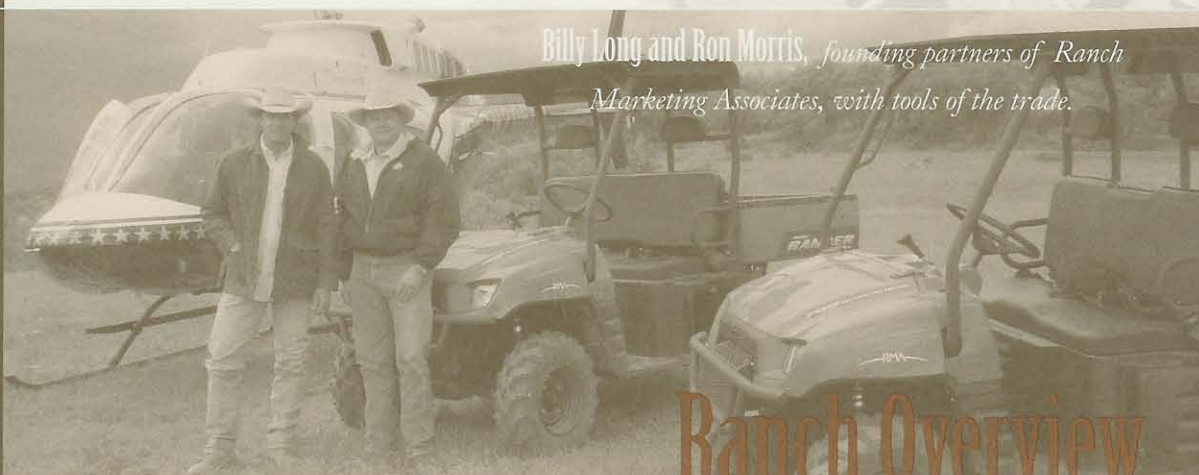


# RANCH JOURNAL

VOLUME 3 • WINTER 2006

To receive RMA's current listings and ranch news, subscribe to the RMA eNewsletter at [RMABROKERS.COM](http://RMABROKERS.COM) or call 970.535.0881.



*Billy Long and Ron Morris, founding partners of Ranch Marketing Associates, with tools of the trade.*

## Ranch Overview

"The American West is just arriving at the threshold of its greatness and growth. Where the West of yesterday is glamorized in our fiction, the future of the American West now is both fabulous and factual."

-Lyndon B. Johnson

Ranch Marketing Associates (RMA) saw 2006 sales in excess of \$68 million with properties currently under contract and ready to close in 2007 in excess of \$20 million. A new office in Sheridan, Wyoming was added in 2006 and RMA expects to open two new offices in 2007.

Despite media stories of an imploding real estate market in 2006, the ranch market continues to be robust. An accelerating U.S. population and healthy U.S. economy causes many buyers to see ranch real estate as solid investments. Qualified buyers are looking for large real estate properties for both short and long term investment. We've experienced a demand for "life-style" purchases throughout the Rocky Mountain states and California. Conversion of rural lands to urban and other build-ups continues to drive the price of ranch real estate up. Quality properties with water and amenities remain in strong demand. Though the housing prices slumped in cities and suburbs in 2006, the market flourishes for large ranch holdings where many well-qualified buyers have their eyes set on the west - still.

The United States grew in population by 50 million between 1980 and 2000, about a 24% increase, and developed area is projected to increase by 79% by the year 2025, raising the proportion of total developed land base from 5.2 to 9.2%. This increases the desire for rare and beautiful ranch land - driving up land prices and continuing to increase land values. Population growth and land development has had a positive impact on many ranch owners in 2006 where properties are

easily accessible to urban centers. Influence from the expectation of urban development on the value of land is greater than actual, current use in agricultural production in many cases. More than 15% of U.S. agricultural land is considered to have urban development significantly influence its market value each year. For many land owners this offers the potential to increase net worth and increases the opportunity to borrow more to expand their agricultural operations or sell their land and realize capital gains.

Attitudes towards the U.S. economy and investing has been conservative since 9-11. But the reality is that people's wealth is bouncing back to where they were before the "bear market". The two main drivers of personal wealth creation are economic growth and market capitalization. Working together, it has generated the strongest growth in high net-worth wealth seen since 9-11. Since then, the number of U.S. households with a new worth of \$5 million or more increased 26% due to strong economic growth, low interest rates, tax relief and solid performances by small and mid-cap stocks.

