

MARKET REPORT: The Real Estate Market Appears to be Strong for Most Market Segments

With roots dating back to 1961, Mason & Morse Ranch Company, was created as a division of Mason & Morse Real Estate Inc. of Aspen, Colorado. In 2011 “The Ranch Company” separated under new management & ownership with the intent to offer niche services helping clients buy & sell farms, ranches, lifestyle properties across the U.S. and around the world. We know that if you do it right, farm, ranch and lifestyle real estate sales is hard work. You need to know the territory, what to look for in the land, understand the nuances of the operation and have a respected reputation in the industry. We live the agricultural & western lifestyle every day, bring a high degree of experience to the table and understand our client’s needs when it comes to buying or selling property. Mason & Morse Ranch Company is uniquely positioned to provide you with global solutions that help you accomplish your goals. As a client of The Ranch Company you benefit from our knowledge and experience. Our “Strategic Partnership” with the nation’s largest integrated organization of real estate marketing, auction and real estate professionals, United Country Real Estate, together will provide you with resources unmatched in the farm, ranch and lifestyle marketing space. “We Live it to Know it!”

Overall, 2015 was an excellent year for the real estate markets as the improving US economy and Federal monetary policy made production driven assets a favored investment class. Generally, inventory has been limited for good to excellent quality farm and ranch lands. The demand from buyers has subsided with lower cattle and grain prices impacting optimism. Recreation lands and lifestyle properties continue to show improvement in activity and sales, however, the buyers have a large inventory to consider and they have become discerning in terms of value. Taking a closer look at specific markets, we observed the following trends.

Working ranch prices through the summer of 2015 were very strong due to lack of inventory and strong demand resulting from the strong cattle market. The precipitous break in the cattle prices last fall is not expected to improve any time soon and the demand for ranches has trailed with lighter interest so far in 2016. The inventory of working ranches continues to be tight, but we see the inventory beginning to loosen up. The inventory of smaller pasture

lands coming to market appears to be increasing. Aside from interest in very large ranches, there appears to be a lull in demand as buyers try to foresee the direction of values. The outlook for the remainder of 2016 will be dependent on weather and drought conditions; with lower cattle and calf prices expected, it seems the bloom will be off for higher prices.

Recreation and lifestyle properties including horse properties have been slow since last summer as buyers pause to assess values. There remains a good selection of inventory and sellers have held strong on prices. We expect that some seller motivation will be required to put a deal together. It should be noted that some of the geographic areas for these “niche” markets are seeing varying results. The recreation and lifestyle markets have improved, however, concern over the economy as well as election year jitters are affecting buyer’s actions. There seems to be adequate inventory in most market segments.

Farmland values have declined over the last 12 months as commodity prices (grain in particular), have remained soft. Areas with specialty or perishable crops such as vegetables, nuts and tree fruit are seeing stable prices and continued demand. The interest from large investors and larger family farm operators for additional farmland has softened and there appears to be increasing inventory indicating that prices will continue to soften thru the fall as we see those that have to sell being more aggressive with marketing. Prices will be driven by the outlook for commodity prices which are trading in the lower end of the long term trading range.

We expect 2016 to be an active year with more inventories. Demand from buyers will be driven by income consideration and value. The lack of other investment opportunities will keep Buyer demand strong, but discerning. Sellers have few reinvestment opportunities and it seems some sellers will only sell if they find a replacement property, making many transactions subject to 1031 exchange requirements.

Written by John Stratman, Broker Associate & Principal Owner

BART MILLER

ARIZONA RANCHO CASITAS RANCH



A European style guest ranch with multiple units and 22 bedrooms, located in Wickenburg, Arizona. Offering vintage lodging, horse facilities, and 120 acres of rolling high desert with exceptional location, character and land details combined with mature landscaping and improvements. \$3,200,000

UTAH GUTHRIE RANCH



The Guthrie Ranch consists of 1,330 acres in the heart of the cool pines of the Dixie National Forest between Panguitch and Kanab located near the small town of Alton, Utah. The ranch provides a cool respite from the heat of the surrounding lowland deserts. \$7,400,000

COLORADO DEACON GULCH RANCH



At 418 total acres, is a large recreational ranch that offers horse pasture, cattle grazing, plus excellent mule deer and elk hunting. Approximately 100 acres of the ranch are irrigated horse/cattle pasture. The improvements on the ranch are first-rate, with a beautiful six-bedroom, five-bath luxury log home, and a five-stall horse barn. \$4,979,000

