



## MARKET NEWS

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### Doing Well While Doing Good



By Craig Janssen, Montana Broker

Successful entrepreneur and US founding father Benjamin Franklin was known for the quote “doing well by doing good”. At Live Water Properties we promote the idea that doing good for your community, wildlife and environment can be the most profitable way to do business. In a study from the Texas A&M Real Estate Center it is estimated that developing land for wildlife adds an average of \$75 per acre to the overall resale value. Properties with exceptional wildlife and recreational potential offer a much higher increase in value.

Many of our friends and Buyers enjoy helping one or more of his/her favorite charities by allowing access. Worthy organizations like the Boy Scouts of America, Warriors and Quiet Waters, 4-H clubs and countless other groups enjoy special use for an area event. In turn the ranch owner can realize a tax benefit as well as goodwill from the community.

Selling or donating a conservation easement can be a good option for a ranch owner for generating income or realizing a tax reduction. Another creative means of generating income is through establishment of conservation (or mitigation) banks, which set aside larger blocks of natural habitat needed for long-term conservation. Instead of dollars in the bank, the "bank" owner has biological mitigation credits to sell to developers. Under state and federal laws, development projects that propose removal or harm to biological resources must assess the level of impact. If deemed significant, those impacts must be compensated. Setting up a mitigation bank can be complicated, however can be considered a good option for certain ranches.

The USDA offers a number of programs that offer ranchers and farmers an opportunity to increase profits by improving habitat for wildlife. The best known and most successful is the CRP, or Conservation Reserve Program. CRP was initially intended to help remove highly erodible land from grain production. In the past 20 years, CRP has morphed into dozens of smaller programs dealing with protection of a large variety of habitats. There are also any number of cost sharing and incentive programs offered through the various states and corresponding fish and wildlife agencies.

Whether you are a ranch Buyer or Seller, keep the concept of “doing well by doing good” in mind. You may be surprised at the number of ways to increase current or future ranch value, while preserving and enhancing habitat. Contact myself or any member of the Live Water Properties’ sales team to learn more about doing good for wildlife, the environment and your community while increasing your enjoyment and ranch value.

## NEW LISTINGS

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### Rocking Chair Springs Ranch - Laramie, Wyoming



Carved out of old Indian grounds, Rocking Chair Springs Ranch has 11,911 deeded acres bordering the Medicine Bow National Forest, and it is conveniently located along I-80, 12 miles from Laramie, Wyoming, and 2 hours from the Denver, Colorado airport. Laramie offers a major university, hotels, dining, commercial air and medical services. This property boasts a newer cabin, magnificent mountain views and numerous building sites. The ranch is well watered with approximately twenty springs, five windmills, several ponds and creeks with scenic waterfalls. These water resources are a

tremendous benefit for livestock, wildlife, and they also provide opportunities for the trout fishing enthusiast. Rocking Chair Springs Ranch offers quality elk hunting in Wyoming with a large resident herd living on the ranch year-round. Mule deer and Pronghorn antelope are also found in good numbers, and the ranch qualifies for landowner licenses for all three species. The diverse terrain of lower open grasslands, brushy ridges and draws, creek bottoms, canyons, and higher elevations with stands of heavy timber and aspen groves make Rocking Chair Springs Ranch a magnet for big game.

**Offering Price is \$14,000,000**

### Lord Trout Creek Ranch - Philipsburg, Montana

Situated near the town of Philipsburg, Montana, the Lord Trout Creek Ranch provides terrific opportunities for the Montana sporting lifestyle. These 2,691 acres are an idyllic mix of pivot-irrigated hay fields, brush-lined creek and riparian zone, rolling grass and timbered mountainside. With fly fishing on over 1 ½ miles of Trout Creek, the private stream holds cutthroat, rainbow, brown and brook trout, with browns being the most prolific. There are many historical structures on the ranch with two older homes and outbuildings. Wildlife is abundant with elk, deer, bear and bird hunting available



along with access to adjacent national forest. Recreation is plentiful with close proximity to downhill skiing at Discovery Basin Ski Area and year-round activities at Georgetown Lake. Commercial air service is available just over a 1-hour drive in Missoula or Butte with a smaller airport on hand in Philipsburg. Lord Trout Creek Ranch is an ideal Montana ranch with excellent hunting and fishing for the recreational enthusiast.

