

INCREASED AIR TRAFFIC/LESS AIR TRAFFIC CONTROLLERS: FUTURE CRISIS IN THE SKY

PRIVATEAIR

EXPANDING YOUR WORLD OF FLIGHT

NOVEMBER/DECEMBER 2006

HARRISON FORD'S

OUTBACK COUNTRY
ADVENTURE

SOCATA'S TBM 850:
CROSSING THE NORTH ATLANTIC

ROUND UP—
TEXAS RANCHERS OPT FOR
ALTERNATE HORSEPOWER

**CONFEDERATE
MOTORCYCLES:**
CLASSIC AMERICAN STYLE—REBORN

A HELICOPTER FLYIN TO
MIRADOR BASIN—
GUATEMALA'S EARLIEST
MAYAN CIVILIZATION



HALL AND HALL IS CELEBRATING the company's 60th anniversary by expanding their ranch management sales and services to cover new properties in Argentina and Chile.

Buying Wide-Open Spaces

Hall and Hall can help you ask the right questions and find the right property.

Whether you are purchasing a ranch to fulfill your dreams of working cattle or purely to enjoy 360-degree views of Western grassy meadows, rolling hills, and hidden valleys under the crispest of blue skies, you need to ask some basic questions to make sure the property is right for you. If you plan to raise cattle, what are the operational considerations? Are water rights included with the purchase? If so, when and where can water be used? What is the state of the area's fish habitats? Are mineral rights included with the property (in some cases all or a portion of the mineral rights may remain with the previous owner) or do you have to purchase or negotiate them separately? What are the laws and regulations for hunting? Could someone else have a right to use the land you're purchasing (in cases of encumbering easements)?

These are just a few of the questions you should ask, but you may not know enough to ask them. So what can you do to make sure you're not making a big mistake? You can contact Hall and Hall ranch real estate company, which has eight offices in Montana, Colorado, Idaho, Wyoming, and Nebraska covering six states and offers brokerage, appraisal, financing, and resource management. Each of the company's partners brings years of ranching, farming, fishing, and hunting experience to the table.

Jeff Buerger, a partner with Hall and Hall, notes that forming a long-lasting relationship as a trusted counselor for clients tops his list of

priorities. This counsel includes attention to the due diligence required prior to purchasing a ranch to ensure that the property will meet the client's wants and needs. "Our biggest criteria is to be the best listener—to listen to the buyer's requirements. Are they interested in the views, the fishery, or the hunting?"

Buerger reports that a high percentage of Hall and Hall's clients are using their private aircraft to expedite their search, which helps since he advises everyone to see as many ranches as possible before making a decision. Dan Souders, who has asked Hall and Hall to help him sell his ranch in Colorado, is also using his Lear jet to search for a replacement ranch. "It's allowed us to see more properties very quickly," he points out. "We can see multiple ranches in different areas in one day, which would not be possible by ground."

Clients like Souders, who have years of ranching experience, turn to Hall and Hall largely because of their connection to the community and their knowledge of ranching life. "We have lived it and experienced it, and we understand it," Buerger emphasizes. He adds that he encourages his clients to be patient. "Although buyers are often anxious to take possession once their dream ranch has been located, the average diligence period lasts 45 to 60 days. This time is a necessity because of the importance of the decision as well as making sure every aspect of the purchase has been covered and this is the right ranch for the customer."

—Rachel Stafford

For more information on how to purchase property through Hall and Hall ranch real estate company please visit hallandhall.com or call 406.656.7500.