NEW MEXICO SAN PEDRO RANCH



Located 40 miles north of Taos, New Mexico the deeded 3,200-acre ranch consists of mountains, valleys, mesas and national forest all unique to northern New Mexico; where culture and outdoor recreation are abundant. This hunting property shares a border with the state of Colorado. \$4,800,000



As Managing Broker, Bart Miller oversees business operations and licensing. Since 1998 he manages the company's real estate land & auction sales marketing efforts. Bart is the Past President of the Colorado RLI Chapter and is an Accredited Land Consultant "ALC" through the REALTORS® Land Institute. He has completed a Bachelors degree in Agricultural Economics from the University of NE and holds a master's degree in Real Estate Development and Construction Management from the University of Denver.

WE LIVE IT TO KNOW IT



1-877-207-9700

ROBB VAN PELT

COLORADO TYBAR RANCH

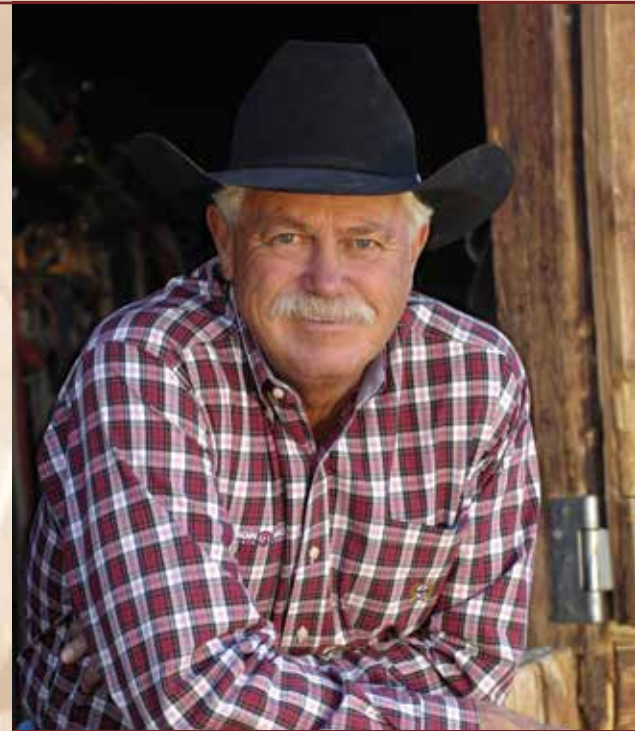


Located in the central Rocky Mountains of Colorado, Tybar Ranch consists of 600 +/- acres of scenic and highly productive irrigated land. Ranch improvements include a main home, employee housing, an equipment shop, three hay sheds, numerous corrals and two barns that include the 22,000 square foot Prince Creek barn with an indoor arena area measuring 18,000 square feet. Tybar has extensive water rights, is secluded yet close to town and includes panoramic views of the surrounding mountain ranges and Mt. Sopris, features spectacular hunting, and offers numerous recreational opportunities. \$24,795,000

COLORADO LAZY CF HEADQUARTERS



Tucked away within the Gunnison National Forest and on the headwaters of West Muddy Creek, the historic Lazy CF Ranch Headquarters represents the best of Western Colorado. With 320 acres of mostly irrigated land, 10 spring-fed ponds, one of which supports a strong trout population, and early water rights from the Twin Spruce Ditch and 65 shares from the Ragged Mountain Water User's Association, this ranch combines the authentic Old West with a sportsman's paradise, for hunting deer, elk and bear. \$3,900,000



Robb Van Pelt was raised on a working ranch, following the tradition of his fourth generation Colorado ranching family. After working for Colorado National Bank in their Trust Real Estate Department, Robb continued his career appraising, managing, and selling ranches. In addition to over 40 years of ranch real estate experience, Robb's continued success in ranch sales stems from his authentic relationship with the western ranching lifestyle. He is a member of the REALTORS® Land Institute, American Quarter Horse Association, and the United States Team Roping Association. Robb is licensed in Colorado, Montana, Nebraska, New Mexico and Oregon.



RUE BALCOMB



A 5th generation native of Colorado, Rue graduated from Colorado State University with a degree in Animal Science concentrating on farm and ranch management. She worked in the land title insurance business and as an escrow closing assistant before actively selling real estate. Rue's family owns ranch and rural recreation properties in Colorado, which she assists in managing and

preserving the natural resources. She is a member of Aspen and Glenwood Springs Board of Realtors, REALTORS® Land Institute, Rocky Mountain Elk Foundation and is licensed in Colorado and Montana.

