



MASON MORSE RANCH COMPANY 2021
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RANCHCOMPANY



Specializing in



FARM, RANCH, RECREATIONAL, HUNTING AND FISHING PROPERTIES



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.

Last Spring we reported that the COVID-19 pandemic would create hardships and opportunities in the real estate market. What we didn't know is how pronounced those hardships and opportunities would be. We have seen the residential marketplace boom in big cities and small towns throughout the middle part of the country. Anything with a “Roof on it” in the rural market has seen strong interest this summer and fall. Likewise, the mountain resort areas have also boomed as people both vacationed and relocated to these attractive locations, in fact so much so that traffic jams and overcrowding have become evident in many of the resort markets.

The land, farm and ranch markets have been much less impacted by the rush to move away from the high-density cities, but nonetheless have been active. The agriculture production lands have been the slowest to transact as the ability to turn a profit or return on investment has been impacted by low commodity prices and high input costs.

We believe this trend is in the beginning of change and we have seen some rebound in grain prices. We expect that commodity prices will continue to move upward slowly over time and with that will come a modest uptick in land prices for working farms and ranches

Agricultural Farm and Ranch

Large working ranch sales activity are driven by 1031 activity and while demand is light, there is not an abundance of quality inventory. Our forecast is that this trend will continue until we see some uptick in cattle prices. Farms were still sluggish due to low grain prices. While grain markets are likely to continue to be driven by supply side matters, we expect the lower interest rates and alternative investments to the stock market will increase interest in farm properties as a safe investment in uncertain times. Land values are driven by the strength of the neighborhood as neighbors have been the principal buyers as of recent.

Recreation and Lifestyle

The recreational markets continue to be active as buyers seek privacy and outdoor activities as well as the benefit of secluded “rooftops”.

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OREGON BULL SPRINGS SKYLINE FOREST



Located just minutes west of Bend, Oregon, is an active tree farm and recreational property that covers 33,000± contiguous, deeded acres and borders the Deschutes National Forest. More than 80% of the landscape is dominated by a highly productive timberland mix of coniferous forest, winding creeks and springs. The elevation ranges from 3,600 feet along Bull Spring Creek up to 5,600 feet along the property's western boundary. From deep canyon breaks and expansive forest, to rugged high alpine timber with sweeping views of the Deschutes River Basin and Cascade Mountains, Bull Springs Skyline Forest encompasses a variety of landforms. The property has significant long-term appreciation potential with opportunity for sustainable timber management, abundant recreation in combination with residential and mixed-use development. \$127,000,000



OREGON KINZUA RANCH

A reputation timberland ranch runs across 32,000± contiguous, deeded acres and is highly regarded for its privacy, careful timber management, extensive grazing resources, abundant water and diverse wildlife populations, which include elk, deer, bear, blue and ruffed grouse, waterfowl, quail, and hundreds of wild turkeys. Seeing groups of 30+ bull elk on many elk hunts last fall, this ranch offers archery and rifle hunts paramount to none. With over 95% of the landscape dominated by a highly productive mixed coniferous forest with abundant water features which include large reservoirs, year-round creeks, streams, ponds and various stock water developments. The timber alone is an investor's dream. Improvements include a hunting cabin, corrals, reservoirs, paved road access and well-maintained perimeter and interior fencing. \$27,500,000



OREGON NORTH OCHOCO RANCH

Located in the heart of the Ochoco Mountains, a little over an hour east of Prineville, Oregon, lies the North Ochoco Ranch. This extremely private ranch consists of 8,780+/- acres (8,200 acres deeded), in one large block. The ranch has a 150-year history as an operating cattle and hay with over 800 acres of irrigated or sub-irrigated farmed hay fields, as well as a large irrigation water permit with significant existing irrigation infrastructure, plus 2,000+/- acres timbered canyons. The North Ochoco Ranch is also known for exceptional wildlife opportunities especially Rocky Mountain elk, mule deer and wild bison. \$11,750,000



