

ADVANTAGES OF A ONE-CHANCE SEALED BID SALE

- Competitive process, with no ceiling price
- Intense marketing and promotion will highlight your farm for 4-6 weeks ahead of sale date
- Seller sets all the terms of the sale, including desired sale timeline
- Simple, cash sale with no contingencies
- Buyer only controls the price they are willing to pay
- Arms-length and fair to all parties
- More discreet than a Public Auction sale process

PREPARATION FOR MARKET

To prepare your farmland for the market, we employ a comprehensive strategy to ensure maximum visibility and attractiveness:

- **Comprehensive Information and Accessibility:** We compile relevant and wide-ranging property information, including aerials, location maps, past production history, and detailed building improvement data.
- **Targeted Marketing Materials:** Our staff will create property brochures for distribution and develop direct mailing lists to effectively reach potential prospects.
- **Advanced Imaging and Advertising:** We utilize UAV/Drone technology for high-resolution aerial photography tours, and we develop robust marketing and promotional plans that engage buyers.

COMMUNICATION

We prioritize consistent and transparent communication throughout the process, keeping you well-informed about the progress of your sale, our promotional strategies, and the latest local market conditions.

SEALED BID INFORMATION

- Our team will create professional One-Chance Sealed Bid sale packets, which will include detailed bidding instructions and Purchase Agreements for bidders to use in submitting their bid.
- Our team will personally promote the sale process, answer prospective bidder questions, and individually distribute the sale packets to interested parties well ahead of the bid deadline. In this way, potential bidders will have adequate time to consider and prepare to make a bid.

CLOSING

We often assist, and generally manage, the closing process for our sales. In each case, we work with qualified professionals to confirm all pre-closing activities are completed (e.g., earnest money deliveries, surveys, abstract/title updates and objections, tax prorations, USDA/County Office communications). In addition, we ensure that title transfer documents are accurately prepared, reviewed, and executed. At your direction regarding all these matters, we will collaborate with your attorney, or another local attorney, as needed.

