

MARKET REPORT: Stability in Values Defines Most Segments in the Real Estate Market

Written by John Stratman

At Mason & Morse Ranch Company, (dba Ranch Company), we cover a variety of market segments across the U.S. including farm, ranch, recreation & lifestyle properties. Our agents “Live It to Know It” and offer our clients more than 133 years of experience helping clients buy and sell land.

Market report – In light of a strong national economy we are seeing concern over softening corporate earnings, effects of increasing tariffs and rising interest rates. Despite these warning signs, stability in values defines most segments in the rural real estate market.

Trends in the 2018 real estate markets have continued to be stable from the prior year. In the case of buyer motivation, value and return on investment are the book ends as buyers seek quality properties where they can see value in the purchase price and/or a desirable yield over time. Buyers remain diligent in their decision to purchase despite the amount of money available to the market place. Tax deferred exchanges continue to be a relevant factor for the lower and mid-range points in the market, although cash buyers in the higher price market segment continue to outweigh buyers seeking financing. Areas with proximity to population centers continue to have the most activity, however, we are seeing a trend of price reductions and inventory buildup due to increasing building costs and interest rates.

Agricultural Farm and Ranch

The agriculture markets are stable with good working size ranches being sought out based upon today's calf prices. While

a number of ranch properties appear to be strongly priced in today's market, we are seeing some new listing prices that offer value and economic sustainability. Farm values continue sideways influenced by investor objectives focused on rate of return and farm operator buyers focused on increasing costs and interest rates, record crop production, worldwide drought conditions and export, trade and tariff talks.

We expect values to remain stable with any near-term upside limited to increases in commodity prices.

A change in commodity prices and hence a change in land values will be influenced by U.S. and foreign relationships and the value of the US Dollar. Generally, inventory is limited for good to excellent quality farm and ranch lands and the market absorbs appropriately priced new listings well.

Recreation and Lifestyle

Recreational luxury property sales have slowed as buyers seek to find value in a market where many properties are perceived as overpriced. The upper end of the market has slowed as those buyers are watching to see how the trade tariffs impact the economy. The middle sector of the market appears to continue to be active. There is good activity on the lower end of the price spectrum below \$3 million where the buyer pool is larger and interest rates remain relatively low historically. We do expect that this sector could be influenced by a slowdown in the housing market.

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OREGON INDIAN CREEK RANCH



Located in southeastern Oregon, comprised of approximately 125,200 acres with approximately 22,200 acres of deeded lands capable of running mature animals year-round. This ranch has excellent water characteristics with a number of deep-water fishing lakes, numerous creeks and springs as well as plentiful irrigation water. Recreation is a highlight with Rocky Mountain elk, mule deer, and world class upland game bird hunting. \$10,500,000

OREGON POLVI FARMS



The 690-acre Polvi Farms is located between Salem and Dayton Oregon on the Willamette River. This highly productive farm consists of 407 acres of irrigated tillable land, apple and cherry orchards and recreation timberland. The property has two direct irrigation diversions from the Willamette River. Multiple redevelopment and recreational opportunities with the two miles of Willamette River frontage, multiple rock sources, big game hunting, bird hunting and fishing in the river and multiple ponds and creeks. \$9,250,000



OREGON WEYLAND DIAMOND RANCH

Weyland Diamond Ranch has majestic views of Mount Bachelor, 3.6 mile stretch of the Little Deschutes River and a master-crafted mountain log home on 700 acres near Bend, Oregon. \$9,500,000



OREGON KLAMATH STRAIGHTS

Large irrigated farm and ranch property located in the southern portion of Klamath County, Oregon and adjoining the California border. Consists of 7,188 acres of mostly irrigated farmland and grasslands.