RANCH

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. \$4,500,000

ARIZONA NAVARRO RANCH



Located in Sahuarita, Arizona this scenic working cattle ranch consists of 21,632 acres, 3,509 deeded. Excellent location, 25 minutes from the Tucson International Airport along the northern foothills of the Sierrita Mountains. Wildlife includes dove, quail, mule deer, coues deer and javelina. \$7,500,000

ARIZONA ROCKING HORSE ESTATES



Consist of 63.96+/- acres of unimproved development land loaded with potential and featuring a Mixed-Use opportunity involving Commercial, Equestrian, Residential and Lifestyle fronting on US Highway 60, five miles south of Wickenburg, Arizona. \$799,500

GO

ARIZONA HACIENDA AMADO RANCH



Located in the foothills of the Santa Rita Mountains of southeast Arizona, well suited for corporate retreats or a guest ranch. The property has a 53+/-deeded acre headquarters with an estate caliber Hacienda and three other homes, and 21,000-acre grazing permit for 350 head. \$7,000,000

ARIZONA ROCKING HORSE RANCH



Loaded with potential and featuring a mixed-use opportunity involving commercial, equestrian, residential and lifestyle in Wickenburg, Arizona. Consisting of 189+ acres and nearly 12,000 square feet in two residences the property features 9.6 acres of commercial zoned land together with 180 acres zoned R43 with extensive water well rights. \$3,500,000

ARIZONA RANCHO CASITAS



Lodging, horse facilities, and 120 acres of rolling high desert with exceptional location, character and land details combined with mature landscaping and improvements. Located in Wickenburg, Arizona, centers on annual and seasonal guest operations with multiple units and 22 bedrooms. \$3,200,000



COLORADO GATES RANCH

Homesteaded by the current owner's ancestors, this 748 +/- acre working ranch located 4.1 miles from Burns, Colorado off of County Road 39. The topography ranges from slightly sloping irrigated meadows to steep hillsides sloping into the Derby Creek Valley. Land types are split into roughly equal parts of irrigated meadows, irrigated pasture and dry native grass pastures spotted with pockets of scrub oak, juniper, cedar and evergreen trees. \$10,000,000

COLORADO UTE PASS RANCH



On the west side of the Ute Pass summit near Pikes Peak and Colorado Springs, Colorado, with 1,479 +/- 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. \$6,890,000

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. \$5,200,000

COLORADO MILLER LAND & CATTLE CO



Located southeast of Denver, 1,040-acre parcel offers many private and beautiful home sites. Seasonal Comanche Creek traverses the property, lined by pockets of Cottonwood and Ponderosa Trees. Rolling hills are topped by vistas including views of Pike's Peak to the southwest. \$7,400,000

COLORADO WEISS RANCH



Located southeast of Denver, 1,040-acre parcel offers many private and beautiful home sites. Seasonal Comanche Creek traverses the property, lined by pockets of Cottonwood and Ponderosa Trees. Rolling hills are topped by vistas including views of Pike's Peak to the southwest. \$2,912,000



Expectations

The impact of COVID-19 will continue to impact markets into 2021 as unemployment for many remains a factor. We do not see any inflation pressure as this is mainly driven by a low unemployment near 4-5 percent. The Federal reserve should keep interest rates equal to current rates to help maintain positive economic momentum. The outcome of the election will have some impact and another round of Federal stimulus may be on the horizon. However, just finalizing the election results will provide some relief to the uncertainty and let the marketplace find its own way.

We expect 2021 to be an active year in real estate. As the markets navigate the effects of election, trade outlook, direction of the stock market and the economy, and moving past COVID-19, we expect to see good activity for land and most forms of real estate.

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 begin to improve. We are cautiously optimistic for general improvement in working farm and ranch sales as money finds its way to undervalued assets.

Overall, we are optimistic about the markets we serve as available inventory and value based pricing continue to dominate the market place. Mason Morse Ranch Company agents are available to assist you with your real estate buying and selling needs across the U.S. Please contact one of our land professionals to discuss your needs by calling 303-900-4760 or going to www.ranchland.com.