The combination of an accelerating U.S. population and a healthy U.S. economy causes many buyers to see ranch real estate as solid investments - a way to avoid capital-gains taxes and a great form of recreation and retreat as well. There's no doubt that there's a growing appetite for ranch real estate.

We look forward to working with you,  
*Ron Morris and Billy Long*

[WWW.RMABROKERS.COM](http://WWW.RMABROKERS.COM)

### ASPEN

PO Box 1970  
Basalt, CO 81621  
970.927.3850

### BEVERLY HILLS

345 North Maple Drive  
Beverly Hills, CA 90210  
310.275.2222

### DENVER

PO Box 160  
Johnstown, CO 80534  
970.535.0881

### SHERIDAN

PO Box 7284  
Sheridan, WY 82801  
307.655.2273

# The Ranch Marketing Team



Standing: David Mossler, Ron Morris, Derek Carter, Richard Peterson, Matt Johnston, Billy Long. Seated: Stacey Lane, Holly Gressett, Gretchen Ber

With integrity and honesty at the core of our binding principles, Ranch Marketing Associates transcends other ranch marketing firms by offering depth of knowledge, individual attention and superior marketing initiatives for each ranch transaction and with all of our clients.

## Managing the Ranch Enterprise

Ranch Marketing Associates has experienced tremendous growth in the ranch real estate world since partners Ron Morris and Billy Long founded the company in 2004. RMA's foundation and reputation is built on trusting relationships combined with working knowledge and extensive ranching experience. In the ongoing efforts to find new ways to assist ranch owners and clients, RMA recognized the need to expand its services to include Ranch and Resource Management. To help ranch owners find effective and efficient solutions to increase profitability and return on investment, RMA is proud to announce the creation of its Ranch and Resource Management Program, directed by one of the most knowledgeable, experienced, and highly respected ranch management veterans in the west, Matt Johnston.

Effective ranch and resource management is a significant concern for most ranch owners. When done in a manner that maintains the integrity of the land, there is greater appreciation for resale. Ranch and resource management, often times, involves complex problems that are unique to each ranch, regardless of size. Finding innovative solutions to problems such as crop production, lake and pond development, livestock operations, multi-species grazing, wildlife-habitat growth and preservation, fencing, building-site layout and design, home and building restoration, ranch administration recruitment, financial planning, budgeting and accounting, can be overwhelming to ranch owners - or challenging, at best.

Ranch owners typically purchase a property for a

[WWW.RMABROKERS.COM](http://WWW.RMABROKERS.COM)

### RON MORRIS

970.535.0881 Office  
303.503.4499 Mobile

### BILLY LONG

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### RICHARD PETERSON

303.789.9294 Office  
303.514.2919 Mobile

### DAVID MOSSLER

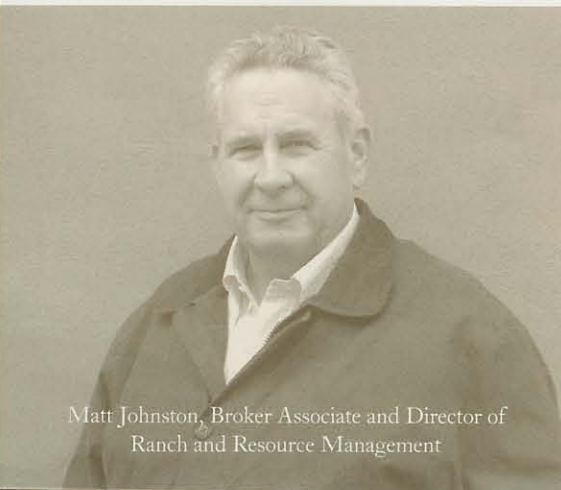
310.275.2222 Office  
310.710.1717 Mobile

### DEREK CARTER

970.535.0881 Office  
970.222.8056 Mobile

### MATT JOHNSTON

307.655.2273 Office  
307.751.4951 Mobile



Matt Johnston, Broker Associate and Director of Ranch and Resource Management

» BENEFITS OF «  
Ranch Marketing  
Associates

specific purpose such as for hunting or fishing retreats, family vacations, or crop production and livestock operations. It's not uncommon for either a new or long-time ranch owner to have limited understanding of the characteristics of their property or extensive knowledge on the region's surrounding land use rules, wildlife and water resources and how these affect the current or potential value of their land. In addition, it's almost impossible, without years of extensive ranching experience, to know how to adequately manage all aspects of one's ranch. Because of this, many property owners end up spending money on a variety of products and services that could be prevented. Such purchases are usually driven by fears such as losing crops or livestock where purchases of chemicals or vaccines are made without need. It's difficult to know where the necessary investments should be made and which are wasteful. Incorporating the knowledge and experience of a reputable Ranch and Resource Management team can be the difference between running your ranch profitably or at a loss.