OREGON SPECTRE RANCH

1,099 deeded acres of recreational range and timber lands with Paulina Creek, plus views of Cascade Mountain and Paulina Peak. Direct stream diversion water rights to irrigation 411+/- acres including 3,780+/- acre-feet of storage in Paulina Lake. \$7,500,000



OREGON FISHHOLE CREEK RANCH

Located in Oregon's southeastern corner and consists of 15,300+/- acres; 3,598 deeded acres. There are water rights on creeks and springs on the ranch. Included is the Aspen Ridge Resort, a 7,000 square-foot log lodge and five 1,250 square-foot log cabins, and a historic homestead. \$9,800,000



OREGON ANTONE RANCH

Located 100 miles east of Bend, Oregon is a legacy recreational ranch consisting of approximately 36,663 deeded acres in a large private block with exceptional water resources, including live water creeks, numerous fishing lakes and irrigated lands. With the Spanish Peak as its backdrop, the topography ranges from timber covered slopes, grassy hillsides, steep canyons and large irrigated meadows. The ranch has an elevation range of 6000 feet down to 2600 feet with over 10 miles bordering the Ochoco National Forest allowing for diverse wildlife habit. The pristine mountain 85+/-acre Rock Creek Lake provides unique recreational opportunities ranging from water-skiing to trophy trout fishing. The 14 miles of Rock Creek ribboning through the ranch and multiple lakes boast excellent fishing opportunities. Improvements include multiple homes, shop facilities, paved runway designed for business class jets and multiple building sites. The ranch supports a year-round Angus based cow herd of over 665 mature animals, working recreational horse herd, alfalfa grass hay operation, and an extensive pine forest of 10,846+/- acres. \$55,000,000

ARIZONA ALMOSTA RANCH



Consists of 30+/- acres in three tax parcels with room to expand in Scottsdale, Arizona. The property boasts four barns with 42 stalls and amenities as well as multiple arenas and working pens, panel walker, hay barn, pastures, well and storage tanks. \$4,990,000

ARIZONA FREEMAN RANCH



One contiguous operation of 67,398 acres including 34,909 deeded acres. The combination of three historic and reputation ranches into one premier cattle ranch located on the San Francisco and Coconino Plateau in north central Arizona. \$20,000,000

ARIZONA SMOKE VIEW RANCH



Consists of 746+/- premier acres overlooking the town of Wickenburg, Arizona with fantastic views in all directions. The gorgeous High Sonoran Desert vegetation lends itself to be a prime development opportunity. \$13,000,000

COLORADO BEAR WALLOW RANCH



In the mountains of western Colorado, this 2,600+/- recreation/ cattle ranch boasts end-of-the-road seclusion, a five-bedroom three and one-half bath home, guest house, lodge, equipment barn, hay sheds, cattle handling facilities, and senior water rights.

COLORADO HANG'S RIVER RANCH



In western Colorado, only three miles from Silt, this 80-acre property is a unique level parcel with ½ mile of river frontage, significant senior water rights, and open irrigated grass fields. The riparian areas along the river bank consist of mature Cottonwood trees that provide coverage for native wildlife. \$3,000,000

COLORADO CR4 RANCH



The 313+/- acres of CR4 Ranch lies at the base of the foothills of the Rocky Mountains in a rural area of Berthoud, Colorado. There are two spring-fed seasonal creeks and two large ponds, with no improvements other than fencing, and it is surrounded by rural acreages varying in size. \$2,400,000

COLORADO WAUGH MOUNTAIN



A contemporary rustic cabin retreat comprised of 18,000+/- acres, 412+/- are deeded, the balance being BLM and State Land Leases grazing for 160 pair in the mountains of Colorado on the eastern side of the great continental divide. The property is located 14 +/- miles north of the riverside town of Cotopaxi, Colorado. \$2,500,000

COLORADO FAWN CREEK ESTATE



Paradise on 9.5 acres, this close-in country estate has it all! Custom remodeled home, Little Thompson River frontage, spring fed pond, meadows, lush lawns, gardens, pastures, hay ground and views of Longs Peak & Rocky Mountains. \$2,227,000

COLORADO UTE PASS RANCH



Ute Pass Ranch lies just on the west side of the Ute Pass summit near Pikes Peak and Colorado Springs, Colorado, with 2,010+/- deeded acres it is one of the few large acreage ranches remaining in the area. The property looks at the northwest side of Pikes Peak and is located west of Divide, Colorado and along both sides of US Highway 24. \$9,625,000

COLORADO SERENIDAD RANCH



A 35-acre equestrian ranch conveniently located in southern Douglas County minutes from I-25 and the town of Monument. Features a 4,909 sq ft, 4-bedroom, 5-bath main home, guesthouse, a five-stall Priefert barn with bunkhouse, hay storage building, outdoor riding arena, round pen and a loafing shed.

