

 KILOTERRA





## STRONG ROOTS

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Century old barns and miles of weathered fence. Fields of golden corn and soybeans as far as one can see. Brushy draws full of deer and well stocked farm ponds.

This is the place we learned to drive a tractor and to take pride in a hard day's work. In many ways, it defines who we are and what we believe in. Access to this land gives us purpose, and it provides an escape. It affords us the ability to provide for our families and a place to enjoy the short time we have with those around us.

KILOTERRA was built for the sole purpose of connecting buyers and sellers who are connected to the land.





**“ Agriculture is the most healthful, most useful, and most noble employment of man.”** — George Washington



The farmers across this nation are some of the hardest working men and women you will ever meet. Acquiring a piece of this fertile Midwest soil requires a lifetime of hard work. This land and the honest people who operate it play one of the most important roles in our nation’s sustainability. Without them, the majority of the world would be without food.

Over the next decade, most of the land across the Midwest will be passed on to the next generation of farmers, and it is our role to ensure a smooth transition where each party receives a fair deal.





“ You can’t hunt on a stock or bond.”

Once overlooked as “waste acres” the thick rolling timber ridges of the Midwest are now sought after by sportsmen from across the nation. The cedar bedding cover, ample food sources, and cooperating like-minded neighbors have created some of the best environments to grow mature whitetails and to allow the eastern wild turkey population to rebound. Now, with an increase in CRP acres, the habitat is becoming favorable once again for quail and pheasant as well.

With the exploding interest in this type of properties comes limited access and a competitive marketplace. Like you, we are passionate about the outdoors. We know how to market rural land, and the qualities to look for when buying.





## WHY US?

You worked hard to obtain your property, so make sure you capitalize on your investment when selling. Our approach starts with an in depth discussion of your goals. We are a service business, and understanding your needs comes first. We then put our experience and research together with the latest market trends to define a strategy. Whether you are looking to auction a piece of flat black dirt or want to use a traditional listing to sell a piece of hunting land we can tailor our services to meet your needs. Once we have decided on a plan together, we put our marketing machine to work, ensuring the highest percentage of buyers see your property.

### **AUCTIONS**

Ready to sell your farm quick and ensure you get fair market value on the day of sale? An auction is a great option. You set the date, and we'll handle all the details from marketing all the way through closing.

### **PRIVATE AUCTIONS**

Want to sell now, but reserved about having the entire community in the middle of such a personal matter? No problem. We offer a private auction, where we'll take sealed bids up to your desired date. Afterward, we only invite the highest bidders in behind closed doors to hold the final auction. You set the terms, we handle the rest.

### **LISTINGS**

Traditional land listings are very common for recreational tracts and properties with a home. This is typically a slightly longer process, which allows the seller to negotiate with each interested party on more of a one on one situation. If you have flexibility in the final details of the sale, this might be the right option for you.

1

**240 ACRES: RINGGOLD COUNTY, IA**

This property is a highly managed hunting tract with a good 50/50 mix of CRP and thick timber. The seller wanted to consolidate their land holdings through a 1031 exchange by selling this farm and buying a replacement closer to their other properties.

**OUR APPROACH**

Our marketing team used the latest 4k video equipment and aerial drone technology to capture stunning video of the farm. We then edited the video into a 1 minute highlight reel that featured the property's amenities, extensive hunting history, income, and bonus features. We promoted the video throughout our YouTube and Facebook pages, as well as other digital marketing avenues, and utilized many of our conventional marketing techniques.

**THE RESULTS**

We were able to garner thousands of video views within the first couple weeks on the market and ended up selling the farm above the owner's desired price as a result.

2

**300 ACRES: WAYNE/DECATUR COUNTY, IA**

The owner of this property had spent countless hours converting old pasture into crop, adding food plots, and making updates to the living quarters. They decided to sell their property in order to buy land closer to their home. After being on the market for 4 months with another brokerage, the owner consulted KILOTERRA.

**OUR APPROACH**

We utilized high quality aerial drone photography to create a visually stunning digital marketing campaign for this property. The campaign was pushed to every platform currently partnered with, in addition to several local newspapers to garner interest.

**THE RESULTS**

Within the first week, we had multiple inquiries and ended up getting competing interest in the farm. Within 7 days on market, the farm was pending sale, and both parties were very complimentary of our work.