RMA knows how important it is to have a thorough understanding of the region your ranch is located in and how all aspects of a piece of property and the land surrounding it affect each other. We listen to the needs of our clients and work closely together with each to determine long or short term objectives for their ranch— understanding and evaluating the difference

between what ranch owners want and what they really need. We provide the insight and synergy necessary to meet the diverse needs of our clients. But, ultimately, our goal is always to find the most effective and efficient solutions for making changes to or enhancing property so that it not only sustains the unique ecosystems and wildlife but also supports the ability to achieve financial gains from the land and livestock.

RMA's Ranch and Resource Management Director and Real Estate Broker, Matt Johnston, is a fourth generation Wyoming rancher with over thirty years of experience in all aspects of ranch and resource management. A hallmark in the ranching industry, Johnston has enjoyed a successful career working on substantial ranch holdings such as the well-known Padlock Ranch Company, Wagonhound Land & Livestock Company and the Bard Ranch Company. He's fostered outstanding working relationships with many local, state and federal officials, western agriculturists and research centers to enhance the quality of ranching and land preservation. Johnston is also the newest Real Estate Broker at RMA and works out of the Sheridan, Wyoming office.

Ranch Marketing Associates is dedicated to service to our clients. Each broker's love of the land and valuable ranching experience contributes greatly to our growth and the achievement of the company's objectives.

- THE COMPLETE RESOURCE FOR RANCH, RECREATION AND SPORTING PROPERTIES THROUGHOUT THE WEST.
- EXPANSIVE BUYER AND SELLER RELATIONSHIPS FROM LOCAL RANCHERS TO INTERNATIONAL BUSINESS EXECUTIVES.
- THOROUGH KNOWLEDGE IN SALES, RANCH AND RESOURCE MANAGEMENT, WILDLIFE ENHANCEMENT AND HABITAT MAINTENANCE.
- ADVANCED LOCAL AND NATIONAL MARKETING AND ADVERTISING STRATEGIES USING COMPETITIVE E-COMMUNICATION TOOLS AND TALENT.
- PERSONALIZED ATTENTION WITH DETAILED FOCUS AND FOLLOW-THROUGH BEING PARAMOUNT TO THE PROCESS.
- SMART, INSIGHTFUL, PASSIONATE AND DEDICATED WITH OVER 40 YEARS OF RANCH REAL ESTATE EXPERIENCE.
- REACH AND CONNECTION TO BUSINESS AND ENTERTAINMENT INDUSTRY CLIENTS WITH SIGNIFICANT REFERRAL BUSINESS AND LONG-LASTING PROFESSIONAL RELATIONSHIPS.

## 2006 Sales

**MESA MOOD RANCH** *Glade Park, CO*  
14,877 acres \$27,000,000

**INDIAN SHADOW RANCH** *Durango, CO*  
1,022 acres \$12,500,000

**GRAY ROCKS RANCH** *Guernsey, WY*  
20,455 acres \$8,500,000

**BLUE RIVER FISHING RANCH** *Kremmling, CO*  
230 acres \$7,600,000

**SOUTH CANYON RANCH** *Glenwood Springs, CO*  
1,040 acres \$4,435,000

**FAZENDA DAS PEDRAS** *Westcliffe, CO*  
140 acres \$2,700,000

**KALTENHEUSER RANCH** *Lusk, WY*  
2,960 acres \$1,600,000

**LITTLE ROSE RANCH** *Chugwater, WY*  
2,280 acres \$1,450,000

**SECLUDED FOOTHILLS EQUESTRIAN ESTATE**  
*Boulder, CO* - 40 acres \$990,000

**BLUE MOUNTAIN RANCH AT APPLE VALLEY**  
*Lyons, CO* - 29 acres \$895,000

**SOUTH PLATTE RIVER RANCH** *Ovid, CO*  
1,131 acres \$650,000

**PINE VIEW ACRES** *Harrville, WY*  
460 acres \$400,000

## Under Contract

**RIVER RIDGE RANCH** *Durango, CO*  
85 acres offered for \$3,400,000

**ESCAPE LOOKOUT RANCH** *Golden, CO*  
35 acres offered for \$1,675,000

**L RANCH & BEAR RANCH** *Somerset, CO*  
3,100 acres offered for \$14,000,000

**BLUE MOUNTAIN RANCH** *Lyons, CO*  
1,500 acres offered for \$1,500,000



### **COLORADO RIVER SPORTING RANCH** *Kremmling, Colorado*

Encompassing nearly a mile of the legendary Colorado River, this 5,300-acre fishing and hunting paradise is one of the most spectacular ranches on the market. Enjoy one of the most scenic and popular spots for world-class fly fishing and hunting. Convenient to several ski resorts. Offered for \$16,800,000. Contact Ron Morris or Billy Long.