**Offering Price is \$8,550,000**

### Rancho Milagro - Durango, Colorado

Set in the stunning San Juan and LaPlata Mountain Range and located nearly 12 miles from



the resort community of Durango, Colorado, Rancho Milagro offers a taste of the American West. Rancho Milagro is an ideal recreational retreat with luxurious accommodations, dramatic mountain views and a peaceful ambiance. The 273-acre sporting ranch boasts a state-of-the-art horse riding facility that is an equestrian-lover's dream. Relax in the custom-designed, 3BR/4BA, 3,912 sqft adobe home with picturesque views of an incredible natural landscape. Horse enthusiasts will enjoy the 9-stall horse barn and heated indoor riding arena that houses four additional living spaces plus the viewing and entertainment room. The

entertainment room functions for multi-use events with full view of the mountains and nearby arena. Flat screen televisions, full bar and kitchen, modern lighting and audio capabilities make dining with and entertaining guests memorable. Other amenities include the 3BR/2BA caretaker's home, complete with 2-stall horse barn, corrals and storage areas. A portion of this exquisite property will go towards funding Little Star Foundation, whose mission is to help children and families in need.

**Offering Price is \$4,900,000**

## **On Top Of Colorado - Gunnison, Colorado**

Majestic is simply one of the ways to describe this 325-acre property. It presents the rare opportunity to own one of the best views in Colorado, build a luxurious getaway On Top of Colorado and experience some of the most dramatic vistas the state has to offer. Walk out your back door into the Gunnison National Forest and the West Elk Wilderness. Sportsman adventures abound for the most discriminating buyer. The property boasts tremendous big game hunting and fishing in the private trout pond. Additional angling is available on the many lakes, ponds and creeks in nearby national



forest, just a short horseback ride or hike, and fishing is also great in one of the many close trophy, trout-filled rivers. Skiing is plentiful in Crested Butte. Breathtaking is the only way to illustrate the 360° panoramas that include The Castles, the West Elk Mountains, Kebler Pass, Mount Baldy and the sprawling Gunnison National Forest. There are very few properties in the state offering this total package.

**Offering Price is \$3,900,000**

## **Reserve on the East River - Crested Butte, Colorado**

Located in the East River Valley, approximately eight miles south of Crested Butte, Colorado, the Reserve on the East River is situated on the eastern flanks of Red Mountain. The Reserve is a distinguished development of 24 homesites nestled among 1,500 acres of mountain wilderness with amenities such as a main lodge with conference center, a riverfront guest house and an equestrian center. Rocky Mountain rivers, aspen groves, wildflower meadows, mountain panoramas make this an ideal setting for all types of outdoor recreation including exceptional fly fishing, equestrian facilities, hiking and cross-country skiing. Each 35-acre





riverfront lot offers privacy and sweeping views as well as an aerated 1 +/- acre pond teeming with trout and natural food sources for them. The Reserve offers access to 2 miles of world-class fishing on the crystalline East River and miles of trails with direct access into the adjacent National Forest. The resort town of Crested Butte is a short drive from the Reserve where the town's Victorian charm takes you back to the "simple life." Enjoy access to skiing, golf, restaurants and shopping in nearby Crested Butte. Few properties offer the Reserve's pristine beauty and recreational opportunities. The Reserve on the East River is truly unforgettable.

