



# FAY RANCHES<sup>®</sup> *Inc.*

## H & J QUARTERS FARM

Ethridge, Montana

5,476± Acres

\$8,715,000 including Wind Farm Component

\$6,499,995 without Wind Farm Component

FARMS ■ TIMBER ■ RANCHES ■ PLANTATIONS ■ VINEYARDS



H & J Quarters Farm | Ethridge, Montana

# INTRODUCTION

This is a rare opportunity to own the H & J Quarters Farm, which one family has tightly held for over 100 years. The farm sits in the heart of the Golden Triangle region of Montana with the backdrop of the breathtaking Rocky Mountain Front in the distance.

Farmland in this region is valued for its consistently high-quality grain production. Montana is known nationally for producing wheat that is far superior in quality to many other regions across the nation. In fact, in 2014, Montana ranked 3rd in the country for wheat production nationally, with a valued crop at over \$1 billion. Due to the high-quality product, upwards of 80% of Montana's annual wheat harvest is exported to other countries.

The deep-rooted H & J Quarters Farm was carefully pieced together with additional parcels added over the years to amass the almost 5,500-acre farm that is offered for sale. This opportunity is ideal for a discerning buyer interested in investing in a unique property with several established income sources. A new owner may choose to continue a farm lease with a local producer for a source of income or serve as an owner-operator.

