



ROSEBUD SOUTH RANCH
KIRBY, MONTANA





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KIRBY, MONTANA

\$4,000,000 | 7,200± ACRES



LISTING AGENT: **RANDY SHELTON**

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Since 1946, Hall and Hall has specialized in serving the owners and prospective owners of quality rural real estate by providing mortgage loans, appraisals, land management, auction and brokerage services within a unique, integrated partnership structure.

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EXECUTIVE SUMMARY

The 8,200± acre Rosebud South Ranch lies immediately east of State Highway 314, approximately 45 miles north of Sheridan, Wyoming. It consists of a series of coulees and small valleys that rise from the Rosebud Creek valley to the high divide that separates the Rosebud Creek valley from the Tongue River valley. This is reputation grass country watered by natural springs that puts big gains on calves and yearlings. The natural geography of this country with its brushy draws and lightly timbered hillsides also offers great cover for wildlife, and the ranch has good populations of mule deer and growing populations of elk – not to mention good upland bird habitat. Dryland hay can be cut on approximately 68 acres of meadows, but this is primarily an unimproved grass ranch with no structural improvements – truly an uncut diamond.



LOCATION

The ranch lies along three+ miles of paved State Highway 314 that forms its western boundary approximately 45 miles north of Sheridan, Wyoming. This section of highway passes by three different locations that were at one time or another designated as the town site of Kirby, which now exists, in name only, as the Kirby Saloon. The ranch adjoins the southern boundary of the Northern Cheyenne Indian Reservation and its eastern boundary lies along the high divide separating the Tongue River and Rosebud Creek valleys. The town of Busby lies about 15 miles to the north, Hardin (the county seat) is 50 miles to the northwest and Billings, Montana's largest city, is around 90 miles also to the northwest. Most Kirby ranchers use Sheridan as their social and trade center. However, Billings with its superior commercial air service, extensive medical facilities, growing commercial and entertainment infrastructure, and lack of a sales tax draws many in that direction. Sheridan has always been the social hub and will likely retain that role with many Kirby 7th and 8th graders moving in to Sheridan for school.

LOCALE

Kirby is a well-established ranching community and is known as "reputation ranching country" throughout the region. It primarily encompasses the Rosebud Creek valley from its headwaters in the Wolf Mountains to the point where it enters the Northern Cheyenne Reservation. Ranches in this area have stayed in the same hands or traded internally for many generations. If the Rosebud South Ranch sells to an outsider, it will be an unusual happening, although it is fair to say that the famous Spear O Ranch just across the highway changed hands in February of this year after 100 years in the same family. Generally, it is very unusual for ranches in this area to be publicly offered for sale.



GENERAL DESCRIPTION

The Rosebud South Ranch is a classic Montana landscape which begins on the edge of the Rosebud Creek valley, where it fronts Highway 314 for over three miles. As one climbs out of the valley, one passes through a series of what would be described as “breaks” which are made up of narrow valleys or coulees which expand into a broader, more gentle series of open basins and broad expanses of open range as one rises to the horizon some four to five miles from the highway in an easterly direction. There are enough conifers and brushy areas to provide cover and shade for wildlife and livestock as well as to create that patented western feeling. Water is provided by live springs, some of which are developed and piped into tanks or small reservoirs.

ACREAGE

7,200± – Deeded (estimated)

607± – State lease (191 AUMs)

402± – Private lease (Also for sale) (Annual cost \$1,600)

8,200± Total (estimated)

ACREAGE BREAKDOWN

There are approximately 68.5 acres that have been cut for dryland hay at one time or another and are assessed by the county as wild hay. The balance of the ranch is exceptional native rangeland.

IMPROVEMENTS

The ranch is basically unimproved except for fences and spring developments.

CLIMATE AND TOPOGRAPHY

The climate in this area is heavily impacted by the Wolf Mountains which form the west side of the Rosebud Valley and their relationship to the Big Horn Mountains. Annual precipitation along the Wolf Mountains in the Rosebud Valley can exceed 20 inches. However, we do not believe that it reaches these levels on Rosebud South. The upper reaches of the ranch do show excellent grass cover. Perhaps the most compelling features of this area are that they do not experience the extreme variations that impact many parts of Wyoming and Montana. Generally, while they do experience dry and wet years, extreme drought is very rare. Additionally, precipitation does fall on good soils which have excellent water-holding capacity.