Expectations

We expect 2019 to be very active in all sectors. Rising credit markets will impact buyer demand as buyers seek value opportunities. Limited inventory of larger properties will continue to maintain strong prices in this market. Pricing on mid-range inventory will be determined by accurate valuations by sellers in order to attract buyers.

Working ranch prices will be directed by the outlook for the calf and meat markets. Aside from the effect of the trade tariffs, we are cautiously optimistic that we will see some improvement as cattle numbers have flattened out and prices for most classes of livestock have begun to improve. As has been the case, beef exports will continue to be a key component and the rising US dollars is not helping that situation.

Farmland values are likely to continue to be flat. While the trade was hopeful for improvement in commodity prices in 2018, the record crop production and flare up of the trade tariffs have kept a lid on those expectations. We continue to expect the better farms to hold their value. Areas with specialty or perishable crops such as vegetables, nuts and tree fruit are seeing continued upward prices, especially in light of demand from the myriad of investment funds seeking agricultural assets. There is, however, still strong interest from large and small investors as well as family farm operators for market priced farmland. This should continue as long as interest rates do not rise much further.

Recreation and lifestyle properties include several sub-categories including: hunting and fishing properties, horse properties and rural lifestyle and estate properties. Hunting and fishing properties have continued to be slow to sell as buyers remain cautious about future economic conditions and buyers find it difficult to deal with some of the valuations. The upper end of quality hunting & fishing properties while slower have shown that those buyers are still willing to purchase as several hallmark sales have occurred in the Rocky Mountain region this past season. Despite that, there is a buildup in inventory and price reductions are occurring. We continue to note that “niche” markets for recreation and lifestyle properties will see varying results, due to geographic considerations, lifestyle choices, proximity to amenities such as outdoor recreation, equestrian events, quality of hunting, live water, proximity to population centers and the economy. These factors generally will influence the trend of recreation and lifestyle properties going forward.

Overall, we are optimistic about the markets we serve as available inventory and value based pricing continue to dominate the market place. The Ranch Company agents are prepared and available to assist you with your real estate buying and selling needs across the United States.

Kem Winternitz Receives the 2018 Colorado Land Broker of the Year Award!

In September 2018, in Grand Junction, Colorado, the Colorado Realtors Land Institute named Kem Winternitz, Accredited Land Consultant, the 2018 Colorado Land Broker of the year.

Kem Winternitz is a 4th generation native of Colorado, has been in the Real Estate business since 1992 with a focus on land and rural transactions and will be serving her 3rd year on the board of directors for the Colorado Realtors Land Institute.

“I consider this award to be the most important accolade that I have received so far in my career.” said, Kem Winternitz, ALC Mason Morse Ranch Company. “My predecessors have consistently been among the top producing land and ranch brokers in the state and to be recognized by my peers in such a manner and to be included in such prestigious company is the highest honor I could imagine. A truly great land broker needs to be able to share their buyer’s vision and truly grasp the highest and best use for all properties. Outstanding land brokers develop gut feelings and a natural instinct about land parcels that comes only with experience.”



COLORADO MANTLE RANCH



525 acres of spectacularly remote landscape surrounded by the largest National Monument in Colorado. Consisting of two non-contiguous parcels, the ranch has continuously operated as a horse and cattle ranch for the last hundred years. Both parcels are accessed via seasonally maintained county roads. Located in Colorado's largely unspoiled northwest corner. \$3,950,000

COLORADO DREAMCATCHER RANCH



Situated north of Como, Colorado the ranch is about one and one-half hours from Denver. The views from the magnificent custom built log home, on 225 acres, are quite spectacular, in every direction, from high mountain snowcapped peaks to forested areas to rolling grasslands. \$1,600,000

COLORADO CORNERSTONE RANCH



An equestrian property that provides an exceptional experience in a pastoral setting which includes beautiful mountain views, custom home, privacy, barns, a huge workshop plus a spacious detached garage and sheds. This listing includes 35 acres with 10-acre feet of water rights and two wells in Elbert, Colorado. \$1,195,000