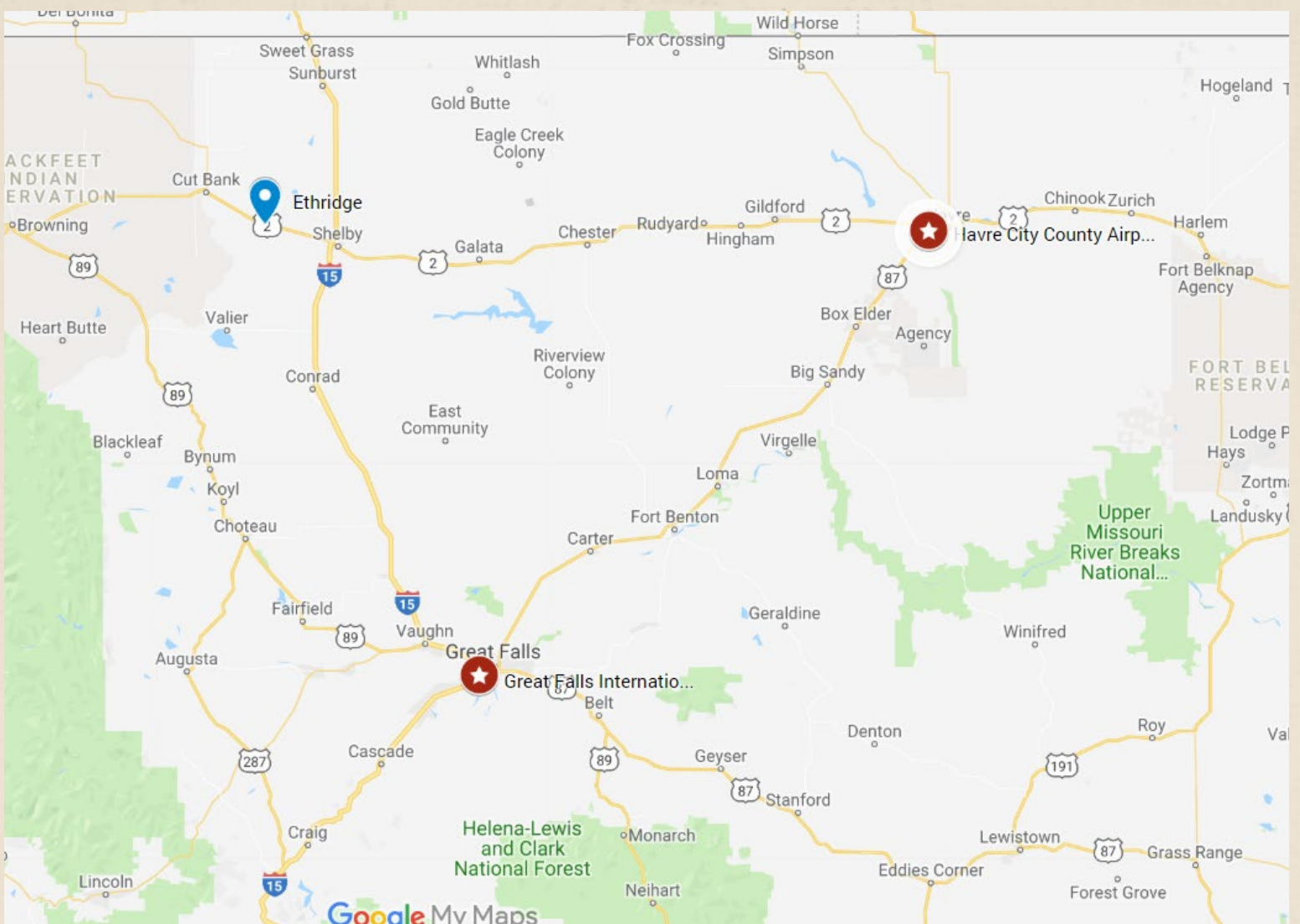
# LOCATION

H & J Quarters Farm is located in Ethridge with the Rocky Mountain Front's scenic backdrop to the west. It is part of Montana's "Hi-Line" region, an area known for its seemingly endless prairies, rolling and productive wheat fields, and an abundance of wildlife, including whitetail and mule deer plus upland game birds, migratory birds, and pheasants too.

Heading east from the farm, the Hi-Line region of Montana stretches all the way to the North Dakota border. Heading west from the farm, the scenic, and wild Rocky Mountain Front rises abruptly where the mountains meet the prairies. The east entrance to Glacier National Park, home to over 70 species of mammals and 270 species of birds, is a short drive from the farm. H & J Quarters Farm is situated in an ideal location to take advantage of all that this region in Montana has to offer. The farm is in the heart of an excellent wheat production corridor, known as the Golden Triangle, which has more recently become known for its value in energy production by harnessing wind at one of several area wind farms, including Glacier Wind I and II, which are both, in part, located on the farm.

The nearby Sweet Grass Hills create the backdrop for the quaint farming community and the small town of Shelby Montana, providing local services including a county-owned airport, recreational parks, the Marias Valley Golf and Country Club, Marias Medical Center, library, and a variety of shopping, restaurants, and services to meet the needs of residents.