GENERAL OPERATION

Rosebud South has been operated in conjunction with another ranch. As a stand-alone unit, it is best suited for seasonal grazing. Based upon an estimated carrying capacity of two acres per AUM (Animal Unit Month), the ranch should carry 500 cows for a seven-month grazing season. Since the entire capacity is based upon native rangeland, it is fair to say that it will vary from year to year depending on precipitation.

The property is fenced into eight pastures, so it does lend itself to some level of rotational grazing depending upon the level of water availability.

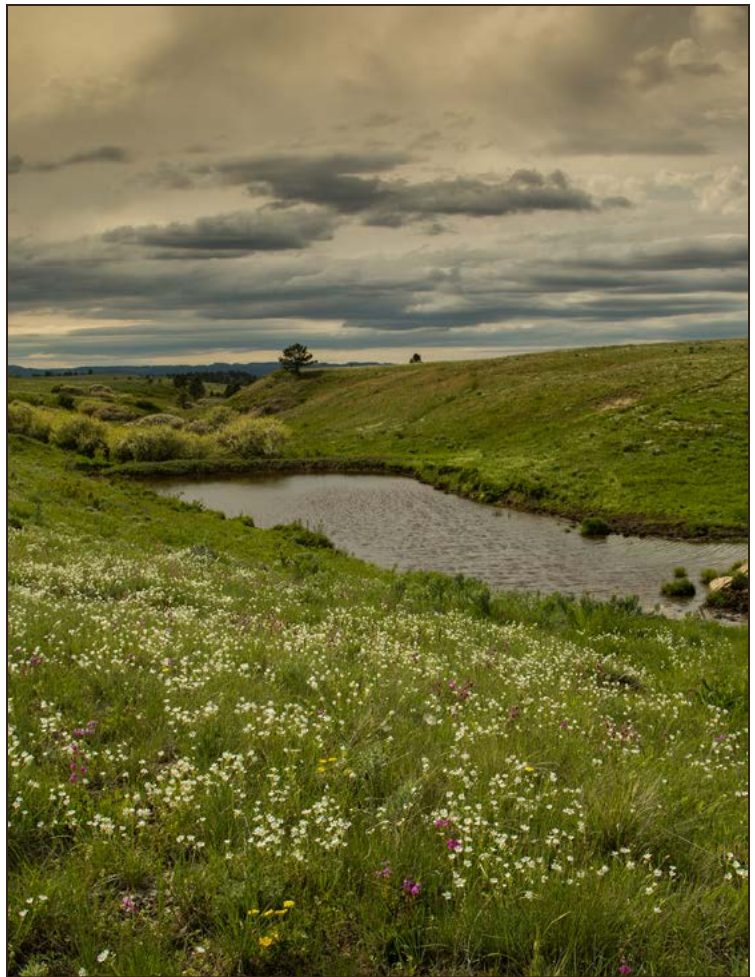


WATER RESOURCES

The primary sources of water on the ranch are an estimated ten natural springs. Three of them are piped into tanks and a fourth one flows into a reservoir. The ranch would benefit from additional water development. Water rights filings with the DNRC show nine stock water rights and one well.

WILDLIFE RESOURCES

The ranch offers outstanding mule deer habitat and this is would be viable source of additional revenue. The area is beginning to see more elk and there is certainly future potential for archery hunters. The habitat is there. In addition, upland birds such as Hungarian partridge and sharptail grouse are found throughout the property.





HISTORY

The Jones family owns Rosebud South, and they have been members of the Kirby community for nearly 100 years. This is a separated part of their main ranch and they put it together through trades and acquisitions of homesteads over the years. As is often the case with families, a variety of internal factors have forced the sale of this part of the family ranch to create liquidity. Jerry Jones, who now runs the family operation, has stated that he would be interested in leasing the ranch back should the next owner not be a rancher.