Steamboat Springs, CO Associate Broker, Craig Townsend, Joins MMRC

Craig Townsend's real estate land broker work ethic and 29 years of experience in farm and ranch management stems from a long family history farming, ranching and stewardship of the land. He proudly continues his heritage through ownership in his family's farm and ranch.

"The values of integrity and a strong work ethic learned from my agricultural background has never escaped me," said Craig. "Teamwork cannot be over emphasized either, something engrained in me at the Naval Academy and the ensuing 11 years of Naval Service. It is the trust, teamwork and hard work that lie at the core of my pursuit of clients goals."

Craig commented further, "Working in the land brokerage business is unique, you are working with land owners, farmers and ranchers that have chosen a career and lifestyle that defines them. Trust and loyalty are hard earned, and it takes a person who understands their business to guide them through the buying and selling process. That's why at Mason & Morse, "We live it to know it!"

Craig refined his business expertise at the University of Colorado Boulder where he obtained his Master's in Business Administration with an emphasis in Real Estate Finance, launching his career in Real Estate. His experience in the procurement of development land, entitlements, contracts and financing deals across the country play a crucial role in his successful transition into the Land business and help set him apart from your normal real estate broker.

"Craig possesses an innate ability to analyze a transaction from all sides helping buyers and sellers get the right answers to make informed real estate decisions. Craig's service to his clients, his community and Mason & Morse Ranch Company are of the highest standards you will find in this industry," said Bart Miller, ALC and Managing Broker of Mason & Morse Ranch Company.

When not serving the needs of his clients, you can find Craig engaged in his local community serving as a Chapter Advisor to FFA, serving as a board member to the Steamboat Springs Rodeo Board, Community Ag Alliance, VFW and President of Historic Routt County. Craig and his wife Ranada happily call Steamboat Springs, Colorado home where they enjoy taking in the outdoors and endless recreational opportunities of the various seasons. Craig is licensed in Colorado and Wyoming.



COLORADO ASPEN SUMMIT RANCH



Aspen Summit Ranch is a one-of-a-kind Colorado mountain property located in Divide, Colorado. This spectacular mountain property includes over 48 usable and fenced acres, a 5,254 square foot main lodge, and a 2,800+ square foot guest cabin. \$1,600,000

COLORADO RIVER ISLAND PROPERTY



Located in western Colorado, on the Colorado River south of the Town of Silt. Adjacent to city limits this 112-acre parcel is situated between two channels of the River, with approximately two miles of river frontage. \$2,780,000

COLORADO SOPRIS PASTURES



84+/- acres of Sopris Pastures is 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. The property has excellent senior water rights and is currently used for hay and cattle pasture.

COLORADO INDIAN HILLS RANCH



An exceptional equestrian/lifestyle property just two hours from Denver and easily accessed off Interstate 76. Located nine miles east of Sterling, Colorado, Indian Hills Ranch offers country living at its finest with a beautiful private custom grade home on 50+/- acres. \$1,700,000

COLORADO LAZY Y4 RANCH



Lazy Y4 Ranch consists of 480 deeded acres along with an adjoining 1,435-acre BLM lease. This ranch has a feeling of privacy, but is only a few minutes to Penrose, the ranch is also only 34 miles from Colorado Springs. \$1,190,000

COLORADO ZZO RANCH



A 164 +/- acre piece of paradise that lies 4 miles north of Guffey. 3/8 of a mile of Currant Creek runs through this mountain property situated at approximately 8,500 feet in altitude. Brimming with scenic beauty, the property has heavy timber, meadows, beaver ponds, rock outcroppings and expansive views. \$1,250,000



