SOLID ROCK
WEALTH MANAGEMENT
WealthGuide

Interview Guide for Selecting a Farm and Ranch Broker

An Educational Resource From
Solid Rock Wealth Management

By Christopher Nolt, LUTCF

Who you choose to list your property with is a critically important decision. This guide may serve as a useful tool in selecting the person/company to sell your farm or ranch.

Q: Of all the ranch brokers out there, why should I hire you?

Q: How long have you been a licensed real estate agent?

Q: What percent of your sales are comprised of farm and ranch transactions?

Q: How long have you and your firm been specialized in farm and ranch sales?

Q: What have you and your company's farm/ranch/recreational sales been over the last few years?

Q: Explain how you value agricultural property?

Q: Do you have experience in operating a farm or ranch?

Q: Explain how you value recreational property?

Q: What is your experience with recreational activities and properties?

Q: What is your knowledge of water rights, mineral rights and land surveys?

Q: Do you have experience in selling farm or ranch property in a Charitable Remainder Trust?

Q: How do you plan to market my property?

Q: What publications do you plan to advertise my property in and how often?

Q: What is your strategy for marketing my property on the internet?

Q: How do you rank in search engines when searching for farm/ranch property for sale?

Q: Will you be present for all property showings or do you work with others who will show my property?

Q: What has been the average percentage difference between what you have listed a property for and what it has sold for?

Q: What has been the average length of time your listings have taken to sell?

Q: How often will you communicate with me?

Q: Do you limit the number of properties you list at any given time?

Q: How many properties do you currently have listed and what is the total value of those listings?

Q: Do you work by yourself or do you work with other agents within your company?

Q: Do you aggressively market my property to other real estate companies?

Q: Would you work with other real estate companies to sell my property or do you only work with "in-house" buyers so you don't have to split your commission?

Q: Do you represent me exclusively or are you a dual agent representing prospective buyers too?

Q: How would determine the price to sell my property should I choose to list with you?

Q: Do you have any suggestions on what I could do to increase the value of my property?

Q: What are your biggest challenges in selling properties like mine?

Q: If I was to hire you, what can I do to assist you in selling my property?

Q: What do you see happening to the prices of properties like mine over the next few years and what are your reasons for that?

Q: What commission do you charge and is this negotiable?

Q: If a buyer approaches you directly, would you reduce your commission?

Q: Do you offer a reduced commission on personal property that I include with the sale of my land?

Q: How long is your typical listing agreement for?

Q: Are there any obligations to you once that listing expires?

Q: Can you provide me with names and contact information of some of your clients?

Chris Nolt is the owner of Solid Rock Wealth Management, Inc. and Solid Rock Realty Advisors, LLC, with offices in Bozeman, Montana and Fountain Hills, Arizona. Solid Rock Wealth Management and Solid Rock Realty Advisors specialize in working with families who are selling a farm/ranch or other business and transitioning into retirement. We help our clients to save tax on the sale and to create passive income from sale proceeds. We employ a comprehensive planning approach with a team of financial professionals, which addresses retirement planning, investment planning, estate planning, tax planning, charitable giving and risk management. Our wealth preservation strategies are designed to help our clients reduce taxes increase retirement income and maximize the amount of wealth they pass on to their heirs and favorite charitable organizations.

Solid Rock Wealth Management

Solid Rock Wealth Management is an independent, fee-only registered investment adviser. We offer globally diversified portfolios of no-load, low-cost institutional asset class mutual funds and exchange traded funds. Are portfolios are diversified among as many as 15 asset classes and market sectors and are comprised of holdings in roughly 12,000 companies in 45 different countries. Our model portfolios range from conservative (100% fixed income) to aggressive (100% equities) and are designed to achieve optimal returns for your level of risk tolerance.

Solid Rock Realty Advisors

Solid Rock Realty Advisors assists investors who are seeking secure income producing real estate investments. We specialize in office buildings leased to the U.S. Federal Government and primarily work with investors who are purchasing properties through a 1031 tax-deferred exchange. These fee-simple real estate properties offer long-term leases guaranteed by the full faith and credit of the U.S. government with competitive cap rates and professional property management.

Chris Nolt, LUTCF

Chris grew up in Lewistown, Montana. He received a Bachelors degree in business from Montana State University in 1987 and entered the financial services industry in 1989. Working on ranches throughout his high school and college days, Chris gained a deep respect for the work ethic and character of the agricultural family. Having seen the effects from a lack of good financial planning among the agricultural community, Chris determined to help these families make smart decisions with their money so they could preserve the wealth they worked so hard to create. For over 25 years, Chris has been helping farm and ranch families to reduce taxes, invest wisely and preserve their wealth. Chris has earned the designations of Certified Retirement Financial Advisor and Life Underwriter Training Council Fellow.

For more information or to request other Wealth Guides, call 406-582-1264 or send an email to: chris@solidrockwealth.com

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