TAXES

Real estate taxes are estimated to be approximately \$3,000 per year based on past years' history.

MINERAL RIGHTS

The sellers will transfer all the mineral rights that they own to the new owner.

CONSERVATION EASEMENT

There are no conservation easements on the Rosebud South Ranch.



BROKERS COMMENT

Rosebud South represents a very rare opportunity to buy a primarily deeded and well-blocked grass ranch in the coveted Kirby community, an easy drive from Sheridan, Wyoming. The lack of structural improvements leaves an open canvas for a new owner.





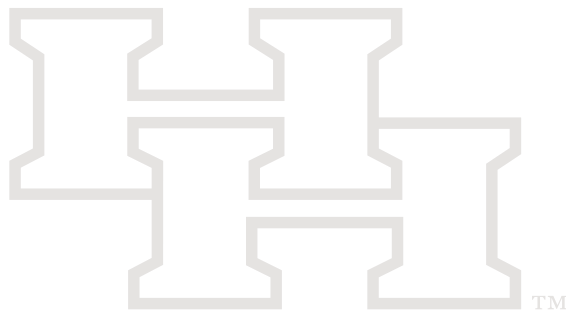
Click on map above for link to MapRight map of property.

PRICE

\$4,000,000

SPECIAL NOTE

The 402± acre private lease is offered for sale separately for \$325,000. Contact listing broker for details regarding price and terms.



NOTICE: Offering is subject to errors, omissions, prior sale, change or withdrawal without notice, and approval of purchase by owner. Information regarding land classifications, acreages, building measurements, carrying capacities, potential profits, etc., are intended only as general guidelines and have been provided by sources deemed reliable, but whose accuracy we cannot guarantee. Prospective buyers should verify all information to their satisfaction. Prospective buyers should also be aware that the photographs in this brochure may have been digitally enhanced.

ADDITIONAL SERVICES OFFERED BY HALL AND HALL

- 1. MANAGEMENT SERVICES** – Hall and Hall's Management Division has a very clear mission—to represent the owner and to ensure that his or her experience is a positive one. Services are customized to suit the owner's needs. They often begin with the recruiting and hiring of a suitable ranch manager or caretaker and are followed by the development of a management or operating plan along with appropriate budgets. Ongoing services include bill paying, ranch oversight, and consulting services as needed. Even the most sophisticated and experienced ranch owners appreciate the value of a management firm representing them and providing advice on local area practices and costs. [Wes Oja](#), [Jerome Chvilicek](#), [Dan Bergstrom](#) or [Brant Marsh](#) at (406) 656-7500 are available to describe and discuss these services in detail and welcome your call.
- 2. RESOURCE ENHANCEMENT SERVICES** – Increasingly the value of a ranch is measured by the quality of each and every one of its resources. Coincidentally, the enhancement of a ranch's resources also increases the pleasure that one derives from the ownership of a ranch. Our management services have included the assessment of everything from wildlife habitat to bird habitat to water resources and fisheries and the subsequent oversight of the process involved with the enhancement of these resources. [Wes Oja](#), [Jerome Chvilicek](#), [Dan Bergstrom](#) or [Brant Marsh](#) at (406) 656-7500 are available to describe and discuss these services in detail and welcome your call.
- 3. AUCTIONS** - Hall and Hall Auctions offer “Another Solution” to create liquidity for the owners of Investment-Quality Rural Real Estate. Our auction team has experience in marketing farmland, ranchland, timberland and recreational properties throughout the nation. Extreme attention to detail and complete transparency coupled with Hall and Hall's “Rolodex” of more than 40,000 targeted owners and buyers of rural real estate help assure that there are multiple bidders at each auction. In addition, the unique Hall and Hall partnership model creates a teamwork approach that helps to assure that we realize true market value on auction day. For more information on our auction services contact [Scott Shuman](#) at (800) 829-8747.
- 4. APPRAISALS** - Staying abreast of ancillary market influences in ever-changing economic conditions requires a broad professional network to tap into. Finding an appraiser who not only understands the numbers but also the differences in value from one area to another is a critical part of making an informed decision. The appraisal team at Hall and Hall, formed entirely of Accredited Members of the American Society of Farm Managers and Rural Appraisers (ASFMRA), has that critical network of brokers and lending professionals. This professional network coupled with diverse experience across multiple regions and market segments allows our appraisal team to deliver a quality product in a reasonable timeframe. For more information contact our appraisal team at (406) 656-7500.
- 5. SPECIALIZED LENDING** - Since 1946 Hall and Hall has created a legacy by efficiently providing capital to landowners. In addition to traditional farm and ranch loans, we specialize in understanding the unique aspects of placing loans on ranches where value may be influenced by recreational features, location and improvements and repayment may come from outside sources. Our extensive experience and efficient processing allows us to quickly tell you whether we can provide the required financing.

