



**LAWSON & CO.**  
Auctioneers and Real Estate Professionals

**P.O. Box 327**  
**1280 East Main Street**  
**Danville, IN 46122**  
**317.745.6404**  
**800.941.3256**  
**www.lawsonandco.com**

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



BROKER LISTING COOPERATIVE™



## Frequently Asked Questions

**Q. What types of personal property can be sold at public auction?**

A. Most any type of personal property can be sold at public auction with the exception of paper goods, personal items, clothing, and food/drinks. Depending on the quality and quantity of the personal property items, they may be sold on-site or in a consignment auction at the LAWSON & CO. Auction Gallery.

**Q. What is the process involved in a real estate appraisal?**

A. LAWSON & CO. has three licensed and qualified real estate appraisers who are able to appraise most property types including residential, agricultural, commercial, industrial, and recreational properties. Most appraisals include a personal viewing of the subject property by at least one of our appraisers. The property is then analyzed to determine the highest and best use of the property and ultimately an estimate of value. A written report is typically provided which includes a summary of the property information and valuation procedure and analysis. Fees for real estate appraisals vary depending on the property type, location of the property, use of the appraisal, and format of the report.

**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, the title commitment fees, and a portion of the closing and transfer costs.

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# the LAWSON REPORT auction newsletter

## The Lawson & Co. Tradition Continues

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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## Diversity in 2017

2017 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 2017. 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 2017. 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-

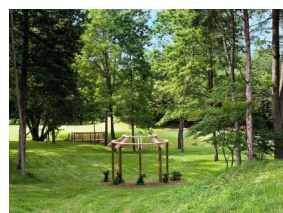
the-art auction gallery which includes parking, restrooms, concessions, computerized registration and clerking systems, and more.



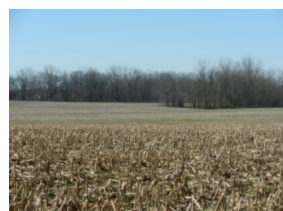
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### 2017 Real Estate Auction Summary

NAME	DATE	LOCATION	FEATURES	RESULTS
BBC Realty LLC	01/26	Indianapolis, Marion County	2 bed, 1 bath house	\$23,500
Graves Estate	02/09	Danville, Hendricks County	3 bed, 1.5 bath house	\$81,500
Busald Trust	02/09	Middle Township, Hendricks County	196.93 acres, mostly tillable	\$8,455/acre
Kittle Trust	02/22	Center Township, Hendricks County	93.84 acres, 67.96 acres tillable	\$430,000
Earls	02/23	Plainfield, Hendricks County	Historic 2,000 sq.ft. house	\$28,000
Yeager	04/06	Clay Township, Hendricks County	95.28 acres, 44.51 acres tillable	\$352,000
Baker Estate	04/26	Washington Twp., Putnam County	20.33 acres & 2 houses	\$126,000
Profitt	05/03	Mooresville, Hendricks County	4 bed, 2.5 bath house	\$204,000
Clodfelter	05/04	Monroe Township, Putnam County	120.71 acres, 91.86 acres tillable	\$690,000
Wooden	05/17	Brownsburg, Hendricks County	38.65 acres, house, & barns	\$386,000
Stokes Estate	06/29	Danville, Hendricks County	Hendricks Co. Animal Hospital	\$181,000
Stokes Estate	06/29	Middle Township, Hendricks County	49 acres, house, arena, & barns	\$389,000
Odom Estate	07/19	Union Township, Hendricks County	26 acres, 23 acres tillable	\$8,060/acre
Hoke	07/20	Lebanon, Boone County	2/3 bed, 1 bath house	\$60,000
Davis	07/27	Danville, Hendricks County	House, garage, barn, & 4 acres	\$172,000
Everett	08/17	Indianapolis, Marion County	3 bed, 2 bath house	\$91,500
Davis	08/18	Amo, Hendricks County	House, barns, garages, & 6 ac	\$173,000
Vondersaar Estate	08/31	Avon, Hendricks County	House, garages, & 1.7 acres	\$150,000
Ramey	09/13	Cloverdale Township, Putnam County	House, pond, & 8.78 acres	\$40,000
Bell	09/14	Lizton, Hendricks County	1.77 acres GB vacant land	\$93,000
Weaver	09/14	Montgomery Township, Owen County	196.05 acres, house, & barn	\$640,000
Allen	09/28	Danville, Hendricks County	2 bed, 1 bath house	\$71,000
Smoot Estate	09/29	Coatesville, Putnam County	Heritage Lake vacant lot	\$4,000
Smoot Estate	09/29	Center Township, Hendricks County	26.22 acres, house, & barns	\$377,000
Coffman	10/05	Bainbridge, Putnam County	2 bed, 1 bath house	\$47,000
Ward Estate	10/12	Camby, Morgan County	3 bed, 1 bath house	\$80,500
Jones	10/20	Crawfordsville, Montgomery County	House, barns, & 3.26 acres	\$152,000
Ashby	10/26	Floyd Township, Putnam County	29.6 acres, house, & barns	\$358,000
Nichols Trust	11/09	Putnam & Hendricks Counties	86.82 acres, 70.36 acres tillable	\$502,000



Ashby farm sold for \$358,000



Clodfelter farm sold for \$690,000

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

John D. Rockefeller



Davis property sold for \$172,000



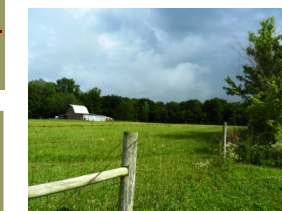
Vondersaar house sold for \$150,000

### 2017 Real Estate Auction Summary (cont.)

Reynolds	11/14	Union Township, Hendricks County	25 acres, mostly tillable	\$8,960/acre
Smith	11/16	Floyd Township, Putnam County	55.29 acres, 45.09 acres tillable	\$304,095
Butler	11/21	Cloverdale, Putnam County	Commercial buildings & 0.6 ac	\$65,000
Rennels	12/09	Danville, Hendricks County	Two 3 bed, 1 bath houses	\$80,500 \$59,000
Christensen	12/09	Union Township, Hendricks County	3 bed, 2 bath house	\$169,000
Lawson	12/21	Danville, Hendricks County	3 bed, 1 bath house	\$80,000
2017 TOTALS		36 REAL ESTATE AUCTIONS		\$8,758,595



Weaver farm sold for \$640,000



Smoot farm sold for \$377,000

### 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 including websites and social media
- Drone photography and video promotion
- Live internet bidding available
- 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



Christensen house sold for \$169,000



Rennels house sold for \$80,500

*In 2017, LAWSON & CO. auctioned over \$996,000 of personal property and conventionally sold over \$7,368,000 of real estate*