COLORADO BEAR WALLOW RANCH



Positioned in a private valley west of Glenwood Springs, Colorado this ranch consists of 2,600 +/- deeded acres with forest service and BLM grazing leases. Boasting quality improvements, end-of-the-road seclusion, 5-bedroom/3.5-bath home, guest house, lodge, equipment barn, hay sheds, cattle handling facilities, senior water rights, numerous ponds, direct-private access to public land, abundant wildlife, and excellent hunting; all within an easy 15-minute drive to the Garfield County Airport. \$24,950,000

COLORADO CENTAUR RANCH



Consisting of 456 acres in Evergreen, Colorado, a combination of lush grass hay meadows, rock outcroppings and forests of Ponderosa pine and aspen trees. The easily traversed hillsides offer an excellent selection of the 26 county approved building sites, with views of surrounding mountainous areas. \$6,900,000

COLORADO GREENLAND RANCH



Located near Denver, Colorado the property consists of 40+ acres with stunning improvements including a residence and first class equestrian facility including a 100 x 220 indoor arena and custom stall barn with many more amenities. \$1,675,000

COLORADO EQUESTRIAN DREAM



This 98+/- acre ranch is a self-sustaining equestrian facility, featuring a one-bedroom apartment, garage, shop, six-stall barn with runs, multiple turnouts and a large arena, with 80+/- acres of sprinkler irrigated grass-alfalfa hay land set in a beautiful pine tree setting located in Beulah, Colorado. \$1,100,000



JOHN STRATMAN

WYOMING CONTINENTAL DIVIDE RANCH



Featuring 96,447 acres in one contiguous block of land situated in the Haystack Mountain Range and along the North Platte River. The ranch offers over five miles of North Platte River frontage, a source for irrigation and blue-ribbon fishing; an established cow/calf operation; opportunities to hunt deer, elk, and antelope. This diversified ranch consists of 29,000 deeded acres, 40,960 acres of BLM, 2,960 acres State School lease, and 23,527 acres private lease. Improvements include an excellent calving/vet barn, feedlot, working corrals, three homes and several support buildings. \$11,500,000

WYOMING SNOWY RANGE FISHING LODGE



Boasting 2.5 miles of trout fishery located on the Little Laramie and West Fork Rivers framed to the west by the Snowy Range Mountains. The recreational and income producing operations center around first class fly fishing & lodging along with a working cattle & hay ranch. The fishing operations include the Homestead Lodge, bunkhouse and log cabin. Cattle and Hay operations are conducted on rich productive irrigated native meadows and pastures. The entire property comprises 250 deeded acres with historic water rights located 22 miles west of Laramie and just 15 miles from Centennial, Wyoming. \$4,500,000

John Stratman is a third generation rancher and has owned and operated a ranch in eastern Colorado raising registered Red Angus seedstock and Quarter Horses. Professionally, John spent 18 years with MetLife's Agricultural Investment Department where he held various positions from Field Representative to Regional Manger. In addition to making agriculture real estate loans, investment activities included purchasing, managing and marketing large agriculture properties in several western states. John is a member of REALTORS® Land Institute and is licensed in Colorado, Nebraska and Wyoming.



KAREN MIKKELSON

COLORADO OVERLAND RANCH



1,060 acres deeded and 640 acres of state of Colorado agricultural lease located in Livermore, Colorado. The property is appropriately complimented with a functional working headquarters and a warm and inviting country style home along with a guest house and manager's house. \$3,600,000

COLORADO GORDON CREEK RANCH



This 54+ acre ranch features 4,200 square foot raised ranch custom home with high end finishes, 44 x 66 insulated shop with concrete floors, a studio apartment, and sunroom. The 48 x 36 horse barn has four stalls, tack room and hay storage with corrals located in Livermore, Colorado. \$998,000

COLORADO CLAPSADDLE FARM



Located in Husdon, Colorado this 40+ acre farm includes a 50 x 120 foot multi-purpose barn with stalls and runs, indoor round pen, a six-stall horse barn, outdoor round pen, a fully fenced 150 x 360 foot outdoor arena, numerous paddocks with 14 shelters and adjustable corrals for 2-4 horses each. \$750,000

