

FAY RANCHES

PAUL NELSON FARM

Gettysburg,
South Dakota
$74,500,000
4,277± Acres



INTRODUCTION

The “Crown Jewel” of wing shooting lodges in North America! It doesn’t get any better than Paul Nelson Farm. The two-time winner of the Orvis Lodge of the Year award sets the gold standard for luxurious upland Bird Hunting Resorts. Truly, a five-star experience for guests that is supported by great hunting, tremendous accommodations, and upscale amenities. The lodge has historically played host to national leaders, celebrities, and discriminating hunters looking for the best of the best!

Paul Nelson Farm spans over 4,000 acres across the Missouri Coteau plateau outside Gettysburg, South Dakota, one of the highest-density pheasant corridors on the continent. The operation has been built over decades around a single principle: produce exceptional hunting conditions consistently, season after season.

The habitat speaks to that commitment. Native grass, glacial pothole wetlands, and dense cattail sloughs create the kind of self-sustaining pheasant environment that cannot be replicated quickly or cheaply. This is managed land, not a manufactured experience, and the distinction is what commands premium pricing and repeat clientele.

Hunting at Paul Nelson Farm is open from September 1st to March 31st. The Gettysburg region routinely outperforms other state corridors on bird counts, and Paul Nelson Farm sits at the productive center of that geography. Groups booking the property range from corporate retreat organizers to family parties and private hunting syndicates. Occupancy patterns reflect what the numbers suggest: guests return.

Lodge accommodations are built to retain that clientele. Fine linens, chef-prepared meals, and attentive staff deliver the standard expected by guests returning to the Orvis-endorsed lodge who compare this experience against other high-end operations and international sporting destinations. The grounds support multi-party bookings without sacrificing the privacy that high-net-worth guests require.

For buyers evaluating recreational land as both a use asset and a long-term hold, Paul Nelson Farm presents a compelling opportunity. The combination of proven habitat, established brand reputation, operational infrastructure, and a loyal repeat client base represents exactly the kind of turnkey position that rarely comes to market in this category.





QUICK FACTS

- Located outside Gettysburg, South Dakota, in one of the state's top pheasant-producing regions
- Two-time Orvis Lodge of the Year winner
- South Dakota pheasant season offers one of the longest upland bird seasons in North America
- 3 luxury lodges accommodate multiple hunting parties simultaneously with private bedroom suites, chef-prepared meals, and full bar service
- All-inclusive pricing structure covers lodging, meals, guided hunts, bird cleaning, and packaging
- Multiple lounges, bars, a library, a poker room, a spa, a gym, a conference room, a theater, and a dining room
- State-of-the-art shooting range with targets out up to 2,000 yards
- The pro shop is stocked with all the essentials for a successful hunt
- Licensed guides and trained hunting dogs are provided on-site
- Operates as a full turnkey hospitality business with established booking systems and repeat corporate and private clientele
- Property carries an established brand with documented occupancy history, making it a rare turnkey acquisition in the recreational land market
- Highly productive farmground
- Completely turnkey elite business opportunity