Competitive Pricing | Flexible Terms | Efficient Processing

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[J.T. Holt](#) • (806) 698-6884

UNDERSTANDING WHOM REAL ESTATE AGENTS REPRESENT

Montana law requires that BUYER's and SELLER's be advised about the different types of agency relationships available to them (MCA § 37-51-102 & 37-51-321). A real estate agent is qualified to advise only on real estate matters. As the client or as the customer, please be advised that you have the option of hiring outside professional services on your own behalf (legal and tax counsel, home or building inspectors, accountant, environmental inspectors, range management or agricultural advisors, etc.) at any time during the course of a transaction to obtain additional information to make an informed decision. Each and every agent has obligations to each other party to a transaction no matter whom the agent represents. The various relationships are as follows:

SELLER's Agent: exclusively represents the SELLER (or landlord). This agency relationship is created when a listing is signed by a SELLER/owner and a real estate licensee. The SELLER's agent represents the SELLER only, and works toward securing an offer in the best interest of the SELLER. The SELLER agent still has obligations to the BUYER as enumerated herein.

BUYER's Agent: exclusively represents the BUYER (or tenant). This agency relationship is created when a BUYER signs a written BUYER-broker agreement with a real estate licensee. The BUYER agent represents the BUYER only, and works towards securing a transaction under the terms and conditions established by the BUYER and in the best interest of the BUYER. The BUYER agent has obligations to the SELLER as enumerated herein.

Dual Agent: does not represent the interests of either the BUYER or SELLER exclusively. This agency relationship is created when an agent is the SELLER's agent (or subagent) and enters into a BUYER-broker agreement with the BUYER. This relationship must receive full informed consent by all parties before a "dual-agency" relationship can exist. The "dual agent" does not work exclusively for the SELLER or the BUYER but works for both parties in securing a conclusion to the transaction. If you want an agent to represent you exclusively, do not sign the "Dual Agency" Disclosure and Consent" form.