COLORADO HEAVEN'S RANCH



Heaven's Ranch is at the base of the Wet Mountains in Wetmore, Colorado. A gorgeous 4,180 square foot handcrafted log home sits on 35+/- mountain side acres. The property is divided into two pastures and is entirely fenced. Other improvements include a 800 square foot entertainment room with kitchenette, 30' x 30' detached garage with 12' x 12' doors. \$997,000

COLORADO SLIDING R RANCH



A Colorado dream home with it's stucco and stone exterior and custom interior finishes; all nestled on 35 acres of pines, aspens and a stunning Pikes Peak mountain view. Consists of 4,374 square feet with rich hardwoods and a floor-to-ceiling stone fireplace, featuring nothing but the best. \$1,200,000

COLORADO ANTLERS LODGE



Located in Creede, Colorado this 35-acre Antlers Rio Grande Lodge and Riverside Restaurant are located in one of the most attractive yet "least discovered" areas in Colorado. The town and the area offer a wide variety of sights, views, recreation, theatre, galleries, gift shops, and history of this old mining town. \$4,000,000



COLORADO GOLDEN W EQUESTRIAN



The 4.88 acres is a profitable boarding, riding & training center in Golden, Colorado. The center boasts a 90' x 160' indoor arena, a 160' x 220' outdoor arena and a barn that contains 25 indoor stalls (16 with runs). In addition, there are 52 outdoor pens with shelters, two round pens (50' and 60'), numerous turnouts, hydroponic fodder system, clubhouse and trailer parking. \$1,995,000

COLORADO SOPHIA RETREAT



Sophia Retreat Center, located on 32 acres has been, and is still, hosting groups both large and small in Dolores, Colorado. The setting and facilities would also be great for weddings. In addition to the aforementioned, the retreat has a very strong lodging business. \$1,500,000

COLORADO WILLIAMS & WILLINGHAM



Consists of 5,150 acres of grass pasture, 4,510 acres are deeded with a 640-acre state lease in Arlington, Colorado. The pasture is level to gently rolling with lush grama and buffalo grasses that have not been grazed for three seasons. \$2,176,450

COLORADO WHITE RIVER RANCH



A premier 40-acre fly-fishing property with 1/3 mile of both sides of an epic three quarter circle bend of the White River. Located minutes from the town of Meeker, featuring an idyllic, remodeled 3,157 square foot home, 25'x30' six-stall barn, three-riverside cabins, oversized hay storage, 20 acres of irrigated hay meadows, and senior water rights.

COLORADO SOPRIS PASTURES



84+/- acres located 30+/- minutes northwest of Aspen, Colorado and consists of 40 acres in hay and pastureland interspersed with sagebrush, river bottom and conserved land, mainly level terracing to almost a mile of Roaring Fork River. Excellent senior water rights and is currently used for hay and cattle pasture. \$2,022,000

COLORADO BUTTERMILK RANCH



Located in western Colorado, with a total of 2,307 +/- deeded acres together with Forest Service and BLM leased lands allowing for an efficient 520 head "out the back gate" contiguous ranch operation. The headquarters parcel contains building infrastructure and irrigated hay lands. \$4,000,000

RANCH

COLORADO REDDEN RANCH



A sustainable mountain ranching operation with free water flowing from the mountains every year together with high mountain pasture to graze cattle on nature's nutritious grasses every summer. Consists of nearly 1,000 acres of deeded land located in the Ohio Creek Valley north of Gunnison. \$6,500,000

COLORADO COBB CREEK RANCH



Cobb Creek Ranch consists of 2,890+/- contiguous acres located about 40 miles southwest of Colorado Springs. Historically it has been used for hay production and livestock grazing. Vegetative cover consists primarily of evergreen trees, aspen groves, gambel oak, sub-irrigated meadows and grasslands. \$3,999,000

WYOMING VEO RANCH



A high quality irrigated operation with excellent location in northwestern Wyoming near Cody, Wyoming featuring irrigated land and custom owners home along with a state grazing lease and agricultural improvements. This property consists of 980+/- acres, excellent improvements and great hunting opportunities, offers both lifestyle and livelihood elements. \$2,400,000

COLORADO COTTEREL EQUESTRIAN



Three miles north of Sedalia, Colorado, Cotterel Farms is a 398.68-acre property featuring gently rolling terrain at an elevation of 5,835 feet, with frontage on US Highway 85. High-quality, 18-stall modern horse barn with 7,685 square feet and two 1,952-square-foot caretaker's homes. \$8,700,000