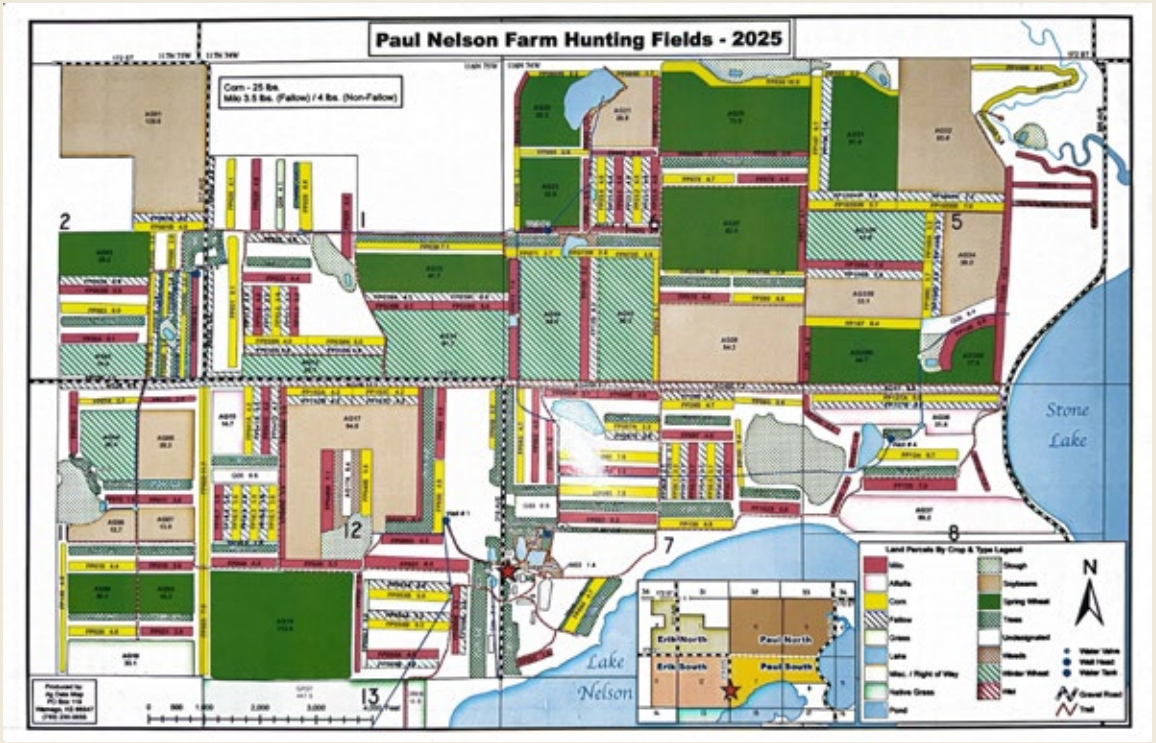


Paul Nelson Farm | Gettysburg, South Dakota

ACREAGE

Paul Nelson Farm encompasses 4,277± deeded acres across the Missouri Coteau plateau in Sully County, South Dakota. The terrain is defined by native grasslands, glacial pothole wetlands, shelterbelts, and dense cattail sloughs, the precise habitat composition that produces self-sustaining wild pheasant populations at scale. At this acreage, the property supports multiple hunting parties simultaneously without crowding pressure, preserving the experience that justifies premium pricing. Few operations in the country combine this footprint with this level of active habitat management.

The farm features very rich, fertile, income-producing farm ground. Traditional crops that produce strong yield and support great habitat include alfalfa, corn, milo, soybeans, winter wheat, and other productive crops. The offering includes all equipment necessary to farm and harvest the acreage.





Paul Nelson Farm | Gettysburg, South Dakota





Paul Nelson Farm | Gettysburg, South Dakota

IMPROVEMENTS & EQUIPMENT

An elite turnkey business opportunity appropriately describes this unique offering. The improvements at Paul Nelson Farm have been carefully curated to give sophisticated, discerning guests an unforgettable experience. Every piece of furniture, artwork, and amenity has been carefully selected to add to the overall enjoyment of the resort.

Other than very personal family mementos, all personal property sells as is, including farming equipment, hunting equipment, vehicles, furniture, artwork, guns, and everything needed for a seamless transition to the new owner. You will be stepping into a meticulously refined operation with a reputation to match!





Paul Nelson Farm | Gettysburg, South Dakota

THE MAIN LODGE

The Main Lodge serves as the commercial hub of the guest experience, housing 12 rooms alongside a library, dining, and multiple indoor and outdoor gathering areas. The infrastructure supports both private retreat clientele and larger corporate groups, giving operators flexibility in how they package and price bookings. Buffalo Suites and King Lodge guests have full access to Main Lodge common areas, effectively expanding the usable amenity footprint across the property without duplicating overhead. For an incoming owner, this layout supports premium all-inclusive pricing.