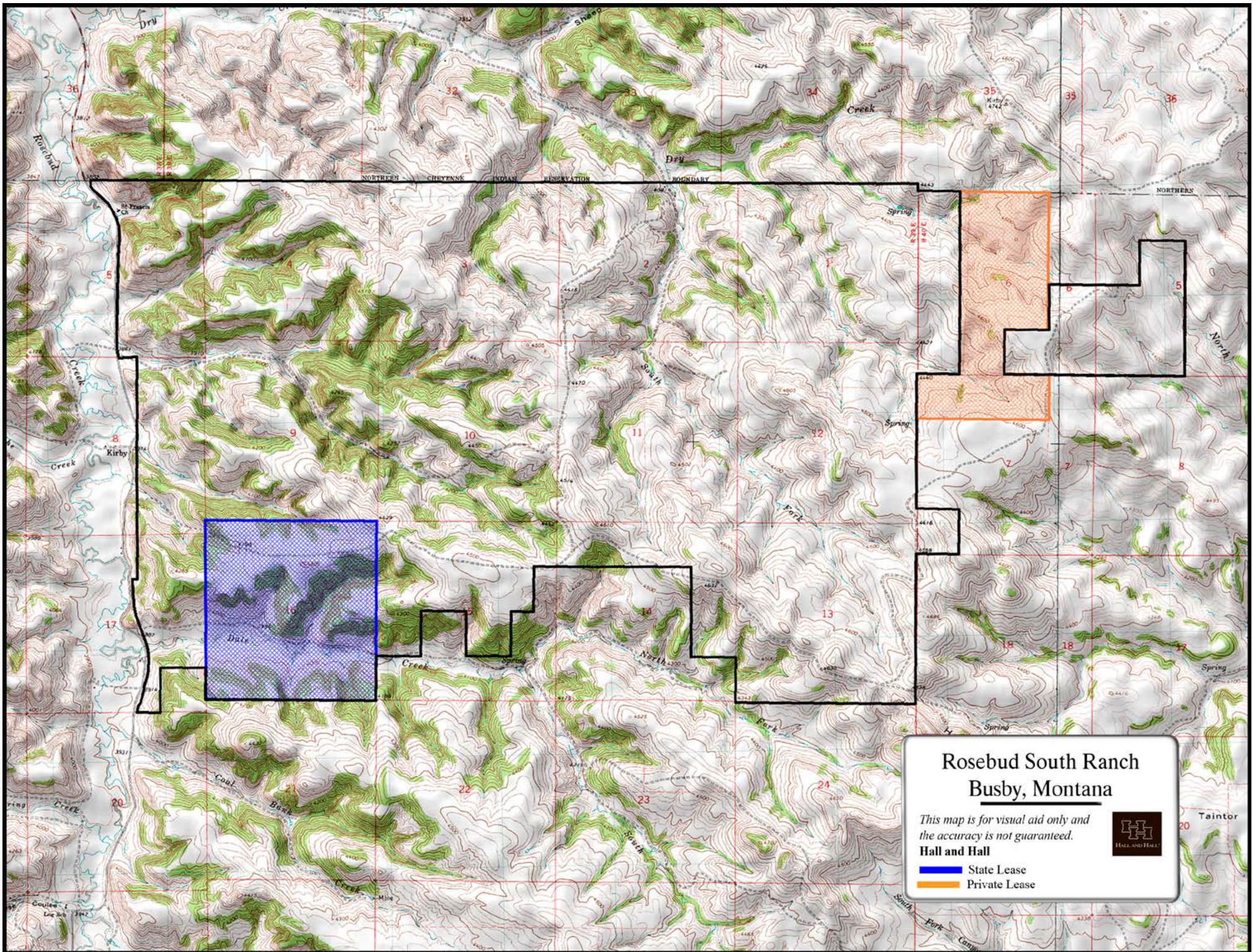
Statutory Broker: is a licensee who assists one or more of the parties in a transaction, but does not represent any party as an agent. A licensee is presumed to be acting as a "statutory broker" unless they have entered into a listing agreement with the SELLER, a BUYER-broker agreement with the BUYER, or a dual agency agreement with all parties.

In-House SELLER Agent Designate: is a licensee designated by the broker- owner/ manager (of the real estate brokerage) to be the exclusive agent for the SELLER for a specific transaction in which the brokerage has the property listed and the BUYER is working directly through the same brokerage also. This agent may not act on behalf of any other member of the transaction and works for the benefit of the SELLER, but still is obligated to the BUYER as any SELLER's agent would be.

In-House BUYER Agent Designate: is a licensee designated by the broker- owner/ manager (of the real estate brokerage) to be the exclusive agent for the BUYER for a specific transaction in which the brokerage has the property listed and the BUYER is working directly through the same brokerage also. This agent may not act on behalf of any other member of the transaction and works for the benefit of the BUYER, but still obligated to the SELLER as any BUYER's agent would be.



Subagent: is an agent of the licensee already acting as an agent for either the SELLER or BUYER. A "SELLER agent" can offer "subagency" to an agent to act on his behalf to show the property and solicit offers from BUYER's. A "BUYER agent can offer "subagency" to an agent to act on his behalf to locate and secure certain property meeting the BUYER's criteria.