The City of Great Falls is located just an hour and a half away along the Missouri River banks. It is affectionately known as the Electric City for its many dams and power plants producing electricity. The area is rich in history, and a favorite of visitors and locals alike is a stop at the Charles M. Russell museum to learn about area cultural history. The city serves as a business hub for area farmers and ranchers., provides all major services, and is home to the Great Falls International Airport.



## AIRPORT INFORMATION

Great Falls International Airport “GTF” is the closest airport to the property, approximately an hour and a half from H & J Quarters Farm. GTF offers direct flights to major US hubs and offers connecting flights to thousands of cities worldwide. Direct flights include Denver, Chicago, Minneapolis, Salt Lake City, Seattle, Phoenix, and Las Vegas. Havre Airport is approximately two hours from the farm, where Cape Air Service offers direct flights to Billings International Airport each day. For more information on the Cape Air Service, please visit the website: [www.capeair.com/where\\_we\\_fly/montana.montana.html](http://www.capeair.com/where_we_fly/montana.montana.html).

# ACREAGE

H & J Quarters farm consists of 4,276.61± total acres of farmland and 1,085.51± total acres of native grass. Farming operations have been leased on a short-term basis to a local operator and have been leased by the sellers for over twenty years to local operators who have meticulously managed the ground to maximize annual production. A new owner may choose to either farm the land or lease the land for a continued income source into the future. All acreages are approximate and should be verified by the buyer.