COLORADO HILL RANCH



Located in Carr, Colorado with 2,254+/- acres consists of level land and rolling hills, improvements include a quonset building, scale and several out buildings on a 309-acre parcel. Awesome views of the Rocky Mountains and excellent access. \$2,930,200



Karen has spent over 20 years in Colorado, farmed and ranched in the Panhandle of Nebraska for 12 years and operated a quarter horse breeding operation in Texas. She was a hands-on owner and operator of an 880-acre ranch in the Pine Ridge National Forest region in Nebraska and for many years she bred, raised and marketed the top bloodlines in the Quarter Horse industry. Karen also has over 20 years experience in the construction industry. She managed and co-owned a \$25-million-a-year corporation with offices in Colorado and Arizona. Karen is licensed in Colorado.



ZURICK LABRIER

TEXAS GRAFF FARM



Comprised of 2,400 acres situated in the northwest corner of the Texas Panhandle, located in Hartley County, this is a center pivot irrigated farm broken up into three full sections and an additional 480 acres in another section. \$7,200,000

OKLAHOMA GROUNDS FARM



In the Oklahoma panhandle consisting of 480+/- acres., with approximately 124 acres are irrigated farmland and 244.75 acres are enrolled in the CRP program. Improvements on this farm include a 6,000 head cattle-handling facility along with a beautiful Victorian main residence, manager's residence, one-bed/bath apartment, shops, and several barns. \$1,200,000

TEXAS SHELTON RANCH



The 2,949-acre Shelton Ranch is situated in the northeast Texas Panhandle, which lies in Wheeler County with the entrance to the property about 1.6 miles east of Mobeetie, Texas on the north side of FM 1046. This ranch has great access with the south side touching the highway. \$2,888,925

TEXAS MCCLELLAN FARM



796+/- acres in the northwest corner of the Texas Panhandle south of Texline, Texas. The farm offers opportunities for corn, wheat, and milo production. The current owner also utilizes a cow/calf operation to maximize his farming operation. Improvements include a new home, corrals, and a large shop for working and storing equipment. \$1,757,000

Raised in Dalhart, Texas, Zurick Labrier grew up working on the family ranch in New Mexico. Hands-on experience working with clients has helped him to achieve success in the farm and ranch real estate business for the last ten years. Zurick specializes in farm and ranch transactions and has also developed many ties across the country through Realtors Land Institute as the Oklahoma RLI Chapter President. Zurick has accumulated numerous ties with buyers and sellers throughout the four-state region of the Texas and Oklahoma Panhandles, southwest Kansas, and northeast New Mexico.



KIMBERLY LOWRY

MONTANA YELLOWSTONE FARM



An end-of-the-road, 272+/- acre irrigated farm with a small feedlot operation, located on the outskirts of Fallon, in eastern Montana. This unique property offers a profitable agricultural venture with Interstate access. The area holds an abundance of water resources, as it is located in the Buffalo Rapids Irrigation District and borders the Yellowstone River for almost a mile. The farm is in an excellent state of cultivation and has been furnishing dairy quality alfalfa. The soils are ideal to produce a multitude of crops from sugar beets, potatoes, edible beans, corn, or wheat with an in-demand market for any of these crops nearby. \$1,475,000

MONTANA GIRD CREEK RETREAT



This 580-acre parcel is loaded with wildlife and surrounded by Forest Service lands for unlimited recreational pursuits. Fenced and cross fenced pastures and varied mountain terrain with creek frontage. Breathtaking views from the cabin and large barn/shop toward the Bob Marshall Wilderness and overlooking the Anaconda Pintler Scenic Route One. Close to the charming community of Philipsburg, Montana and with electricity onsite this property is ideal for a recreational retreat or year-round residence. \$1,950,000



Specializing in lifestyle properties in the state of Montana, Kimberly Lowry first began her career in real estate over 10 years ago while marketing luxury and working ranches, recreational and resort properties. She joins Mason & Morse Ranch Company to serve growing demands of clients in the state of Montana. Prior to joining the Mason & Morse Ranch Company team she owned her own real estate company, United Country Montana Mountain Properties LLC. Kimberly is licensed in Montana.



