

SPECIAL REPORT: AMERICA'S BEST BROKERAGES

The LandReport

WWW.LANDREPORT.COM | SPRING 2012

THE MAGAZINE OF THE AMERICAN LANDOWNER \$15

Australian
Bernard Uechtritz's
Uphill Battle to Close
2011's Deal of the Year

Camp Cooley Ranch

PLUS: NEW NUMBERS FROM THE KANSAS CITY FED
WE WATCH *THE DESCENDANTS* | 6 UPCOMING AUCTIONS

Highlight: “In May 2011, we closed over \$24 million in sales,” says Mike Callan. “It turned out to be a trend-setting month for a banner year rather than an anomaly.”

Insights: “This market has shown us a real turnaround. We’ve not only seen an increase in sales on income-producing property but all across the board.”

Joshua & Co.

www.joshuaco.com
(303) 304-9556

2011 Sales: > \$100 Million

Who: The firm’s Ranch Group enjoys the distinction of being the only ranch specialist firm with global affiliations with Christie’s Great Estates and Luxury Portfolio. Handles luxury properties around Aspen and the western slope of Colorado, with a concentration on recreational ranches and properties with high conservation values.

Standout Brokers: Tommy Latousek is the firm’s ranch specialist. Founder Joshua Saslove has completed many of the largest non-commercial transactions in Colorado.

Highlight: Sold the Roaring Fork Ranch.

Knipe Land Company

www.knipeland.com
(208) 345-3163

2011 Sales: > \$100 Million

Who: Family-owned firm is one of the oldest in the West. Targets agricultural and recreational land, including farms, ranches, and natural-resource based properties. Also offers farm management services.

Standout Broker: Founder John Knipe, ALC, is a past officer of the NAR, president of Idaho Realtors Land Institute, and cofounder of World Organization Land Federation.

Insights: “Inventory of mar-

ketable agricultural property has decreased; however, out of the ones being marketed, we are seeing one in five farms and ranches selling in the last year in Idaho and Eastern Oregon,” Knipe says.

Legacy Lands

www.montanalegacylands.com
(406) 222-7963

2011 Sales: < \$50 Million

Who: Led by Gwen Wagner, the firm specializes in ranches and recreational properties. Wagner has deep roots in the region as well as hands-on experience in the ranching business.

Insights: “Sellers are realizing that a return to the heyday of ranch sales is unlikely in the immediate future. This has opened the door to some great opportunities for acquisition at fair prices,” says Wagner.

Legacy Properties West

www.legacypropertieswest.com
(970) 769-8989

2011 Sales: < \$50 Million

Who: Ranches, recreational properties, and large-acreage parcels and estates are the specialties of this Durango firm. Founded by Tom Morse; his wife, Linda Morse, is the environmental consultant, and son Zach is a broker.

Highlight: Sold the Lazy H Ranch, listed at \$3 million.

Live Water Properties

www.livewaterproperties.com
(866) 734-6100

2011 Sales: > \$100 Million

Who: Ranch brokerage firm specializing in premium cattle and agricultural operations, fly-fishing and hunting properties, and conservation-quality properties.

Highlight: Closed \$47+ million in listing value in the last 6 weeks of 2011 and an additional \$33 million in January 2012, including

Yampa Tailwaters Preserve. Listed at \$21+ million, the Preserve ranked as one of the top five fishing properties in the Rockies and was the largest sale in Steamboat Springs in three years. Live Water Properties’ expertise in conservation, fisheries, and wildlife habitat management played an important role in the Yampa Tailwaters transaction. The marketing and sale was a collaborative effort of Brian Hartley in Denver, Ben Pierce in Bozeman, and Alex Maher in Jackson Hole.

Mirr Ranch Group

www.mirranchgroup.com
(877) 623-4545

2011 Sales: \$50-\$100 Million

Who: Specializes in income-producing ranches and farms, sporting properties, rural real estate with conservation values, and land adjoining parks and public lands. Services include wildlife and fishery consultation, ranch management, conservation consultation, and public lands consultation.

Highlight: Represented buyer of Luera Ranch, over 40,000 acres near the Gila Wilderness in southwestern New Mexico. **Noteworthy:** Former public lands attorney Ken Mirr is board president of the Colorado Coalition of Land Trusts.

Peaks Real Estate

Sotheby’s International Realty
tellurideluxuryproperties.com
(970) 369-7700

2011 Sales: < \$50 Million

Who: When *Forbes*, *The Wall Street Journal*, *The Los Angeles Times* and *The New York Times* need expert commentary on luxury real estate, Managing Broker Bill Fandel is the one who gets the call.

Market Observation:

“What you’re seeing in the Telluride market is well-heeled

landowners eyeing properties that are favorably priced with the ultimate goal of putting in place some sort of conservation plan. I love working with this type of buyer.”

Raich Montana Properties

www.rmpmontana.com
(406) 223-8418

2011 Sales: < \$50 Million

Who: Tracy Raich deals in ranches and recreational land in Montana’s Paradise Valley.

Philosophy: As a one-person firm, the focus is on personal attention for each client instead of volume. Raich has extensive expertise on the area.

Insights: Raich enjoyed steady business during a down year. “There will be continued investment in this market, which may result in a depletion of inventory and make truly amazing ranch and recreational properties a scarcity,” she says.

Ranch Marketing Associates

www.rmabrokers.com
(970) 535-0881

2011 Sales: < \$50 Million

Who: Focuses on marketing agricultural, recreational, and working ranches and sporting properties throughout the West.

Highlight: Two listings on Land Report Top Ten. See page 22.

Standout Broker: Ron Morris received a special achievement award from the Colorado Realtors Land Institute.

Slifer Smith &

Frampton Real Estate

www.vailrealestate.com
(888) 773-8273

2011 Sales: < \$50 Million

Who: Vail’s first brokerage remains its largest. The Ranch Division handles trophy ranches and luxury properties.

Highlight: Offering The Ranch on Sweetwater for \$8.7 million.