WYOMING CHALK ROAD RANCH



A premier irrigated farm and ranch located between Powell and Cody, Wyoming in a spectacular setting next to Heart Mountain featuring 455 acres with 200+/- acres under pivot and flood irrigation. This diversified operation has been set up for running livestock with pivots providing high-quality feed. Improvements include a shop with living quarters and a feedlot. \$1,450,000

WYOMING Z LAZY THREE



Near Cody, Wyoming and nestled in the heart of the Big Horn Basin and located just north of Heart Mountain, the is comprised of 122+/- productive acres with a newly remodeled ranch style home. This diversified operation can be utilized as irrigated hay farm or a livestock operation with an intensive grazing system, or a combination of both. \$749,000



RANCH

NEBRASKA PONDEROSA RANCH



3,400+/- acre working cattle and premier hunting ranch located in Northwestern Nebraska. The ranch consists of 1,457 acres of deeded lands. The lands offer excellent grassland with scattered Ponderosa Pine Tree forests. There are adequate improvements including a large ranch home, a small cabin, barn, shop and working facilities and corrals. \$1,550,000

NEBRASKA GREGORY IRRIGATED FARM



960+/- acres with 583 acres of cropland with excellent creek bottom pasture along Lodgepole Creek. A combination crop and livestock operation with four pivots producing cash crops and three small pivots planted to grass and used along with the pasture land and backgrounding lot for stocker livestock program. Located near Kimball, Nebraska. \$2,200,000

NEBRASKA V & L RANCH



In the northwest corner of Nebraska, 1,800+/- acres is a natural habitat ranch comprised of cultivated dryland enrolled in CRP with income, high nutrient native grass pasture, Ponderosa Pine, rolling hills and deep canyons that provide excellent habitat for elk, mule deer, whitetail and other native wildlife species. \$1,577,060

Bart Miller, ALC, Elected to Serve as Realtors® Land Institute At-Large Director

Out of the seven candidates running for an At-Large Director position, the REALTORS® Land Institute (RLI) proudly announces the election of Bart Miller, ALC, of Mason & Morse Ranch Company in Colorado Springs, CO, to serve on the National Realtor Land Institute Board of Directors.



In this position, Bart will continue to serve on RLI's board for another two-year term. As the current Managing Broker of Mason & Morse Ranch Company and one of the principal owners of the firm, Bart oversees the Ranch Company's business operations, licensing and education resources. Since 1998 he has managed the company's real estate land brokerage, auction and marketing efforts helping grow the company's reach across the country. He is licensed in Colorado, Montana, Wyoming, New Mexico, Nebraska, South Dakota, Kansas, Oklahoma, Texas, Oregon, North Carolina and South Carolina.

Bart will serve at an integral time for the RLI organization as they continue to push forward into the final year of their three-year strategic plan, which has an overall goal of strengthening RLI's position as The Voice of Land. As a key pillar of that plan, land professionals can expect to see a full offering of newly updated Land University (LANDU) courses in 2019 as well as a brand new Recreational Land Real Estate course added to the program. Members of the organization will continue to see an increase in awareness among consumers of the RLI brand and will also benefit from the strengthening of RLI's local chapters, both being major goals of the strategic plan.



NEBRASKA RIVER RANCH



The Niobrara River Cattle and Hunting Ranch located west of Valentine has been in the same family for over 80 years. The ranch consists of 3,440+/- acres and combines the ranching elements of grassland pasture with the timbered recreation and hunting land along nearly one mile of the Niobrara River. The grasslands comprise the majority of the acreage with approximately 2,514+/- acres in multiple pastures and holding traps. The timbered river parcel provides prime habitat for wildlife and consists of 926+/- acres. \$6,500,000

NEBRASKA TROUT RANCH



Located on western edge of the Nebraska Sandhills near Alliance, NE, the Trout Ranch is an excellent working ranch consisting of 6,218 deeded acres together with 640 acres leased from the State of Nebraska. The ranch is owner-rated as a 425 Cow operation plus replacements, bulls and horses. The Trout Ranch is well balanced with outstanding grasslands, a center pivot, excellent water resources together with functional improvements in very good condition. \$4,000,000

Mason & Morse Ranch Company Partners with Superior Land Network

With roots dating back to 1961, Mason & Morse Ranch Company offers decades of combined experience in farm and ranch real estate sales. With Licenses in 14 states and more than a billion dollars in farm and ranch land sales in recent years the company's reputation as a leader in the land brokerage industry with experienced agents are the driving force behind the "Ranch Company's" success for our clients.