MONTANA JW RANCH



Adjacent to the beautiful Custer National Forest, the JW Ranch features 1,500 +/- deeded acres with a spacious log home/lodge offers six bedrooms, three and one-half baths, two family rooms, a loft, a master suite and second floor deck in Otter Montana. \$1,700,000

MONTANA WHISPERING SPRINGS



Offering 640 acres of unspoiled timbered paradise in Broadus, Montana. Adjacent to a large tract of BLM, this private ranch features a spring-fed trout and small bass pond, and a newer, large five-stall horse barn complete with living quarters, new shop and new interior horse pasture and new corrals. \$695,000

MONTANA CANYON CREEK



Located in Melrose, Montana offering an excellent opportunity to continue the stewardship of a historic lodge and is situated in Beaverhead – Deerlodge National Forest and has permitted access to over 30,000 acres of surrounding forestland. \$995,000



Kebi Smith is a fourth generation rancher and Montanan, and has been selling real estate since 1999, specializing in Montana ranch and recreational properties. Prior to selling real estate, she was employed with Farm Service Agency for 10 years, where she helped

administer the USDA farm programs. She currently is a crop adjuster and ranches with her family near Olive, Montana, where they raise cattle, wheat, forage and horses and is licensed in Montana and Wyoming.

A fourth generation native of Montana, Tammy was born and raised in western Montana into a hard rock mining family. In 1975, she became an auctioneer and has been involved in ranching, since 1978. She began her career in real estate and land development, in 1999, both buying and selling investment properties while continuing to work part-time for the consulting firm, as well as owning and operating a Montana ranch raising Angus/ black baldy cows and Quarter Horses. Tammy is licensed in Montana.



RON VAN PELT



With a proud family heritage that spans four generations of Colorado ranchers, Ron Van Pelt continues the legacy adding over 45 years of personal success to the family history. A consummate cowboy and proponent of the western ranching lifestyle, he offers an authentic knowledge of livestock and land that ensures the client full access to invaluable expertise relative to their needs. Ron is licensed in Colorado.

COLORADO STEVENS RANCH



Located in Byers, Colorado consisting of 2,183+/- acres and provides open pasture, native grass and dry land hay ground with gently rolling hills, create a great setting, 100+/- acres of dry land hay ground with the balance in grassland and farmstead land. \$3,750,000

COLORADO OLSON HOMESTEAD RANCH



Located on the east side of Colorado, near Denver, in some of the best grass country, this ranch consists of 1,017 acres with native grass hay meadows, gentle rolling land with pine trees, cottonwood trees, creeks, nine springs, and four earthen dams with one dam holding water year-round. \$1,220,000

COLORADO JKB RETREAT



A spectacular mountain retreat located on 160 acres between Salida and Alamosa. The land is a Private Inholding surrounded by BLM lands with nearby access to National Forests and Wilderness areas. Facilities include a large log lodge, two residences, five cabins, large horse barn with workshop & tack room, equipment garage, recreational/fitness center, chapel and storage facilities. \$2,250,000



BUCK HOTTELL

NEBRASKA HOWARD FARM TRACTS



1,281 acres including 656 acres of pivot irrigated cropland, dryland corners, grass tracts and building sites together with assignment of 640 acres of State of Nebraska agriculture lease. The property is available in four tracts and located between Hayes Center and Imperial, Nebraska. See pricing details.

NEBRASKA BLUE DIAMOND



Set in a beautiful setting of mature trees along the North Platte River in Gering, Nebraska. The property consists of 70 acres with crop and grass land fields on east and west sides, and a transition area for deer, small game animals, turkeys and upland game birds. \$750,000

NEBRASKA WILDCAT HILLS RANCH



A premier winter/calving operation located south of Scottsbluff, Nebraska, consisting of 2,290 deeded acres. Improvements include of two homes, commodity barn, large calving shed with pipe corrals, machine shed, shop, excellent fencing, pipeline water systems with multiple wells and frost free drinkers. \$2,815,000

NEBRASKA PONDEROSA RANCH



A 3,400+/- acre working cattle and premier hunting ranch located in Northwestern Nebraska. Improvements include a large ranch home, a small cabin, barn, shop, working facilities and corrals. The ranch is currently leased for grazing and hunting to a solid tenant \$1,800,000

Raised in the panhandle of Nebraska and the southeast corner of Wyoming, Buck Hottell has several decades of farm and ranch experience. He spent his teenage years working on his grandfather's ranch in Nebraska, which consisted of a cow/calf operation and dry land wheat farming as well as putting up hay on sub-irrigated native grass meadows. He then continued his ranching experience on a larger scale ranch learning more about the cow/calf operation along with irrigated farming and irrigated haying operations. Buck is licensed in Wyoming and Nebraska.