## WIND FARM

H & J Quarters Farm is part of a larger wind farm operation that has attracted attention for the cutting-edge technology and production of clean energy used by customers spanning as far away as California. H & J Quarters Farm features a total of 22 wind turbines. The wind turbines are part of the 210-megawatt Glacier Wind Farm Phase I and II. The two phases include a total of 140–1.5 megawatt Acciona turbines. When combined with the nearby Rim Rock Wind Farm, 266 wind towers in the region produce over 399 megawatts of electricity. Of the total 22 turbines on the H & J Quarters Farm, 19 are associated with Phase I, and three are associated with Phase II. Phase I and Phase II wind tower income structure differs from one another, though the Sellers have enjoyed the consistent income from the wind tower leases. Additional info on the wind tower leases, income history, and projected income into the future is on file with the Listing Broker. It can be provided to pre-qualified buyers for consideration and review.

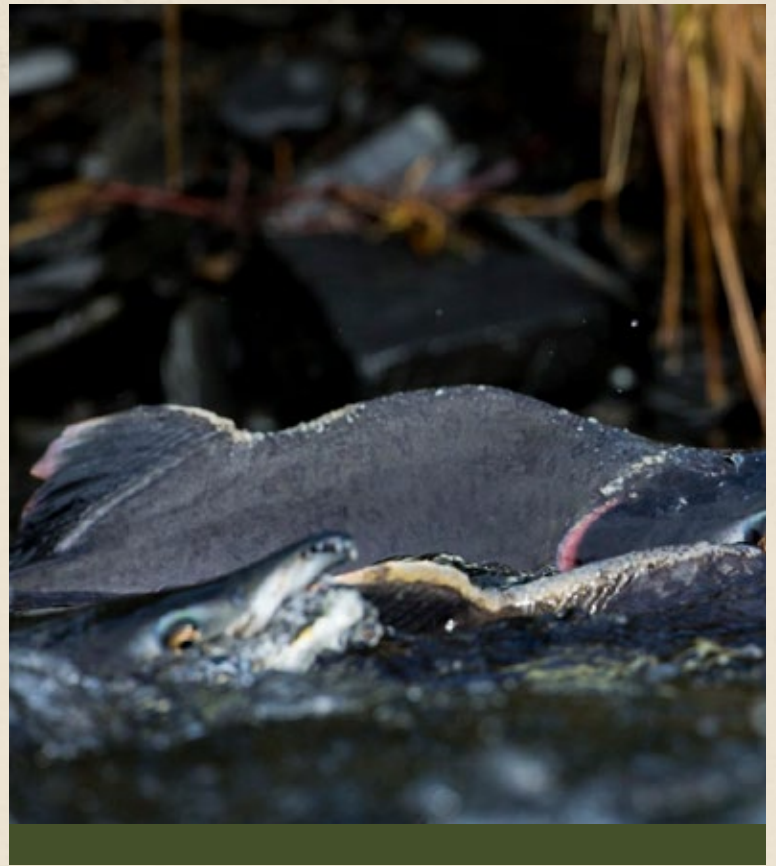


# AGRICULTURE

H & J Quarters Farm features 4,276± tillable acres. Two thousand seven hundred thirty-two acres of productive cropland has been consistently farmed to raise high-quality wheat. An additional 1,544± acres came out of CRP in 2020. The farm includes multiple water sources unique for the area, including an existing water system added by the family in 2006 that yields a flow of 16.6 GPM. A portion of the farm was previously used for ranching operations prior to a purchase made in 1974 to expand the H & J Quarters Farm. This acreage, combined with existing water, could support multiple uses in the future, including a feedlot or ranching operation.

