

# BEFORE THE SALE...

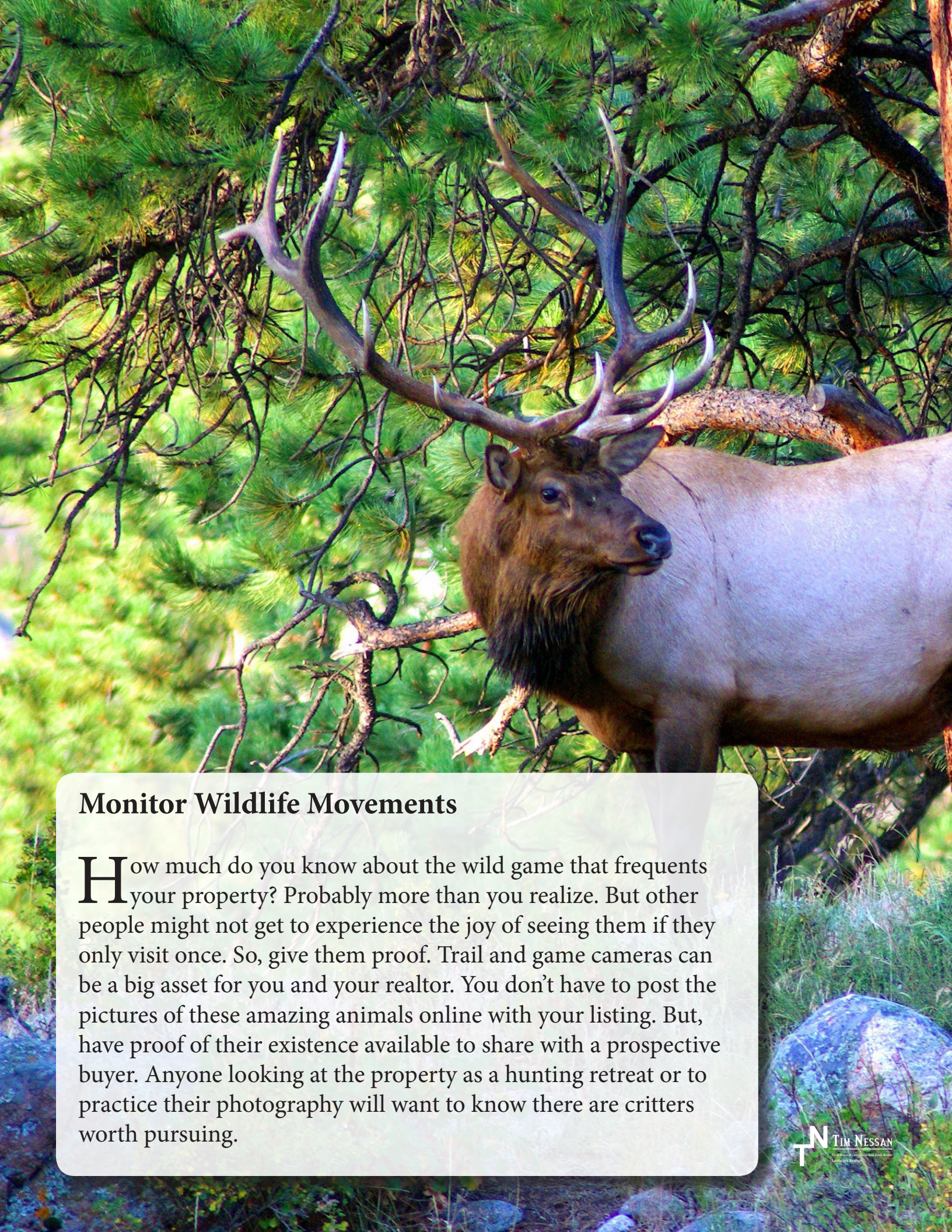
Insider Tips for getting the  
most for your farm or ranch

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## Introduction

**Y**ou know and appreciate your property with all of its charms. But when it is listed for sale, prospective buyers might miss some of the qualities that make your property special. Even if they only visit once, help them realize that your property's value is more than just acreage, price, and proximity to town. Put some time and effort into the first impression and prepare to show off the hidden qualities that only you might know. Work with your realtor to highlight these assets and tell the story of farm, ranch, or land for prospective buyers and create new opportunities for a possible sale.



## Monitor Wildlife Movements

**H**ow much do you know about the wild game that frequents your property? Probably more than you realize. But other people might not get to experience the joy of seeing them if they only visit once. So, give them proof. Trail and game cameras can be a big asset for you and your realtor. You don't have to post the pictures of these amazing animals online with your listing. But, have proof of their existence available to share with a prospective buyer. Anyone looking at the property as a hunting retreat or to practice their photography will want to know there are critters worth pursuing.

## Keep the Farmstead Clean and Groomed

**W**hen a prospective buyer is approaching the property or home, their attention can be diverted easily by rough terrain that bounces them around inside their vehicle. Go over your approaches and trails, and remove obstacles and rough patches. Highlight great trails for ATV riders or show how easy it is to drive over and check the cows. Arm your realtor with memories you have at key points along a trail or where wild game likes to congregate. Keep a prospective buyer's attention on the positive qualities and value of the property by keeping your land clean, maintaining your approaches, and keeping up with interior trails.





## Take Notes About Crop Harvest Reports

All land can be source of revenue and you want potential buyers to think about this possibility. Your notes should include the specific crops you planted. Have soil and water samples and soil maps available if possible. Forms like the FSA Form 578 and 156EZ, and APH Acreage Production Report and Hay Tons Per Acre Report are all valuable to have on hand. If you raised cattle, note specifics like weaning weights.

Pass along this information to a prospective buyer so they can realize the property is capable of producing a “cash crop.”

## Consult Legal & Financial Advisors

Land is the single most valuable asset most of us will ever own. So buying or selling such an asset shouldn't be taken lightly. Go over your business entity setup and make sure you know who can legally sign for your corporation, LLC, or partnership. Be sure to consult an attorney and financial professional who has experience dealing with farm and ranch assets. Be ready to answer questions like: Are there any wells on the property? Is water registered with DNRC? Are there any leases or access issues that need to be addressed? Do you intend to do a 1031 Exchange? Transactions like this deserve to have all the i's dotted and t's crossed to make sure both buyer and seller have a smooth transaction.

## Summary

You might be reminiscing now about all the wonderful memories and hard work that you've put in to the property. Grab a notebook and start jotting down your thoughts. There's no detail too small to share with the next owner of the property. Make another list of the improvements that will create a good first impression and show off the value of the property. All of this information can come together to help a prospective buyer understand the potential income of the property, the cost of ownership, and also the appealing features. With this wide array of information, you and your broker will have a leg up on selling your property.

If you have any questions or would like to visit about your options, call Tim today to set up your appointment **406-860-0791**. Have a Cost Market Analysis (CMA) done at no cost when you list with Tim Nesson of Landmark Realtors.



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