Auction Method Measure of Current Trends During Transitioning Farm & Ranch Markets

It has been well known in the farming and ranching industry for years that auctions can be a vital barometer of the current rural economic market conditions. The public auction of rural real estate, agricultural equipment and livestock has become a mainstay in farm and ranch communities across America. Most often, auctions are well publicized events that both buyers and sellers have come to recognize as being a fair, transparent and expedient method for finding current market value of an asset.

Due to the unique nature of the auction process, did you also know that a well planned and executed auction event will deliver much more data than just the current fair market value of farms, ranches, equipment and additional assets associated with the auction?

Auction events provide performance indicators that allow land professionals to evaluate the current health and condition of the rural marketplace. With this information we can forecast, with some sense of accuracy, the current economic trends, direction and at what speed various rural markets are transitioning. Auction professionals make decisions by engaging with the market place, assessing both the current data received and comparing to historical trends. Key market indicators which are derived from an auction event may include: (number of attendees, active participation vs a sideline observer, bidding aggressiveness, cash vs. finance) as well as several other elements that become apparent to seasoned auction professionals.

Market segments are transitioning up and down all the time. The agricultural farm and ranch sector has experienced significant appreciation in the marketplace over the past few years.

During this current market transition period, auctions will be leveraged as a measuring stick to track property values, current market conditions (positive and negative), trends, as well as create movement (or motion) in the disposition of production cropland and pasture. Historically, downward trends in the agricultural sector have a tendency to slow or stall the amount of real estate transaction exchanging hands, however "Auctions Create Action" in the marketplace and force a market response. During a period of continued upward valuation trends auctions bring a sense of urgency and hence create a competitive environment among bidders driving prices higher. A well-attended and well executed auction event will produce a realistic market response despite the direction that the markets are moving.

Our "Strategic Partnership" with United Country, Mason & Morse Ranch Company introduces you to our international partnership with one of the most respected firms around the world. Our Australian partners from Colliers International offer a variety of agricultural investment opportunities throughout Australia to consider as the U.S. Dollar gains strength over the Australian Dollar. If you have an interest to invest in Australian agricultural contact Bart Miller, Principle, Accredited Land Consultant & Managing Broker.

Mason & Morse Ranch Company is well equipped as one of the premier real estate and auction organizations in the country producing industry leading auction events for our clients. For more information about our auction services, please contact us at (877) 207-9700 or sales@ranchland.com "We Live it to Know it."

Written by Shawn Terrel, Lead Auctioneer



For 25 years Shawn Terrel has conducted professional real estate and valued asset auctions across the country. As a nationally recognized auction bid caller, he brings a wealth of auction experience and knowledge to the Mason Morse Auction Company team. Shawn has conducted well over 2,000 professional auction events across the country, where he has become recognized as one of the industry's authorities when conducting online auctions and live internet auction broadcasts during his career. Shawn's background experience begins with being raised in western Oklahoma in a farming and custom harvesting family. He operated one of the largest equine training and boarding facilities in the state of Oklahoma in conjunction with the state and federal governments for over 10 years. Shawn is also co-owner of MineralMarketing.com, a nationwide oil & gas mineral right and asset marketing company.

INTERNATIONAL PARTNERS – AUSTRALIA

Colliers International Rural & Agribusiness

Australia's rural and agribusiness sector is enjoying its most vibrant period of activity in over three decades, due to life time low interest rates, a favorable currency exchange rate (\$1.00 AU = \$.74 cents U.S.) and formalized Free Trade Agreements with all of its major trading nations. Investor confidence in the sector is unprecedented, with the resultant improvement in values across most regions of Australia.

Values in 20 inch rainfall cropping land have increased 15% in the last 12 months, and investor interest from Asia and Europe have pushed value for cattle breeding enterprises to unprecedented levels. The reduced female cattle numbers ensure cattle values will hold for the medium term. Exports for Australian beef continue to increase, and will only be curtailed by lack of numbers. Values have increased by 39% in the past year.

Wool, demand, particularly from China is sound, assisted by a favorable Australian dollar. Values of 1300 c/kg to 1500 c/kg are consistently being achieved with the expectancy these values will remain at these levels for the medium term.

Fat lambs are in strong demand, at values of \$130 - \$150/ head. Poultry and Pork are in favour as an alternative to the more expensive Beef and Lamb. Broiler and breeder chicken farms are in strong demand with significant Fund Investment for this activity from overseas, particularly for newer facilities.