COLORADO SILVER CREEK RANCH



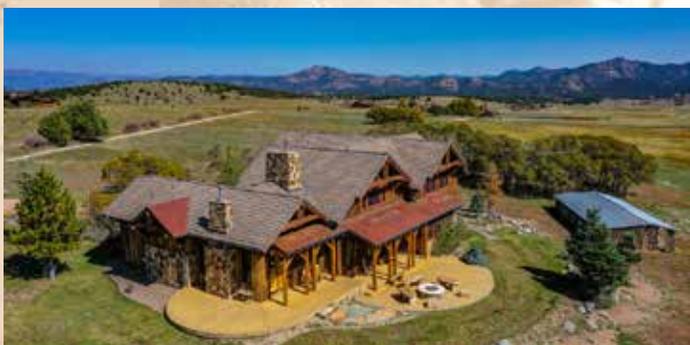
400-acre ranch, near Mancos, Colorado, approximately 20 miles west of Durango, and is surrounded by the San Juan National Forest. The West Fork of the Mancos River and Silver Creek flow through the ranch, offering excellent water sources for the abundant wildlife. \$3,595,000

COLORADO MOUNTAIN RIVER LODGE



A collection of ten 5-star cabins fitted with luxury amenities plus main lodge in the heart of Lake George, Colorado, on 1.71 acres. The Lodge is on the doorstep of many Gold Medal Colorado fishing waters. \$1,500,000

COLORADO COWBOY WAY ESTATE



Situated on 102+/- acres with incredible vistas, lush meadows and plenty of mountain sunshine. The spectacular rustic home features gourmet kitchen with Viking appliances, solid granite countertops, beamed ceilings, Carlisle wide plank flooring, sauna, theatre room and much more. \$1,299,000

COLORADO DREAMCATCHER RANCH



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. \$1,500,000

COLORADO MAGPIE RUN FARM



69 acres of prime commercial, industrial land, ideally located, a primary access street into the city of Brighton. Improvements include an insulated, 6,000 square foot warehouse with a metal roof, full concrete floor and a concrete truck dock. In addition there are skylights, a 12-foot roll up door, 110 and 220 electric and there is water to the site. \$6,300,000

COLORADO CHAMBERS RANCH



3,728 acres of grassland, with numerous water wells, a pond, and numerous dams throughout the property. The topography is mildly sloping grasses that consist of buffalo grass, western wheat grass, blue grama, side oats grama, sage and some blue stem grass. This is an ideal cow calf or yearling operation situated on the eastern plains of Colorado. \$1,584,000

Zurick Labrier, ALC, Becomes Partner Mason & Morse Ranch Company



Raised in Dalhart, Texas Zurick Labrier grew up working on the family cow calf ranch in New Mexico. During his adult career he has been building relationships for 35 years in the agricultural industry throughout the Texas and Oklahoma Panhandles and Northeast New Mexico into Southwest Kansas. During the last 17 years he has focused primarily on

farm and ranch real estate sales for clients across the southwest. In 2011, Zurick received his Accredited Land Consultant, ALC designation and is recognized as one of the top land broker professionals in the industry year after year by the Realtor Land Institute.

“Zurick’s strong agriculture background raised on his family’s New Mexico ranch, working a cow-calf operation is the live it to know it foundation and approach we bring to all of our clients. He is a person of character with unwavering cowboy ethics and family values who appreciates an opportunity to help others. We’re fortunate to bring on Zurick as an owner of Mason Morse Ranch Company and continue our services helping clients with their farms, ranches and recreational land real estate investments.” Bart Miller, Managing Broker, ALC, Mason Morse Ranch Company.

Labrier wanted to be involved with fellow land brokers who have a passion for the land along with high character and integrity as individuals, who are forward thinking in terms of marketing and industry knowledge to best serve clients in the farm and ranch real estate sector.

“This is what Mason Morse Ranch Company offers to me as a land broker. All of our people have a background and a base of knowledge of the land that we deal with every day. We also try to continue our education and help each other to stay ahead of the curve to help provide the best possible service to our clients. We are a people and relationship-based business, Said Zurick Labrier. It is not about how many dollars we can report. For us we are trying to help people obtain their goals buying or selling that next piece of land.”

Zurick resides in the Canyon Texas area with his wife Paula and enjoys farm, ranch brokerage, spending time with his family and new granddaughter as well as some team roping.