12 Gauge
Please
do not use
gun oil
with Bore
Cleaners













THE KING LODGE

The King Lodge is a standalone facility perfect for executive parties and private groups that require separation from the main property. The accommodations are more extensively appointed than the Main Lodge, with premium finishes throughout, and offer the Presidential Suite, a private suite within the building reserved for the lead guest or a designated VIP in the party. It is the perfect setting for executive pheasant hunts or for family groups seeking privacy. Everything seems a little more lavish and grandiose in this stunningly decorated lodge. It also features the Presidential Suite. Regally cozy and drop-dead gorgeous, this opulent suite is available for you or for that special guest who deserves a little extra indulgence.







Paul Nelson Farm | Gettysburg, South Dakota

THE BUFFALO LODGE

The Buffalo Suites offer private suite accommodations with a dedicated central lounge and bar, giving guests a self-contained gathering space separate from the Main Lodge. Suites are finished to a high standard, with heated bathroom floors and premium bedding. An upper deck provides outdoor seating with views of the surrounding property, a natural endpoint to a day in the field.







Paul Nelson Farm | Gettysburg, South Dakota

THE RANGE



The state-of-the-art, dedicated long-range rifle facility provides targets positioned out to 2,000 yards. Instruction is led by recognized firearms experts covering precision equipment selection, scope setup, ballistics, and wind reading. Classes are capped at 12 shooters with individual stations, keeping instruction practical and the experience commensurate with the property's broader standard. The facility diversifies the property's revenue base beyond pheasant season, extending the operational calendar and the addressable client market to include shooting sports enthusiasts, corporate team events, and military or law enforcement groups seeking private range access. Built to protect shooters from the elements, this is a popular amenity among guests.





ADDITIONAL FACILITIES

A complete list of additional facilities, structures, and personal property will be provided to serious prospective buyers who provide verifiable proof of financial ability to purchase and sign an NDA.

THE HUNT EXPERIENCE

Paul Nelson Farm delivers pheasant hunting across 4,277± acres of actively managed habitat in one of North America's most productive upland corridors. The property's native grasslands, wetland edges, and cattail sloughs create the ideal setting for the perfect habitat and unparalleled hunting experience. Guided hunts are supported by trained dogs, and the scale of the property ensures parties are not competing for ground. Operating September 1 through March 31 gives the operation one of the longest booking windows in the category.















Paul Nelson Farm | Gettysburg, South Dakota

THE CULINARY EXPERIENCE

Meals at Paul Nelson Farm are prepared by an in-house culinary team and served in the lodge dining facilities. Menus are built around the caliber of guests the property attracts, with locally sourced ingredients and preparation that reflects the overall standard of the operation. Eight fully stocked bars serve all lodge facilities. The food matches the accommodations and experience: first class!











HISTORY

Paul Nelson Farm traces its roots to the 1940s, when Lyle and Jessie Nelson established the family's home place in Sully County. The hunting operation took shape in 1988 through the Conservation Reserve Program, which funded native grass and food plot plantings that fundamentally transformed the land's pheasant carrying capacity. Guest services began in 1992, and Paul Dean Nelson built the operation into a destination business. Today, the property holds a two-time Orvis Lodge of the Year designation and 35 private rooms across multiple lodge facilities, representing over three decades of dedication, compounding excellence.



INCOME OPPORTUNITY

Paul Nelson Farm is not a vanity asset. It is an operating business with an established brand, a loyal repeat client base, and a revenue structure built across multiple income streams: pheasant-hunting packages, premium accommodation tiers at King Lodge and Buffalo Suites, long-range rifle retreats, and corporate group bookings. The two-time Orvis Lodge of the Year designation is not incidental. It signals a level of operational credibility that takes decades to build and cannot be purchased.