### **RUBY LAKE RANCH** *Alder, Montana*

Historically used as a summer cattle grazing operation, the Ruby Lake Ranch takes in over three miles along the western shoreline of the Ruby Reservoir that transitions to mountains. 7,911 total acres of contiguous lands rich in wildlife, natural resources and history. Offered for \$21,500,000. Contact Ron Morris or Billy Long.



### **ELK MEADOW RANCH** *Arlington, Wyoming*

With elevations ranging from 8,200' - 9,300' and seven miles of boundary along the Snowy Range of the Medicine Bow National Forest, this 3,920-acre ranch is a rare hunting ranch opportunity. The property has been carefully managed to enhance the size and quality of big game and is well watered with creeks and streams. Offered for \$9,800,000. Contact Ron Morris or Richard Peterson.



### **PINE RIDGE RANCH** *Durango, Colorado*

Minutes from Durango and located in a pristine valley with timber, meadow, private pond, wildlife and privacy, Pine Ridge Ranch includes a custom 6,375 sq.ft. residence, 1,735 sq.ft. guesthouse, two-story barn, shop and outdoor arena on 660 deeded with 600 state lease acres. Offered for \$6,960,000. Contact Ron Morris or Billy Long.



### **THE POINT AT CATHEDRAL SPIRES** *Conifer, Colorado*

Just west of Denver, this 40-acre mountain estate borders Reynolds Park and features a 9,750 sq.ft. old-world style residence with entertainment and bar area, pool and hot-tub, and large decks providing outstanding views of Pikes Peak and more. Adjoining 40 acres also available. Offered for \$2,490,000. Contact Ron Morris or Richard Peterson.



### **H<sub>2</sub>O RANCH** *Westcliffe, Colorado*

Named for its abundant irrigation, the 486-acre H<sub>2</sub>O Ranch is situated between Westcliffe and the Sangre De Cristo Mountains in the picturesque Wet Mountain Valley. Production ranch, cattle or horse operation, mountain retreat or ideal setup for development with approvals already in place. Offered for \$5,500,000. Contact Ron Morris or Richard Peterson.



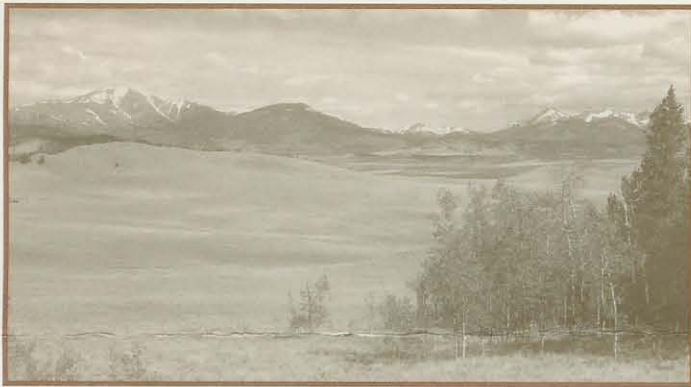
**TRAVIS RANCH** *Ruth, California*

An opportunity to own one of the few large ranches located in the coastal range of California. Almost totally enclosed within federal lands, the approximately 100,000-acre ranch enjoys seclusion from the public with no public crossings or easements. The quality of wildlife on the ranch is unparalleled. Offered for \$10,500,000. Contact Billy Long.



**DATER CREEK RANCH** *La Grange, Wyoming*

Located ten miles west of La Grange via County Road 151 is the Dater Creek Ranch, an original homestead outfit from yesteryear. A total of 1,960 deeded acres consisting of rolling grasslands with several small buttes and hills. Dater Creek, a seasonal stream, flows through the fenced and cross fenced ranch. Offered for \$1,234,800. Contact Ron Morris.



**KAHTANKA RANCH** *Fairplay, Colorado*

Set along Mexican Ridge with its own natural amphitheater, this South Park marvel offers spectacular views and a wide variety of wildlife. The ranch consists of 3,700 +/- total acres (1,400 deeded and 2,300 BLM leased acres) situated in one of Colorado's intermountain basins northeast of Fairplay. Offered for \$1,680,000. Contact Ron Morris or Derek Carter.