TEXAS COCHRAN COUNTY FARM



a 5,000+/- acre irrigated farm that is geared to organic crops located in Morton, Texas. This property has a great return on investment awhile growing organic alfalfa, triticale, and peanuts. The farm sits in a great location. \$15,000,000

OKLAHOMA HAMBY FARM



Hamby Irrigated Farm is located in west central Texas County of the Oklahoma Panhandle. This 635- acre property will allow the new owner to have multiple options including cattle, wheat, corn and milo, and is easily accessible just off of a paved road northwest of Texhoma, Oklahoma. \$1,492,250

TEXAS BAILEY COUNTY FARM



Located on the southern plains of Texas and contains roughly 320 acres. This highly productive irrigated farm is perfectly positioned to offer the owner multiple outlets for commodities. The diversity of crop production and even cattle applications will allow for multiple avenues for revenue streams. \$1,200,000





NEBRASKA HARD GRASS RANCH

Encompasses nearly 9,000 acres of deeded land having been in the same family for 50 years. The main ranch lies just to the north and west of the scenic town of Chadron, Nebraska. The property provides excellent natural forage from the 'short grass prairie' grasslands which are known for packing on hard pounds throughout the season. \$7,000,000

NEBRASKA KD FARMS



An income producing commercial farm in the highly sought-after in southwest Nebraska. A long-time farming area where the land is better with soils capable of exceeding area averages. The farm comprises 2,560+/- acres including 640 acres of state of Nebraska lease and has 1,700 acres of pivot-irrigated lands with exceptional soil and water characteristics. \$9,500,000

NEBRASKA GRASS PASTURE



Encompasses 6,900 acres of deeded grassland in northwest Nebraska, just to the north of scenic town of Chadron, Nebraska. The property provides excellent natural forage from the 'short grass prairie' grasslands and has good access being bisected by US Hwy 385 which runs from Chadron to Rapid City. \$3,800,000

NEBRASKA TROUT RANCH



Located on western edge of the Nebraska Sandhills near Alliance, Nebraska, 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 425 Cow operation plus replacements, bulls and horses. \$3,800,000

NEBRASKA LACKMAN PIVOT



An opportunity to own a producing 327.96-acre farm with excellent soil and water characteristics in a proven farming area, multi-source irrigation water with both district surface rights and a strong well. The farm has good soils and is irrigated with one pivot plus provides a residential living area. \$1,300,000



MONTANA ELLIS RANCH



Large livestock operation 46,040 acres in Ismay, Montana. The terrain ranges from undulating flats to rolling breaks with a sprinkling of pine and cedar trees, providing lots of protection for cattle and wildlife. Two prominent natural live water sources provide water resources for miles of live water. This is one of the best self-sustaining cattle ranches providing a solid return on investment along with excellent hunting opportunity. \$20,500,000

NEW MEXICO WATERLOO FARM



Waterloo Farm is well, watered farm is located south of Deming, New Mexico, in an area that grows specialty crops as well as hay, grain and cotton. This 1,420-acre property is a larger farm and involves an underground drip irrigation system, which provides efficiency in water delivery for optimal production. \$4,300,000

WYOMING MULE CREEK RANCH



located in Carbon County, Wyoming, and covers 13,671 acres of land that is approximately 9,678 deeded acres with 3,033 acres state-owned and the remaining 960 acres is a BLM lease. The property has over two miles of the Medicine Bow River. \$14,500,000

WYOMING BITTER CREEK FARM



An exceptional irrigated farm consisting of 1,269+/- acres located in the heart of northwestern Wyoming. The property has 939 irrigated acres by ten pivots. The property has good quality soils and exceptional water rights. \$7,000,000

WYOMING WOODS LANDING RESORT



A historic retreat located at the base of the Medicine Bow Mountains, southwest of Laramie. The Laramie River courses through the 54.20 acres for over ¼ mile, with additional river access nearby offering miles of great fly fishing right out the door. This is an exceptional opportunity with the large acreage and river access. \$2,100,000