Dairy is experiencing strong headwinds due to dry seasonal conditions and a reduced farm gate price. This sector is now under considerable value pressure, and will require a change in world

demand for values to improve. The ageing dairy farmer population will reduce the number of farms in the decade ahead. Despite this, the sector will need good seasons and strengthening milk product demand to promote values.

The Australian wine industry is destined to benefit from the reduction in Chinese wine tariffs over coming years, with exports up 15% over the last 7-8 years. Recognized brands are receiving strong enquiry with significant transactions of warm climate vineyards with low input costs. The wine industry in Australia is poised to benefit from improved efficiencies, and increased international demand in years ahead.

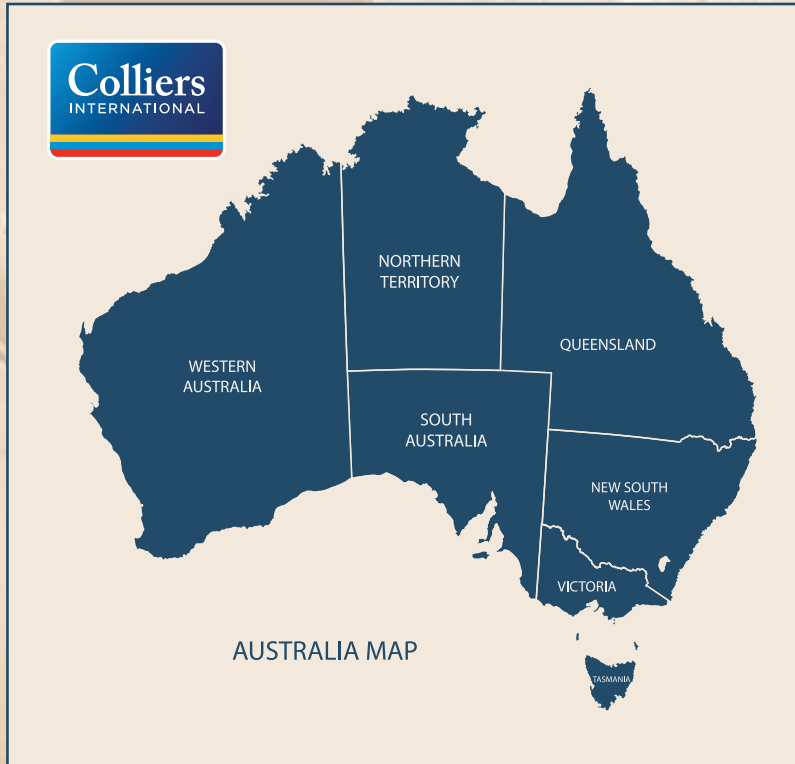
The Government's recent decision to reduce the Wine Equalisation Tax is likely to place pressure on smaller boutique operators and present further opportunities for buyers looking to enter the Australian wine industry.

Australia is ideally positioned to capitalise on the world wide appetite

for protein, the efficiencies of our primary producers are world renowned, and our clean green environment will ensure Australian agriculture remains attractive to global investors for decades to come.

For further information about Australian Properties and Relationship with Colliers International contact Bart Miller, Managing Broker, Mason & Morse Ranch Company 877-207-9700 or bart@ranchland.com.

Written by Shane McIntyre, National Director
Melbourne, Australia



INTERNATIONAL PARTNERS – AUSTRALIA



Shane McIntyre is the National Director of Rural Agribusiness for Colliers International Australia and has been marketing and negotiating the sale of rural property for almost four

decades. Shane has been involved in transacting the majority of major rural holdings in Victoria and the Riverina and is responsible for qualifying inbound global capital and has a vast network of contacts and has transacted on behalf of some of Australia's most well-known families, managed funds and international purchasers.



Richard Royle's passion for agriculture started with family owned properties in the Hunter Valley and Southern Highlands of NSW. He spent his younger years in stock camps in the

Kimberley and Northern Territory, before returning to the Hunter Valley where he established a vineyard, which operated alongside an existing cattle operation. Richard works closely with Financial Institutions, Family Offices, Ag Funds, Sovereign Funds, Receivers & Insolvency, Capital Markets & Advisories and has transacted in excess of \$1 billion dollars in sales in the last ten years.



