

WHEN

is the right time
to sell land?

Visit www.WHENtoSellLand.com for
video discussion on these topics.



FARM *for*
GENERATIONS



Wealth Creation

Is your goal to *create family wealth* **OR**
be a *landowner*?

Land Return on Investment (ROI) Calculation

$$\begin{array}{lcl} \text{rent} - \text{tax} - \text{insurance} & = & \frac{\text{income}}{\text{value of land}} = \boxed{} \\ \text{beginning value} - \text{ending value} & = & \frac{\text{value change}}{\text{ending value of land}} = \boxed{} \end{array} \quad \begin{array}{l} \downarrow \\ + \\ \uparrow \end{array} \quad \boxed{} \times 100 = \underline{} \%$$

*what is my land's value? Ask a Barnes Land Agent at 785-742-4580

Benchmarks

What types of ROI do other investments offer?

Questions to consider:

What is the right wealth builder for me?

Who could help me evaluate this decision?



Health of My Land

Is the health of my land improving or sliding downhill?

	Improving	Declining
yield maps	<input type="checkbox"/>	<input type="checkbox"/>
soil tests	<input type="checkbox"/>	<input type="checkbox"/>
organic matter-mulch layer	<input type="checkbox"/>	<input type="checkbox"/>
lime levels	<input type="checkbox"/>	<input type="checkbox"/>
terraces	<input type="checkbox"/>	<input type="checkbox"/>
waterways	<input type="checkbox"/>	<input type="checkbox"/>
buffer strips	<input type="checkbox"/>	<input type="checkbox"/>
noxious weeds	<input type="checkbox"/>	<input type="checkbox"/>
fences	<input type="checkbox"/>	<input type="checkbox"/>
tree management	<input type="checkbox"/>	<input type="checkbox"/>
buildings/improvements	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>	<input type="checkbox"/>	<input type="checkbox"/>
<hr/>	<input type="checkbox"/>	<input type="checkbox"/>



Every Person

Who are the people beyond yourself
to consider? What are their needs?

Ideas:

- Tenant
- Spouse
- Folks
- Kids/Heirs
- Neighbors
- The Farm Business
- Siblings/Cousins
- USDA Agreements
- Easement owners
- Oil/Gas/Wind Leasees



Needs & Nice Things

Will your financial assets provide enough cash flow for comfort?

The *right* time to sell is driven by a unique set of factors for each property and its owner. Rather than getting caught up in today's market movements, it is important to keep perspective on what is *really* important to you and your family. People that own farmland--often own it for 30+ years. That is the time horizon to think about here.

If you are a landowner that seeks long-term ownership, that is improving the health of your land and you are happy with your cash flow--- by all means, this is NOT the time to sell.

For the rest of you, IT IS TIME to start talking to professionals and find a path to meet *your* goals. Now, could be the right time to sell land and seek other assets to build wealth.

Let's have a chat,
Lynn

HOW TO ASK FOR HELP

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Call 785-285-1208
for a confidential
discussion to
determine the right
resources for you



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