**FOURMILE DRAW RANCH** *Laramie & Goshen County, Wyoming*

Forty-five miles northeast of Cheyenne, this 7,200 deeded acre and 720-acre state lease ranch is perimeter and cross fenced with three large pastures, steel corrals, loading area, new cabin, steel shop, two new wells and water storage. A great easy-to-get-to summer grass ranch. Offered for \$3,060,000. Contact Ron Morris.



**VEDAUWOO SPRINGS RETREAT** *Laramie, Wyoming*

With over a mile of National Forest boundary and two gates providing direct access into the 56,000-acre Medicine Bow National Forest, this 47-acre property gives the feel of a large land holding. Includes a near-new, 3,000 sq.ft. custom home comfortable for full-time living or weekend get-aways. Offered for \$950,000. Contact Ron Morris.



**KIOWA CREEK PASTURE** *Kiowa, Colorado*

Situated in a convenient location only ten miles north of the town of Kiowa, this 640-acre ranch is bounded on the south by County Road 74 and consists of grass pasture with a creek running through the eastern portion of the property. Great for the small ranch or development potential. Offered for \$1,440,000. Contact Ron Morris or Billy Long.



### **ROCKIN J BAR RANCH** *Durango, Colorado*

Situated on Red Mesa, southwest of Durango, with views of the La Plata and Sleeping Ute Mountains, this 400-acre ranch includes a custom 6,800 sq.ft. residence with numerous upgrades, extensive decks, guest house, manager's home, 14-stall horse barn, shop, horse training facilities and three ponds. Offered for \$3,500,000. Contact Ron Morris or Billy Long.



### **COTTONWOOD CREEK RANCH** *Cratford, Colorado*

Located 120 miles southwest of Aspen, this one-of-a-kind, private 322-acre ranch is bordered on two sides by BLM land with access to National Forest. Features a 3,300 sq.ft. home, outbuildings, irrigated pastures and abundant water. Enjoy excellent deer, elk, pheasant and water fowl hunting. Offered for \$2,495,000. Contact Billy Long.



### **KNOLL RANCH** *Montague, California*

Located in the shadow of majestic Mount Shasta, the Knoll Ranch covers 995 acres of pristine, volcanic-rich soil. This naturally fertile soil, the climate and altitude of northern California's high mountain desert are ideal for growing organic, therapeutic-grade herbs. Offered for \$5,500,000. Contact Billy Long.



### **RED CANYON RANCH** *Sedalia, Colorado*

Twenty minutes southwest of Denver, this 242-acre French Country Estate features an exquisite 7,800 sq.ft. residence with heliport, home theater, eight-stall horse barn, 2,000 sq.ft. caretaker's quarters and outdoor arena. Endless outdoor recreation nearby in National Forest. Offered for \$4,950,000. Contact Ron Morris.



### **NORTH FORK ESTATE** *Berthoud, Colorado*

Situated on 80 acres and convenient to Denver, Fort Collins and Boulder, North Fork Estate is among the finest rural retreats in all of northern Colorado with a custom 7,600 sq.ft. 3-story, plantation-style residence, 2,208 sq.ft. caretaker's home, indoor arena, large heated shop/garage, pond and more. Offered for \$4,800,000. Contact Ron Morris.



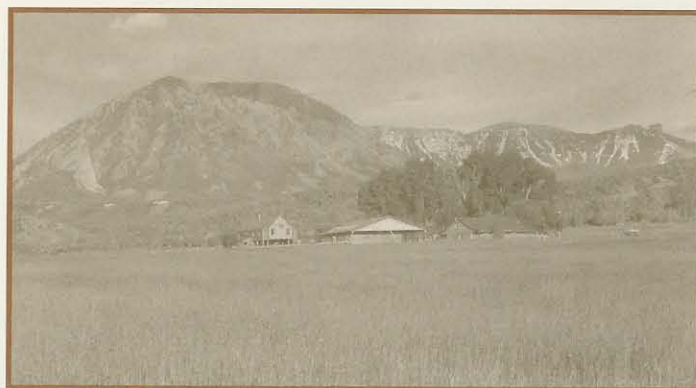
### **BLUE BOBCAT RANCH** *Ringwood, Oklahoma*

Blue Bobcat Ranch is a renowned whitetail deer hunting property in northwestern Oklahoma. This 55 +/- acre property is densely forested with blackjack oak and has operated under a professional wildlife management plan for the past 10 years. Offered for \$750,000. Contact Derek Carter or Ron Morris.



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