RANCH

WYOMING FINK RANCH



An exceptional property located in Big Horn County, Wyoming in the heart of northwestern Wyoming. The property boasts a 4,000+ square foot luxury home on 35 beautifully manicured acres. The location is conveniently located outside of Lovell with breathtaking views of the Bighorn Mountain Range. \$1,398,000

CO

WYOMING ANGLERS ENVY



Curving along the banks of the Little Snake River lies the 280-acre ultimate outdoorsman ranch with spectacular fishing opportunity with 1.25 mile of riverfront access along the Little Snake River, abundant wildlife and lush hay meadows. \$2,200,000

WYOMING WINTER CATTLE OPERATION



Business opportunity backed by a property developed for livestock wintering services which provides the feed base and facilities to winter and calve out 3,000 cows from November through April. The farm located in Central Wyoming. \$4,500,000

WYOMING PENROSE FARM & RANCH



Located near Powell, Wyoming nestled in the heart of the Big Horn Basin and located along the Shoshone River, the Penrose Farm and Ranch is comprised of 1,035+/- productive acres with the perfect mix of farm, ranch and recreational opportunities.

WYOMING BIGHORN RIVER RANCH



Boasting 715+/- acres deeded lands of which 541 acres are irrigated by four Valley pivots, the property is ideally suited for and in current operation as a winter feed base growing feed crops for regional ranch operations. The location is very private with breathtaking views at the base of the Bighorn Mountain Range in Lovell, Wyoming. \$2,250,000

WYOMING SAVERY CREEK RANCH



A 180+/- acre ranch with just under one mile of Savery Creek meandering through. Savery Creek is an excellent fishery downstream of High Savery Reservoir, which creates consistent late season flows, allowing Savery Creek to boast great Colorado River Cutthroat Trout and Brown Trout. Cottonwood trees, willow groves, ponds and meadows make great waterfowl and wildlife habitat. \$1,690,000

INTERNATIONAL PROPERTIES

BRAZIL CITRUS PLANTATION



33,300 acres fully titled, high quality, private property, being: 13,000 acres of fully formed pasture, 20,300 acres of forest land, and four miles of river water access with no restrictions to obtain unlimited water permits. Tropical climate conditions, are perfect for citrus cultivation. \$45,000,000

MATO GROSSO MEGA BRAZIL FARM



Fully operation soy, corn, cotton farm with 69,000 acres of active farmland with full infrastructure in place. Consists of a total of 165,000 acres, 90,000 acres of forestland, 15,000 acres bush land that could eventually be high quality pasture of farmland. All permits are in place. \$155,000,000

BAHIA BRAZIL COCONUT FARM



An ocean front cattle ranch with 1.2 miles of pristine white sand beaches in Bahia, Brazil. The property consists of a total of 1,500 acres, 580 acres is pasture land for cattle, 30 acres is dedicated to the house and pool, 240 acres are lakes and ponds, 230 acres is dedicated to coconut production, 15 acres is sand, and 405 is native trees/bush. \$6,700,000

UNA BRAZILIAN OCEANFRONT



Oceanfront Brazilian property with 1,200 acres located near Una, Brazil that includes four miles of beautiful oceanfront. The property is next to Transamerica Resort and Golf Course which is a 4 to 5 star resort that has all amenities and a great deal of privacy. \$2,450,000

BRAZILIAN FARMING OPERATION



Consists of two sections totaling 27,668 acres has all permits in place – including GPS title – plus infrastructure comprised of roads and electricity. The property is located between the municipalities near to Maraba and Para, Brazil, an area known for excellent weather, soils, and topography for cattle. \$9,500,000

PRESIDENTE PRUDENTE BRAZIL



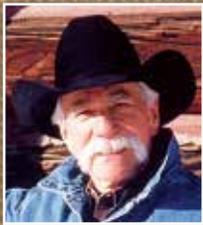
A productive Brazilian row crop operation located in Presidente Prudente, Sao Paulo state consists of 8,800 acres with infrastructure and two state highways that straddle the property on either the side. The ranch area consists of nearly 7,200 acres of row crop, currently planted in sugar cane. \$19,500,000

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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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