[Randy Shelton](#) of Hall and Hall is the exclusive agent of the Seller.



Rosebud South Ranch Busby, Montana

*This map is for visual aid only and
the accuracy is not guaranteed.*

-  State Lease
-  Private Lease



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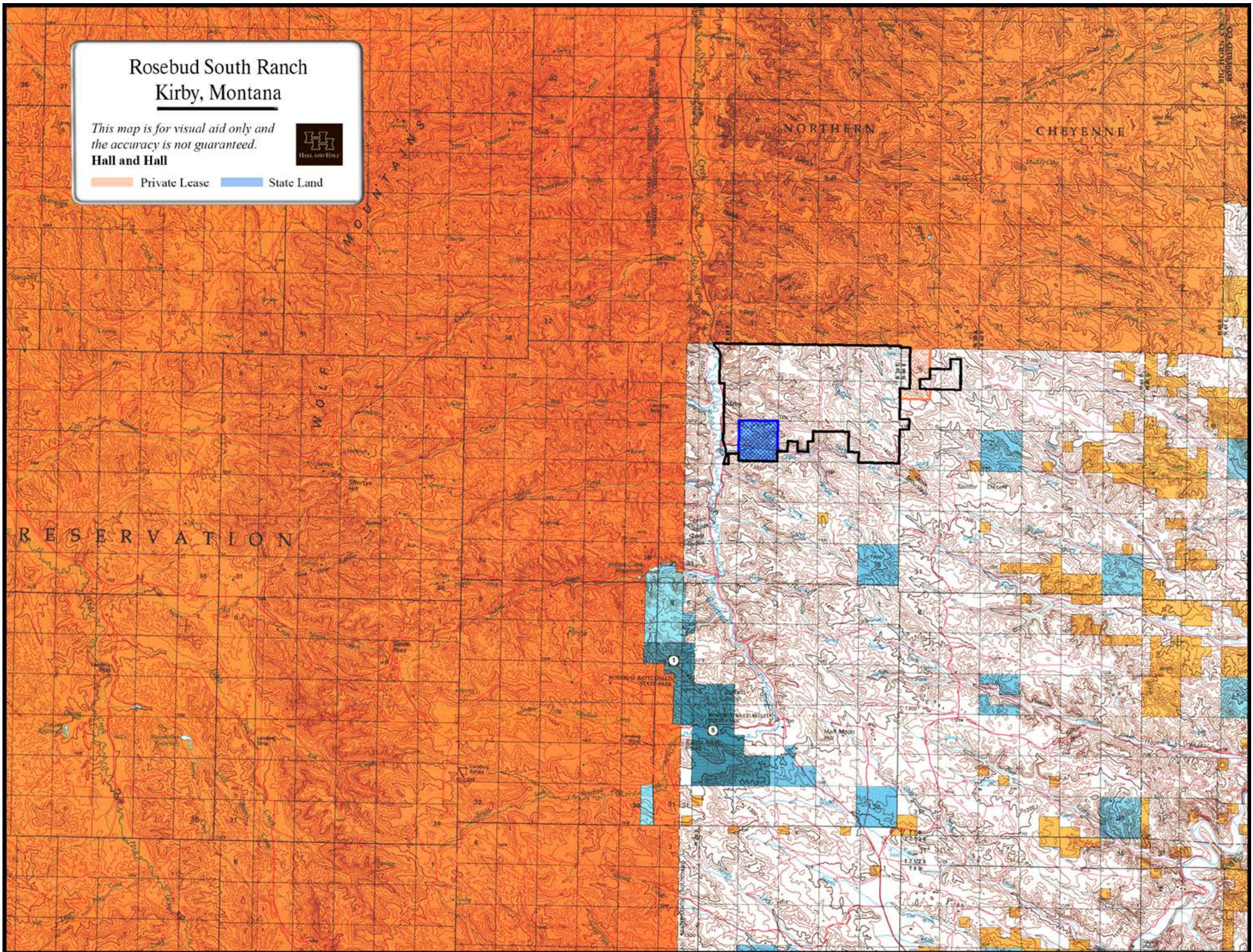
Rosebud South Ranch Kirby, Montana