In January of 2018 the Superior Land Network was launched in cooperation with Superior Livestock Auction, the nation's pioneer in satellite video marketing of livestock. Because of its commitment to innovation and utilization of the best technology available, Superior Livestock has grown to become the largest livestock auction company in the United States; marketing well over two million head of cattle annually. With over 380 representatives located throughout the United States, Superior provides a complete national livestock marketing network that serves both buyers and sellers.

The success and growth of Superior Livestock Auction is the result of its reputation for honesty and integrity, its qualified and professional staff and representatives, thousands of satisfied customers, its leadership role in industry innovations and its goal to be the best, most complete livestock marketing service in the industry.

Through the Superior Land Network, this same level of results-oriented customer service expands to serve the needs of buyers and sellers of farm and ranch real estate throughout the country. The partnership between Mason and Morse Ranch Company and the Superior Land Network will leverage the existing Superior Livestock Auction structure to connect clients with trusted farm and ranch real estate professionals.

"We speak the same language," said Bart Miller, Managing Broker. "Ranch Company agents live it to know it. Our love of the land, farm and ranch experience and commitment to our clients has developed our firm into one of Americas' premier farm and real estate brokerage firms in the country. We are excited to bring these resources to our clients."

For the Ranch Company, this means more exposure for client listings and a network connection with the Superior Livestock representatives across the country. It also offers the opportunity to introduce our land-owner clients who need a livestock representative to Superior Livestock Auction.



RANCH CO

TEXAS MCCLELLAN FARM



796+/- acres in the northwest corner of the Texas Panhandle and 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 home, corrals, and shop. \$1,250,000

TEXAS KEHOE RANCH



Roughly 1,590 acres, comprised of center pivot irrigation with dryland corners and is located just 10 miles south of Texline, Texas. The Carrizo Creek runs through the property. This farm offers the diversity of crop production and cattle applications, has excellent roads, nearby grain facilities and feedyards. \$1,510,000

TEXAS DALLAM COUNTY



Situated in the northwest corner of Dallam County is a 1,740+/- acre irrigated farm. Located roughly two miles south of Texline, Texas is the perfect property for a corn, wheat, and cattle operation. The farm is divided by FM 296 giving an owner excellent access and the availability of local grain elevators, feedyards, sale barns and summer grazing in northeastern New Mexico. \$6,960,000

TEXAS SHADDEN FARM



The Shadden Farm is a very productive farm in northern Sherman County of the Texas Panhandle will give a new owner several options. The diversity of cattle, corn, wheat and cotton give this irrigated farm a lot of appeal. The property is easily accessible with a paved road on the north side and lays between two great agricultural communities of Stratford and Texhoma. \$3,090,000

TEXAS PANHANDLE FEEDYARD



Located in Perryton, Texas is a nice combination of a feedyard facility with grass and irrigated farm ground in one contiguous block. Comprised of 1,631+/- acres with approximately 330 acres of farm ground of which 253 acres are wet. Adding to the property is a total of 1,216 +/- acres of grass and enough bunk space for 7,000 head of fat cattle.

OKLAHOMA TEXAS COUNTY FARM



Situated in the center of the Oklahoma Panhandle, the Texas County Farm is a 315+/- acre irrigated farm with plenty of water to give a new owner multiple options for grain and cattle. This property offers the possibilities for multiple farming and cattle scenarios with grass, corn, wheat and milo. \$596,000

WE LIVE IT TO KNOW IT



Mason & Morse Ranch Company specializes in the sale of agricultural farm, ranch and recreational properties across the west. *We live it to know it...* Combined, our agents offer clients more than 133 years of experience in farm and ranch sales. Our professionalism, experience, innovative marketing strategies and commitment to our clients have developed Mason & Morse Ranch Company into one of America's leading premier land brokerage firms.

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