**CASE STUDIES**

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**70 ACRES: MADISON COUNTY, IA**

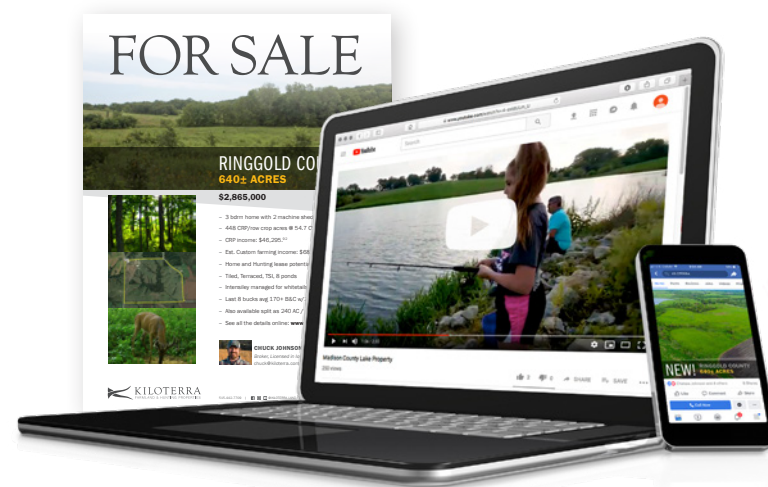
Featuring both a managed 5-acre lake and farmland in the 70+ CSR range makes this property quite unique. The owners had listed the property with a conventional real estate company for several months; it did not sell.

**OUR APPROACH**

With our knowledge of the area and experience selling both farmland and recreational properties, we identified a strategy to net the sellers the highest return. We divided out the farmland and developed unique marketing packages for each portion of the property. Knowing that the harder of the two properties to sell would be the lake property, we created a very unique cinematic video featuring a family enjoying the great fishing the lake was known for.

**THE RESULTS**

The farmland portion of the property was under contract with an accepted offer within the first two weeks on the market. Other brokerages contacted us to compliment the video, and we sold the property above the price anticipated by the owners.







## “BUY LAND, THEY’RE NOT MAKING IT ANYMORE ”

— Mark Twain

Making the decision to buy a piece of land, is no small undertaking. Most people only do it once in their lifetime. KILOTERRA’s team of Real Estate Agents are Land Specialists, and we are well versed in all types of land transactions. We’ll provide you the expert guidance necessary to ensure you and your family enjoy your property for years to come.

### **WE KNOW LAND, THE VALUE IT HOLDS, & THE RED FLAGS TO WATCH OUT FOR**

In today’s world of everything online, its very easy to jump in head first without knowing the pros and cons of a given piece of property. Our team can ensure you don’t overlook the minor details that will cost you later, and ensure you get a fair price up front.

### **HARD WORK IS IN OUR DNA**

From the time we first meet, our mission is to establish your goals and then work until they are met. Finding the right piece of property in today’s market is tough. Lucky for you, we know all the places to hunt.

We know that buying a property is one of the largest financial decisions you’ll ever make. We offer the expertise to ensure you’re making a sound investment.





## THE WORD IS OUT

“ We had the great fortune of being referred to KILOTERRA Farmland & Hunting Properties when trying to sell a farm in Southern Iowa. They met with us and made several great recommendations on how we should restructure the sale and marketing of the property. While previously having the property listed with a traditional real estate firm for almost a year with no success, we implemented their advice. We received multiple offers immediately and successfully closed the sale within 4 months. They are straight shooters and truly understand the ag market. We give them an unconditional recommendation as a real estate brokerage in this specialized market.”

— Larry R, Madison County, Iowa

“ KILOTERRA did a FANTASTIC job marketing and selling my property! I am out of state and they took care of everything. It was quick and painless, plus we got top dollar! I couldn't be more pleased.”

— Jim K, Warren County, Iowa

“ We recently listed and very quickly sold a property with KILOTERRA. We are very pleased with the amount received and was kept informed with all details through closing. Very honest and upstanding company.”

— Steve S, Ringgold County, Iowa

“ I wouldn't trust anyone else to list this farm... I can't believe how quickly it sold. You got me exactly what I had to have out of it.”

— Brian B, Wayne County, Iowa