Montana is known nationally for producing wheat that is far superior in quality to many other regions across the nation. In fact, in 2014, Montana ranked 3rd in the country for wheat production nationally, with a valued crop at over \$1 billion. Due to the high-quality product, upwards of 80% of Montana's annual wheat harvest is exported to other countries. Current operations are leased out to a local producer on a year-to-year basis. A new owner may choose to continue a farm lease with a local producer for a source of income or farm the land themselves.





# RECREATION

## FISHING OPPORTUNITIES

The Hi-Line region is a favorite for fly fishers and ice fishermen alike. H & J Quarters Farm is located just north of the Marias River, whose headwaters begin nearby at Cut Bank Creek and Two Medicine River near Cut Bank, Montana. The river flows east and provides good fishing opportunities for walleyes, bass, catfish, and whitefish before spilling into Lake Elwell. Close to the farm, Lake Elwell is located along the Marias River and offers year-round angling opportunities along the twenty-seven-mile-long lake for various species, including walleye, northern and sauger pike native trout, ling, and perch, to name a few. Lake Elwell is a favorite for those seeking the thrill of the catch during the winter months. With over 178 miles of shoreline, Lake Elwell is a favorite for fishers, summertime recreationists, and boaters alike. The best trout fishing in the region is found below Lake Elwell and Tiber Dam, which is also close to the farm.

## HUNTING

The H & J Quarters Farm is located in a corridor known for its excellent mule deer and whitetail deer hunting. In addition to an abundance of deer, the region is well known for its excellent hunting for elk, antelope, upland game birds, and waterfowl. Several sections of the farm are adjacent to State Land for recreation. Nearby State Land, BLM, and Lands managed by Fish Wildlife and Parks all provide easy access for additional hunting and recreational activities. To review information on hunting districts or review regulations for specific tags and hunting seasons or more detailed hunting information or questions regarding non-resident hunting in Montana, visit [www.fwp.mt.gov](http://www.fwp.mt.gov) or contact Montana Fish Parks & Wildlife at 406-542-5500.

## WILDLIFE

Wildlife species that call the area home includes mule deer, whitetail deer, antelope, elk, coyotes, and various upland game birds, including sharptail grouse, Hungarian partridge, and ringneck pheasants. Ducks, geese, and swans all enjoy the Marias River, located in their migratory corridor. In addition, the Marias River State Park and Wildlife Management Area, located close to the farm, is a 5,845-acre recreational mecca allowing for non-motorized access to enjoy many species of area wildlife on the preserved lands that flank a 14 mile stretch of the Marias River.

## OTHER RECREATION

The surrounding area offers a continuous range of other recreational pursuits, including golfing, horseback riding, hiking, backpacking, bird-watching, mountain biking, and skiing at Showdown Ski Hill.

Winter months provide the outdoor enthusiast with numerous recreational activities from cross country skiing and snowmobiling along the nearby Rocky Mountain Front, snowshoeing in Glacier National Park, and family outings to Great Falls to visit the museums and attend cultural events.



## CONSERVATION | STEWARDSHIP

Each of us at Fay Ranches has a love of the land and a desire to see it remain as productive agricultural ground and quality fish and wildlife habitat. Through promoting the use of thoughtful land stewardship, Fay Ranches has guided owners toward a legacy of conserving wide open spaces, enhancing and creating fisheries and wildlife habitat, and implementing sustainable agricultural operations. Fay Ranches is proud to say that since our company began in 1992, the landscape on which we work has been significantly enhanced by our clients' conservation ethic and land-use practices.