DOOLOOGARAH, INJUNE, QUEENSLAND



A well located cattle breeding property approximately 375 miles North West of Brisbane Queensland Australia. Queensland is home to 60% of the Australian Beef cattle herd. The property is in a climate suited to long term cattle breeding which is backed by a historical summer dominant rainfall pattern. The estimated the carrying capacity is (excluding the cultivation area) to be approximately 3000 Adult Equivalents (AE) assuming average seasons across the total of 104,481 acres of lease hold land. There is potential to increase this carrying capacity to 3500-4000 AE with further water and fencing improvements. Auction (price guide is sub \$10 million AUS bare of stock and plant).

BRINDLEY PARK, MERRIWA NEW SOUTH WALES



Originally built in the 19th Century this is one of Australia's oldest farming properties, boasting rich, healthy and fertile soils, clean pure air and fresh natural water. With over 5,100 acres of productive farm land, secure irrigation licenses and 4.8 km double frontage to the meandering Merriwa River, this is your chance to own a piece of Australian history. Renowned for producing one of the best merino stud flocks in the country and the acclaimed woolshed, with 110 shearing stands in its prime, has been lovingly preserved for future generations. Currently the property is a thriving sheep and Lucerne cropping business. The soils and water allocation allow for increased production. Price estimated at \$30 million AUS.



INTERNATIONAL PARTNERS – AUSTRALIA

COLORADO RED ROCK RANCH



Take a step back in time to the days of Railroad Barons and rough riders of the west at the Red Rock Ranch, a rustic property located in the beautiful Wet Mountain Valley of south central Colorado, two and one-half hours southwest of Denver. This is a historic, 1874 homestead ranch, and is comprised of 470 acres including the estate, open space and five develop-able parcels ranging from 6 to 35 acres, all with awe-inspiring views of the towering Rocky Mountain, Sangre de Cristo range. This ranch can be used to rent as a unique Colorado family reunion, workshop retreat or perfect gathering for you and your friends. \$3,475,000

DEL RIOS VINEYARD, KENLEY VICTORIA



The Del Rios vineyard is one of Australia's largest vineyards and is located in the Murray Darling Wine Region. The vineyard was established from 1998 to 2003 and is predominantly planted to Chardonnay (39%), Sauvignon Blanc (20%), Merlot (14%) and Shiraz (8.5%). The total land area 1047.97 hectares and vineyard area consists of 895.65 hectares with majority sandy soils suitable for other permanent planted crops and high security water assets. Extensive building improvements include offices, staff amenities, shedding and homes. Price estimated at \$30 million AUS.

Rawdon Briggs is a leading specialist negotiator in the sale and purchase of diverse rural and agribusiness assets. He has extensive experience in regional markets throughout



Australia with proven expertise in marketing grazing and grain assets. Rawdon has a broad hands-on practical experience developed from years at the 'coal face' in leading edge electronic platforms. Rawdon and his wife owned/managed a 12,000 hectare mixed farming property in Chinchilla Queensland before joining Colliers International.

Jesse Manuel is a proactive, professional rural real estate agent with over 12 years experience in selling large scale agricultural assets throughout South Australia, Victoria and Tasmania.



Jesse's clients benefit from his hard work ethic and proactive approach to maximise financial outcomes. He has extensive experience in negotiating transactions for a range of rural assets including pastoral and grazing properties, dryland and irrigated cropping properties and intensive livestock assets.



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Linda Niebur has owned and worked in large farm operations, ran a successful chemical application business and worked with local farmers. She is a broker who is familiar with crop production, agricultural leases, water rights, conservation easements and mineral rights. As an active member of the National Farmers Union

she has worked to help implement Farm Bills and aid in the renewable energy projects in Washington D.C. Her affiliations include The Colorado Association of Realtors, The National Association of Realtors, and the REALTORS® Land Institute. She is a licensed real estate associate broker in Colorado, Kansas and Nebraska.

INTERNATIONAL – BRAZIL

AGROPECUÁRIA BARRAS IN BRAZIL



Agropecuária Barras Farm Operation consists of several sections totaling 21,581 hectares (53,382 acres), located between the municipalities of Barras and Boa Hora, in the state of Piauí, Brazil. When accounting for 30% of land set-aside as a federal government requirement, this offering represents 15,107 hectares of arable ground available for production. This area is known for excellent weather, soils, and topography for eucalyptus, corn and soybeans. Mild winters allow production year-around, providing double cropping in most regions. The vegetation of the area is a transition area, ecological tension between savanna vegetation and seasonal forest still with the strong presence of Caatinga species. \$18,500,000