



# The Clock Starts Ticking NOW

## Plan ahead for end-of-the-year sale

Is your brain spinning with an idea of selling some farmland before the end of the year? It needs to do more than spin if you want that check in hand before Father Time rings the bell on December 31!

Here's a look at a timeline to explain why today is the day you need to talk to your chosen agent or auctioneer. Imagine you start the process on Sept. 15:

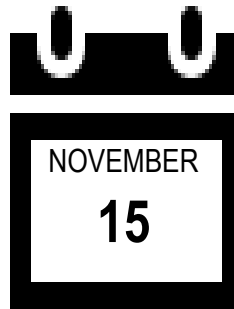


**Sept. 15—You call Fred Greder at Benchmark Agribusiness** (or your chosen farm real estate agent or auctioneer) to say you are ready to sell some farmland. It will take 2-3 weeks to gather all of the information, photos, details on property lines, CSR2 ratings, etc., and be ready to publicize your auction and/or listing. That puts us to ...

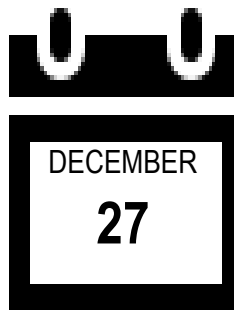


**Oct. 7 — It's now the middle of harvest.** Even in the best of times, it can easily take 5-6 weeks to market a farm property or properly promote an upcoming auction. And you wouldn't want to have the auction during harvest anyway. So now, we're

looking at auction date or accepted offer on listed property not occurring until ...



**Nov. 15 — And from this point, there is still a lot of paperwork and due diligence to complete** to facilitate the actual closing. I recommend principals allow at least 6 weeks to schedule a closing, longer if the USDA is involved with financing, a surveyor needs to be hired and scheduled, or there is a problem showing clear title. So that puts closing ...



**Between Christmas and New Year's Eve.** Not fun to juggle financial and legal stuff during the holidays.

It can be done. But why wait? The sooner you call, the better chance you have of having cash in hand by Christmas.

Call our office at 641-424-6983—we'll be glad to help you out!

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