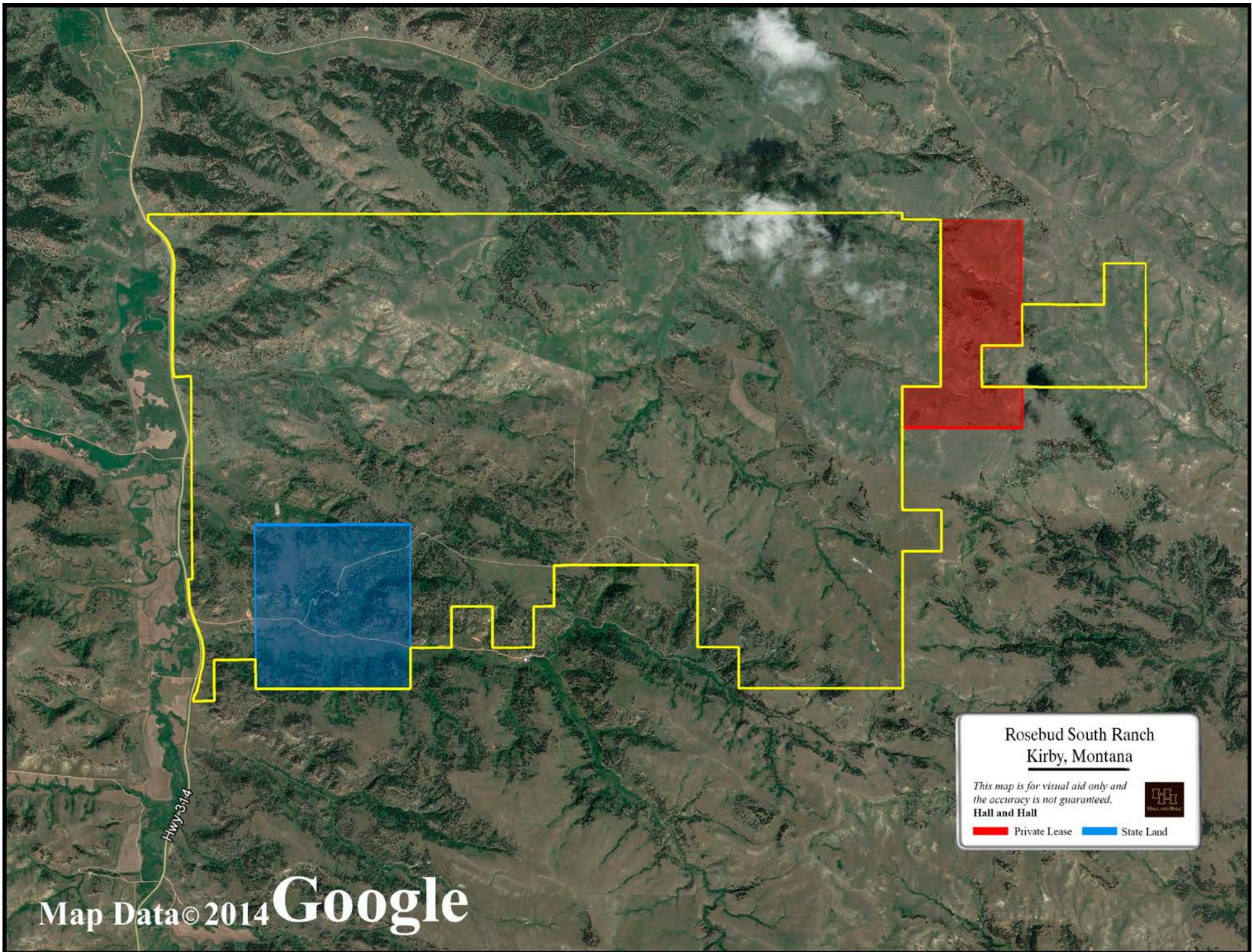
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Private Lease State Land





Rosebud South Ranch
Kirby, Montana

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■ Private Lease ■ State Land

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