## QUICK FACTS

- Owned by the same family for 100+ years
- 5,476± deeded acres with scenic Rocky Mountain Front in background
- Productive dryland farm ground
- Multiple water sources including a water system that yields a flow of 16.6 GPM
- Wind Farm 22 turbines produce clean energy and provide income opportunity
- Minutes to the Marias River Wildlife Management Area and abundant public lands for recreation and enjoyment
- With 1,544± acres of native grassland the can provide pasture for cattle
- Exceptional deer hunting opportunities on the farm and nearby
- An hour and a half drive to Great Falls International Airport
- Close to fishing on the nearby Lake Elwell
- A short drive to Glacier National Park



# SUMMARY

With 5,469± acres, the H&J Quarters Farm is an intriguing opportunity for an agricultural buyer searching for productive farm ground or an investment buyer who appreciates the income opportunities from both farm leases and the wind farm component. The property truly is in the heart of some of Montana's best and most productive farmland. It is surrounded by various wildlife, proximity to excellent fishing, unlimited recreation, including hiking, horseback riding, backpacking, camping, hunting, and more at the nearby Marias River Wildlife Management Area, Glacier National Park, and Lake Elwell. Plus, the farm is located in a rural community and is close to Shelby's small town, Montana, for convenience to shopping, dining, arts, and local events and a short drive to Great Falls.



# PRICE

\$8,715,000 including Wind Farm Component

\$6,499,995 without Wind Farm Component

# TERMS

Cash, Conventional Financing, 1031 Tax Exchange, or Terms Acceptable to Seller

# CONTACT

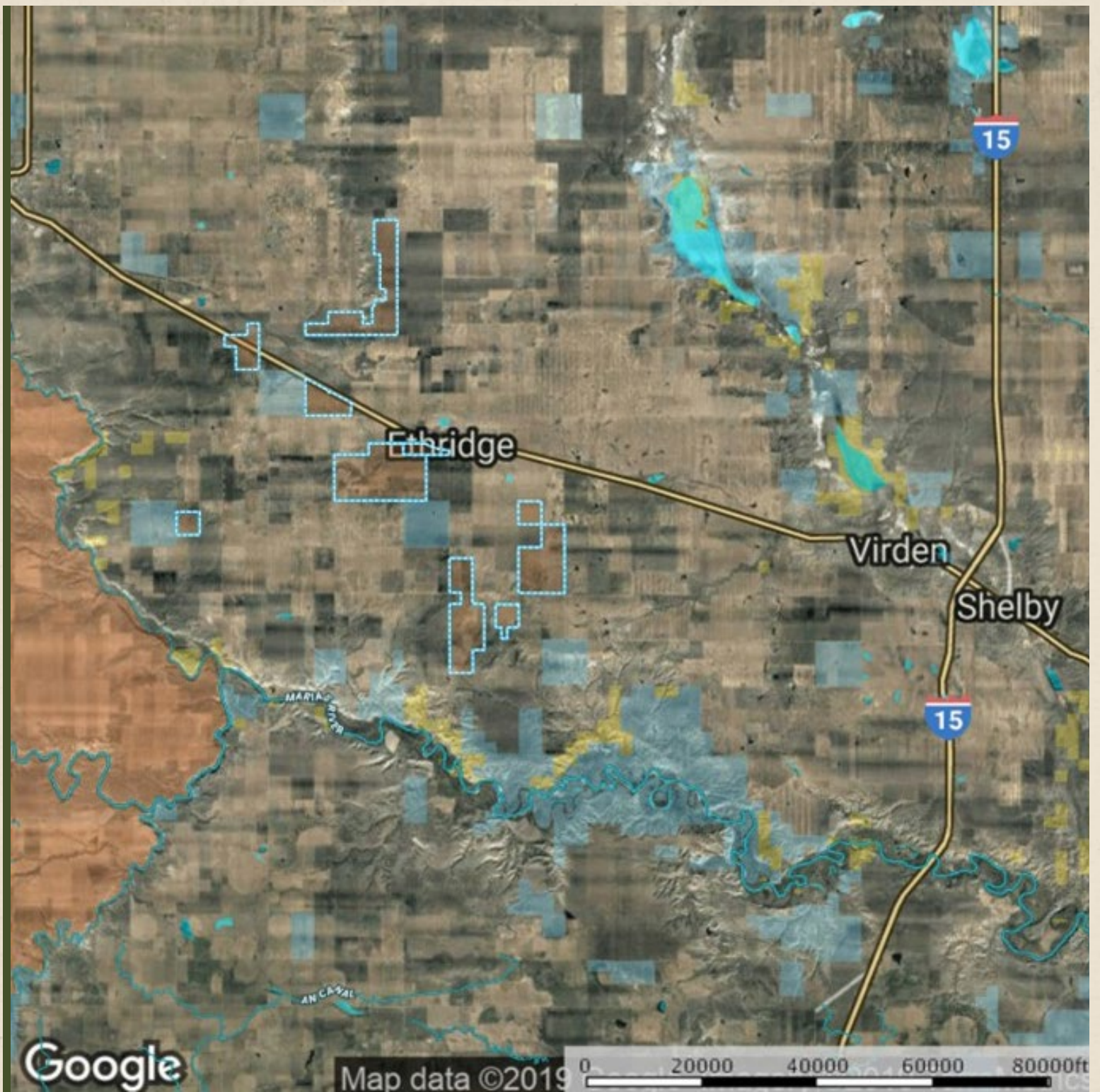
Please contact **Kimberly Lowry** at **(406) 490-4323** | **klowry@fayranches.com** to schedule a showing. This is an exclusive listing. An agent from Fay Ranches must be present at all showings, unless otherwise noted or other arrangements are made. To view other properties, fly fishing properties, and sporting ranches that we have listed, please visit our web page at [www.fayranches.com](http://www.fayranches.com).

