SPECIAL REPORT: AMERICA’S BEST BROKERAGES

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

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 marketable 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 $214+ 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.mirrranchgroup.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.

**Raich Montana Properties**
www.rpmontana.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.