**Offering Price is \$2M Per 35-Acre Lot (6 Lots for Sale)**

## **Woods Creek 160 - Driggs, Idaho**

The Woods Creek 160 (acres) is a sporting paradise, located in the heart of Teton Valley, Idaho, less than 3 miles from downtown Driggs and 40 minutes from the resort community of Jackson Hole, Wyoming. This recreational retreat boasts some of the best waterfowl hunting in the area in addition to excellent fly fishing on the 1+ mile of Woods Spring Creek. The impressive waterfowl component is largely due to the two developed and enhanced wetlands on the ranch, which are set amidst a myriad of natural springs and wetlands and close proximity to the Teton River. As Woods Spring Creek flows through the ranch, it ranges anywhere from 10-25 feet wide with good numbers of brook and native Yellowstone cutthroat trout. Given its confluence with the Teton River ½ mile to the west, there is great opportunity to further develop this fishery. Woods Creek 160 provides the ideal setting for a small cabin retreat in one of the West's most scenic and desirable valleys.



**Offering Price is \$1,100,000**

## **PRICE REDUCTIONS**

## **Ranch on the Roaring Fork - Aspen, Colorado**

In one of the most prestigious resort valleys in the scenic Rocky Mountains, the 282-acre Ranch on the Roaring Fork spans the second largest privately-held river frontage on the Gold Medal designated Roaring Fork River. With nearly one mile of river running through the ranch lined with a mature cottonwood forest, spring creek, three spring fed trout ponds and a mile of shared boundary with forested Federal lands, this Aspen Valley property represents a rare ownership opportunity for the serious outdoor enthusiast. Located just 12 miles north of the world-class resort in downtown Aspen, 10 miles from the Aspen commercial airport, and 12 miles from Snowmass Village, resort amenities are quite convenient. The present owners have protected the ranch with a conservation easement but have retained the right to build on two additional homesites and have secured generous entitlements with a rare 20-year



timeframe from Pitkin County. The entitlements are in addition to the original Wheatley log cabin, the red brick schoolhouse and other historic structures that still stand today. In addition to the trophy rainbow and brown trout, owners will share this land with elk, deer, waterfowl, grouse, fox, and both Bald and Golden eagles.

**Offering Price is \$8.875M, Reduced from \$12.5M**

## Bitch Creek Canyon Ranch - Teton, Idaho

Within close driving distance to some of Idaho's most prestigious fisheries, Bitch Creek Canyon Ranch is an ideal retreat for the avid angler. Comprised of 320 acres and defined by its rolling topography, the ranch profits from incredible Teton Mountain and canyon views and the fact that it is unimproved creates a blank canvas for tailored lodgings. The Henry's Fork, South Fork of the Snake River, Fall River and Teton River are all within a 30-minute drive, offering excellent wade and float fishing opportunities while the well-known namesake fishery is located on adjacent BLM lands. The treasured Yellowstone National Park is 25 minutes from the property while other recreational opportunities abound in the nearby Targhee National Forest. Due to the proximity of the Yellowstone Ecosystem, there is a good population of upland birds including Hungarian partridge, Ruffed grouse and Sharp-tailed grouse. Bitch Creek Canyon Ranch and the surrounding areas provide vital wintering range for the area's Mule deer and elk populations. Commercial air service is an hour away in both Jackson Hole and Idaho Falls, and a 7,300-foot runway is located at the nearby Driggs Reed Memorial Airport, which accommodates large private jets.



**Offering Price is \$1.1M, Reduced from \$1.5M**

## SOLD RANCHES

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### Hastings Farm - Driggs, Idaho

This Idaho ranch for sale consists of 160 acres of irrigated farmland located north of Driggs, Idaho. The parcel is relatively flat and perimeter-fenced with year-round access via county road 2500N. Surrounded by phenomenal views, the farm is perfectly positioned with vistas of the Teton Range and Grand Targhee to the east and the Big Hole Range to the west. The property benefits from excellent water rights, there is pivot included in the sale and delivers water to the current crop of wheat. Historically the property has been farmed, however is also positioned within the Driggs City Area of Impact providing favorable zoning for future residential development. The current asking price reflects a 78% price reduction off the selling price in 2006. This 160-acre farm provides the ideal platform for the land investor looking to take advantage of favorable pricing in the town that Men's Journal called "The Best Small town in America."



Offering Price was \$1,200,000

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