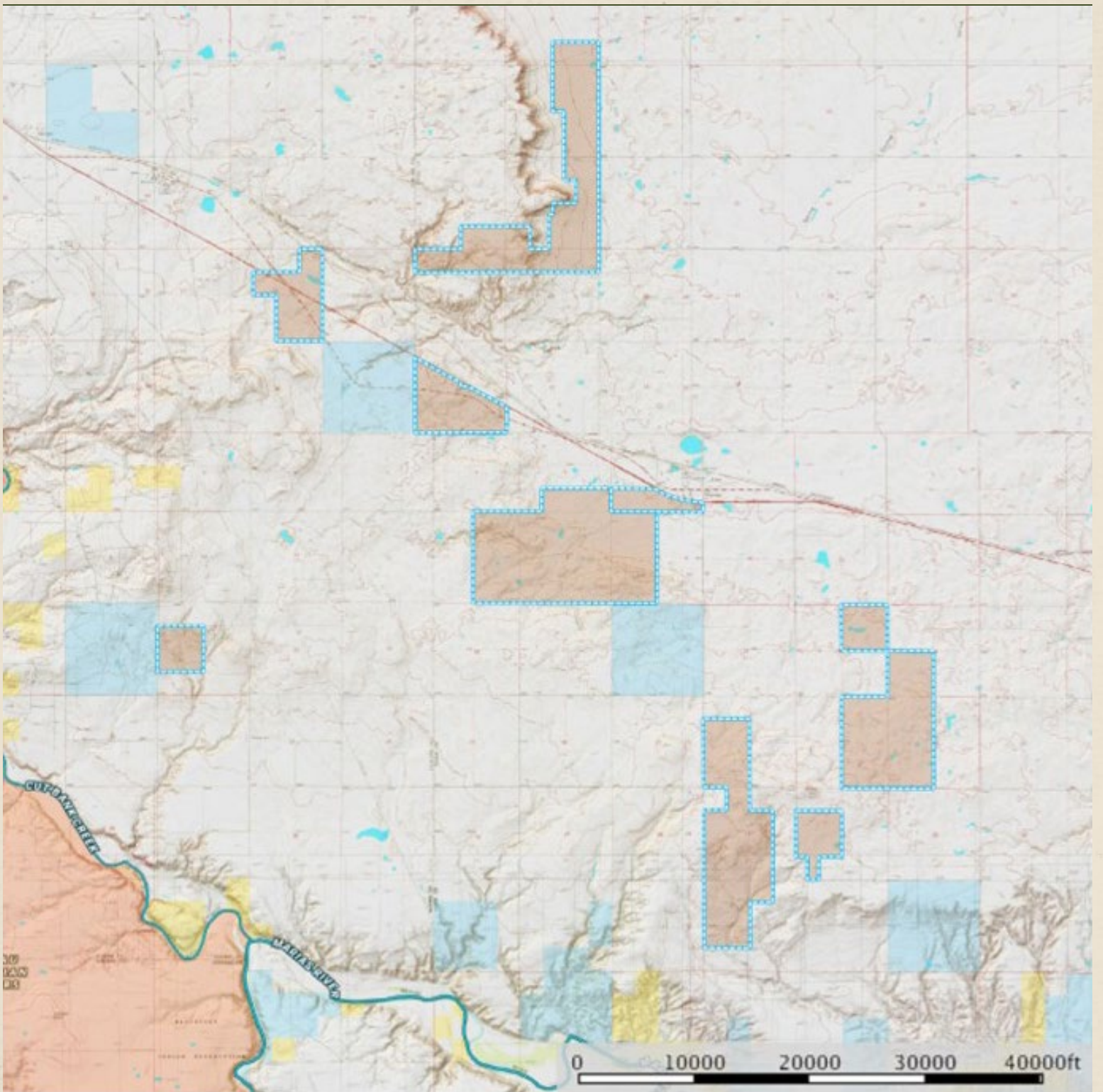
# NOTICE

Offer is subject to errors, omissions, prior sale, change or withdrawal without notice, and approval of purchase by owner. Information regarding land classification, carrying capacities, maps, etc., is intended only as a general guideline and has been provided by the owners and other sources deemed reliable, but the accuracy cannot be guaranteed. Prospective purchasers are encouraged to research the information to their own satisfaction.













# RELATIONSHIPS IN REAL ESTATE

As required by Montana law, a broker or salesperson shall disclose the existence and nature of relevant agency or other relationships to the parties to a real estate transaction. The various relationships and description of duties are as follows:

## 1. SELLER AGENT

A “Seller Agent” is obligated to the Seller to:

Act solely in the best interests of the seller; Obey promptly and efficiently all lawful instructions of the seller; Disclose all relevant and material information that concerns the real estate transaction and that is known to the seller agent and not known or discoverable by the seller unless the information is subject to confidentiality arising from a prior or existing agency relationship on the part of the seller agent; Safeguard the seller’s confidences; Exercise reasonable care, skill, and diligence in pursuing the seller’s objectives and in complying with the terms established in the listing agreement; Fully account to the seller for any funds or property of the seller that comes into the seller agent’s possession; and Comply with all applicable federal and state laws, rules, and regulations.

Montana law permits a real estate agent, after providing written disclosure to a seller and obtaining a seller’s written consent, to represent multiple sellers of property and to list properties for sale that may compete with the seller’s property, without breaching any obligation to the seller.

A “Seller Agent” is obligated to the Buyer to:

Disclose to a buyer or the buyer agent any adverse material facts that concern the property and that are known to the seller agent, except that the seller agent is not required to inspect the property or verify any statements made by the seller; Disclose to a buyer or the buyer agent when the seller agent has no personal knowledge of the veracity of information regarding adverse material facts that concern the property; Act in good faith with a buyer and a buyer agent; and Comply with all applicable federal and state laws, rules, and regulations.

## 2. BUYER AGENT (cont)

A “Buyer Agent” is obligated to the Seller to:

Disclose any adverse material facts that are known to the buyer agent and that concern the ability of the buyer to perform on any purchase offer; Disclose to the seller or the seller agent when the buyer agent has no personal knowledge of the veracity of information regarding adverse material facts that concern the property; Act in good faith with a seller and a seller agent; and Comply with all applicable federal and state laws, rules and regulations.

