LAWSON & CO. can be of service to you. LAWSON & CO. has

the knowledge to customize a program to fit your specific needs and goals and the expertise and professionalism to implement these programs. From marketing a vehicle, collectables, primitives, toys,

commercial/farm equipment, furniture, antiques, firearms, coins, stamps, art, a house, farmland, or commercial real estate, we can assist you in liquidating your assets. In the event your real estate is not suitable for an auction, LAWSON & CO. also markets real estate via the conventional method. Our professional and experienced sales staff will market your real estate using sales methods such as the Broker Listing Cooperative, signage, and print and web advertising.



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Success in 2016

2016 was another busy and successful year for LAWSON & CO. Inside this issue, you will find summaries of the real estate and personal property auctions performed by LAWSON & CO. in 2016. From farmland to commercial tracts, from special use parcels to residential properties,

LAWSON & CO. continued its tradition of successfully marketing all types of real estate in 2016. LAWSON & CO. also auctioned all types of personal property. Many auctions were conducted on-site at the subject properties, while many more auctions were conducted in our state-of-

the-art auction gallery which includes parking, restrooms, concessions, computerized registration and clerking systems, and more.



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Peters farm sold for \$600,000



Reed Trust farm sold for \$1,592,000

"The major fortunes in America have been made in land."

John D. Rockefeller



Payton property sold for \$83,500



Thomas log home sold for \$165,000

2016 Real Estate Auction Summary

AUCTION NAME	SALE DATE	PROPERTY LOCATION	PROPERTY FEATURES	AUCTION RESULTS
Rodgers-Smith	04/20	Ripley Township, Montgomery County	46.1 acres, mostly tillable	\$6,725/acre
Baldwin	05/04	Danville, Hendricks County	3 bed, 1 bath house	\$29,500
Baldwin	06/01	Danville, Hendricks County	3 bed, 1.5 bath house	\$113,000
Sun Valley MHP	06/16	Martinsville, Morgan County	34 rentable mobile home pads	\$190,000
Waggoner	07/21	Brownsburg, Hendricks County	2 bed, 1.5 bath house	\$71,000
Witte Estate	07/28	Brownsburg, Hendricks County	3 bed, 2 bath house, 2+ acres	\$172,000
Reich	08/31	Speedway, Marion County	3 bed, 3 bath house	\$133,000
Boyd	09/01	Danville, Hendricks County	4 bed, 1.5 bath house	\$94,000
Duncan	09/07	Plainfield, Hendricks County	3 rental homes, 2+ acres	\$140,000
Payton	09/08	Gregg Township, Morgan County	14.75 wooded acres with house	\$83,500
Moore	09/22	Brownsburg, Hendricks County	3 bed, 2 bath house, 2+ acres	\$135,000
Thomas Trust	09/28	Marion Township, Hendricks County	5.78 acres with log home	\$165,000
Hazelgrove	09/29	Franklin Township, Hendricks County	10 acres, house & outbuildings	\$178,000
Pierce	11/01	Jefferson Township, Putnam County	76.91 acres, 55.52 acres tillable	\$6,124/till. acre
Weesner	11/02	Marion Township, Hendricks County	29.95 acres, mostly tillable	\$8,347/acre
Wiggam	11/09	Danville, Hendricks County	3 bed, 1 bath house	\$65,000
Reed Trust	11/10	Decatur Township, Marion County	15.52 acres development land	\$80,000
Reed Trust	11/10	Jackson Township, Boone County	200.65 acres, 198 acres tillable	\$8,040/till. acre
Peters Trust	11/16	Madison Township, Putnam County	153.5 acres, 87 acres tillable	\$6,897/till. acre
Hoffman Estate	11/22	Greencastle, Putnam County	3 bed, 1.5 bath historic home	\$150,000
2016 TOTALS		20 REAL ESTATE AUCTIONS		\$4,891,000

LAWSON & CO. is a full service auction company, with the expertise to perform all functions for your auction, from inspecting the real estate to the final closing for real estate auctions and from the inventory listing to the final settlement for personal property auctions.



Lawson & Co. Services Offered

- State-of-the-art 12,000 square foot auction gallery
- Private consultation and inspection of real estate and personal property
- Licensed real estate appraisal staff and expert personal property appraisal staff
- Real estate marketing sales staff
- Federal firearms license
- Professional advertising including local, regional, and national advertising
- Multiple mailing lists and specialty promotion
- Internet advertising on multiple sites
- Live internet bidding available with Proxibid
- Storage facilities including security and fireproof vault
- Auction set-up and coordination (on-site or LAWSON & CO. gallery)
- Staff of 4 licensed auctioneers and auction crew of 20+ associates
- Computerized auction registration, mobile clerking, and cashiering system
- Itemized auction settlement (same day option available)
- Site clean-up, trash removal, packing, moving, and cleaning services
- Food and concessions services

In 2016, LAWSON & CO. auctioned over \$695,000 of personal property and conventionally sold over \$9,197,000 of real estate

Advantages of the Real Estate Auction Method

- ◇ Seller determines at what price the property sells
- ◇ Property sells in a timely manner
- ◇ No negotiating with the terms of sale predetermined
- ◇ Limited liability for seller as properties sell in "as-is" condition
- ◇ Price property brings is usually higher than anticipated

In Memory of Lois Spencer



On April 23, 2016, we unexpectedly lost one of our beloved employees, Lois Spencer. Lois has been a fixture at the personal property auctions since 1994, as well as working in the office on a part-time basis. She and her husband, Ron, are prominent members of the Greencastle community and owners of Spencer Trucking. She treasured her husband, sons, and daughters-in-law, but her pride and joys were her grandchildren. All of us at LAWSON & CO. miss her and her infectious laugh and hard working spirit.