3. DUAL AGENCY If a seller agent is also representing a buyer, or a buyer agent is also representing a seller with regard to a property, then a dual agency relationship may be established. In a dual agency relationship, the dual agent is equally obligated to both the seller and the buyer. These obligations may prohibit the dual agent from advocating exclusively on behalf of the seller or buyer and may limit the depth and degree of representation that you receive. A broker or a salesperson may not act as a dual agent without the signed, written consent of both the seller and the buyer.

A “Dual Agent” is obligated to a Seller in the same manner as a seller agent and is obligated to a Buyer in the same manner as a buyer agent, except

a dual agent:

Has a duty to disclose to a buyer or seller any adverse material facts that are known to the dual agent regardless of any confidentiality considerations; and May not disclose the following information without the written consent of the person to whom the information is confidential; The fact that the buyer is willing to pay more than the offered purchase price; The fact that the seller is willing to accept less than the purchase price that the seller is asking for the property; Factors motivating either party to buy or sell; and Any information that a party indicates in writing to the dual agent is to be kept confidential.

#### 4. STATUTORY BROKER

A “Statutory Broker” is not the agent of the Buyer or Seller but nevertheless is obligated to them to:

Disclose to: i. a buyer or buyer agent any adverse material facts that concern the property and that are known to the statutory broker, except that the statutory broker is not required to inspect the property or verify any statements made by the seller; and ii. a seller or a seller agent any adverse material facts that are known to the statutory broker and that concern the ability of the buyer to perform on any purchase offer; Exercise reasonable care, skill, and diligence in putting together a real estate transaction, and Comply with all applicable federal and state laws, rules and regulations.

5. IN-HOUSE SELLER AGENT DESIGNATE Created when the agency holds both the listing on a property from the seller and a buyer broker agreement with the buyer, an in-house seller agent designate is a broker or salesperson employed by or associated as an independent contractor with a broker and designated by the broker as the exclusive agent for a seller for a designated transaction and who may not be considered to be acting for other than the seller with respect to the designated transaction.

6. IN-HOUSE BUYER AGENT DESIGNATE Created when the agency holds both the listing on a property from the seller and a buyer broker agreement with the buyer, an in-house buyer agent designate is a broker or salesperson employed by or associated as an independent contractor with a broker and designated by the broker as the exclusive agent for a buyer for a designated transaction and who may not be considered to be acting for other than the buyer with respect to the designated transaction.

#### BUYER AGENT

A “Buyer Agent” is obligated to the Buyer to: Act solely in the best interests of the buyer; Obey promptly and efficiently all lawful instructions of the buyer; Disclose all relevant and material information that concerns the real estate transaction and that is known to the buyer agent and not known or discoverable by the buyer, unless the information is subject to confidentiality arising from a prior or existing agency relationship on the part of the buyer agent; Safeguard the buyer’s confidences; Exercise reasonable care, skill, and diligence in pursuing the buyer’s objectives and in complying with the terms established in the listing agreement; Fully account to the buyer for any funds or property of the buyer that comes into the buyer agent’s possession; and Comply with all applicable federal and state laws, rules and regulations.

Montana law permits a real estate agent, after providing written disclosure to a buyer and obtaining a buyer’s written consent, to represent multiple buyers interested in buying the same property or similar properties to properties in which a buyer is interested and to show properties in which a buyer is interested to other prospective buyers, without breaching any obligation to the buyer.

FARMS ■ TIMBER ■ RANCHES ■ PLANTATIONS ■ VINEYARDS

FAY

Invest & Enjoy

RANCHES<sup>®</sup>  
*Inc.*

**KIMBERLY LOWRY**

BROKER ASSOCIATE

Licensed in: MT

c. 406-490-4323

[klowry@fayranches.com](mailto:klowry@fayranches.com)

**FAY RANCHES INC.**

(800) 238.8616

[info@fayranches.com](mailto:info@fayranches.com)

[www.fayranches.com](http://www.fayranches.com)