The recreational land market in the northern Plains continues to attract capital from buyers who understand that productive, well-managed ground at scale is a finite commodity. At 4,277± acres with documented habitat quality, full lodge infrastructure across 35 private rooms, and an October through January booking calendar that extends further with rifle range revenue, the property generates returns across an unusually long operational window.

For a qualified buyer, the acquisition includes not just the land and physical plant but the systems, staff relationships, and market position that underpin the revenue. Rebuilding any one of those elements from scratch would require years and significant capital. Acquiring them together in a single transaction at a property already operating at this standard represents the kind of opportunity that surfaces once in a market cycle.



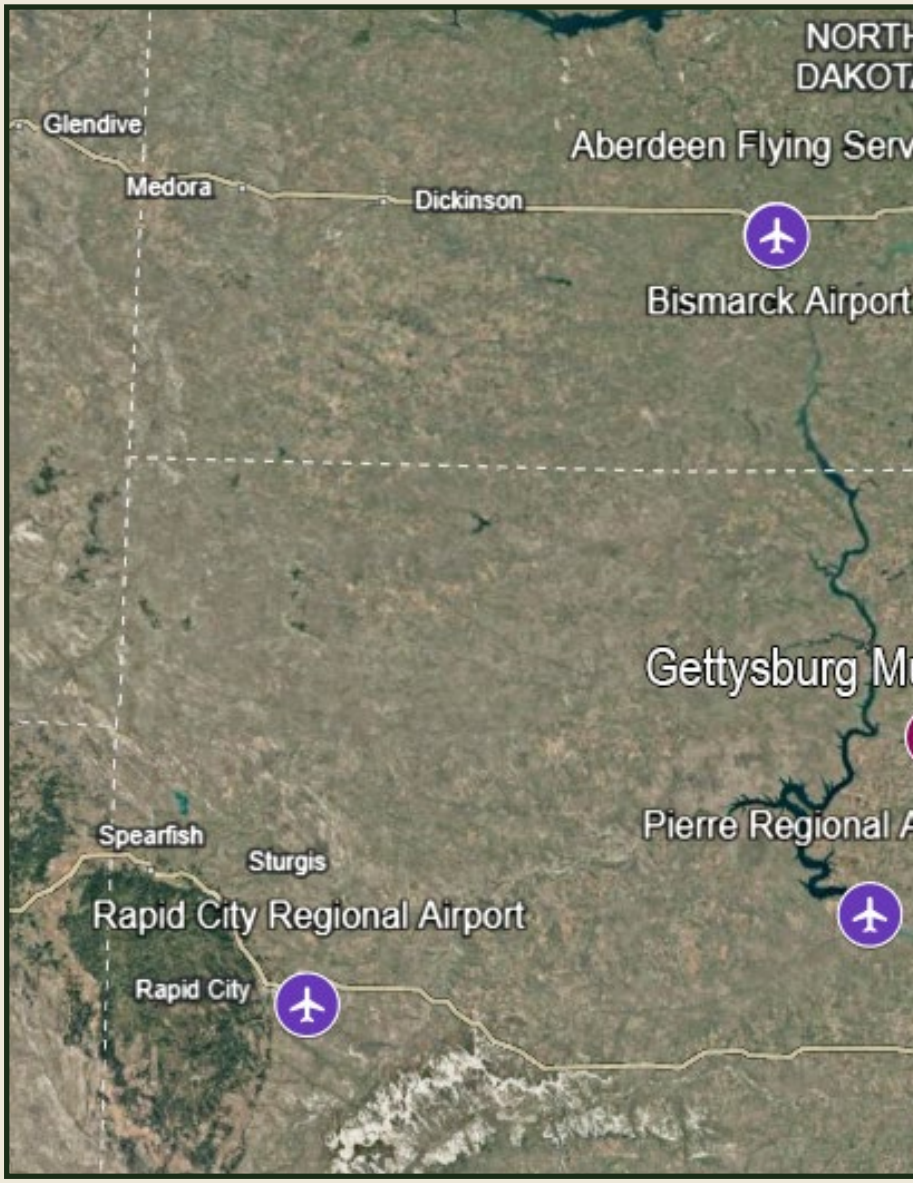


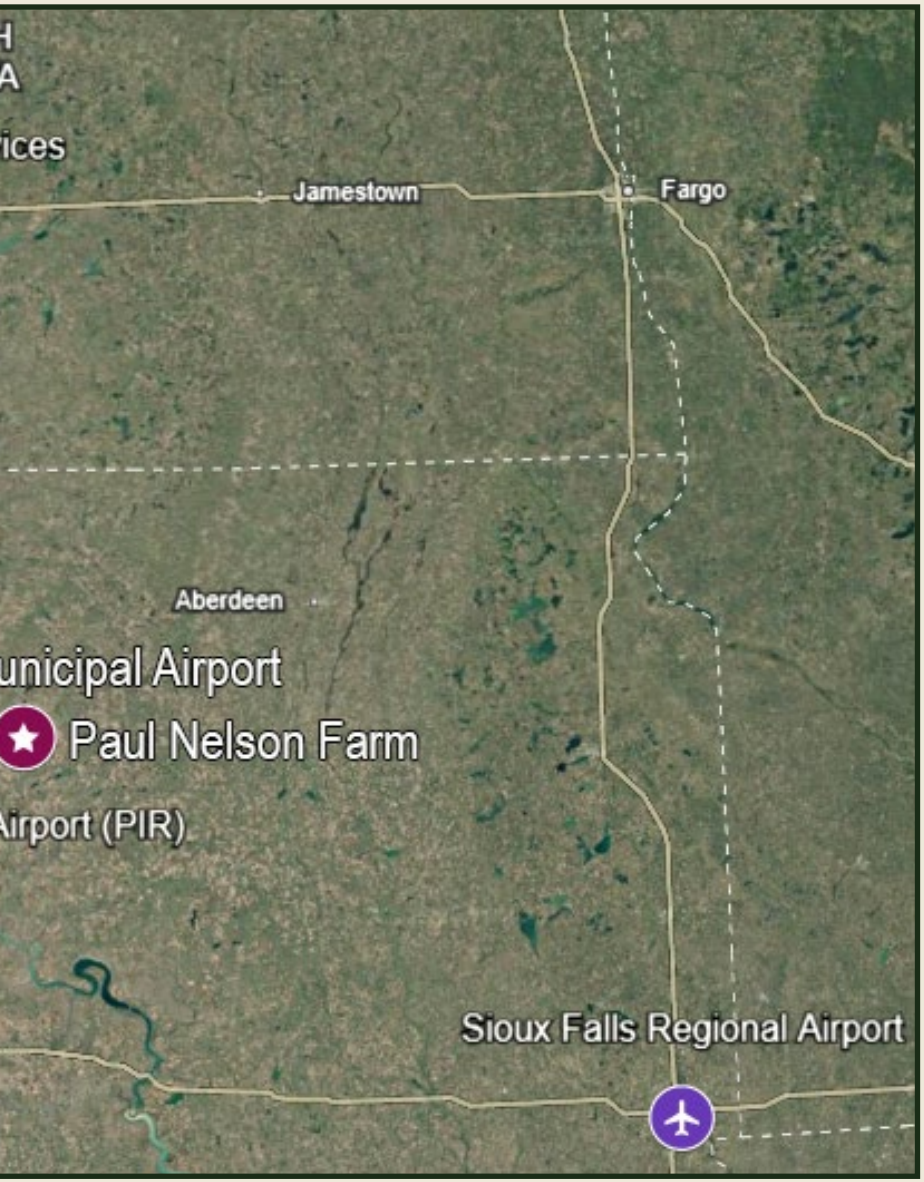




LOCATION

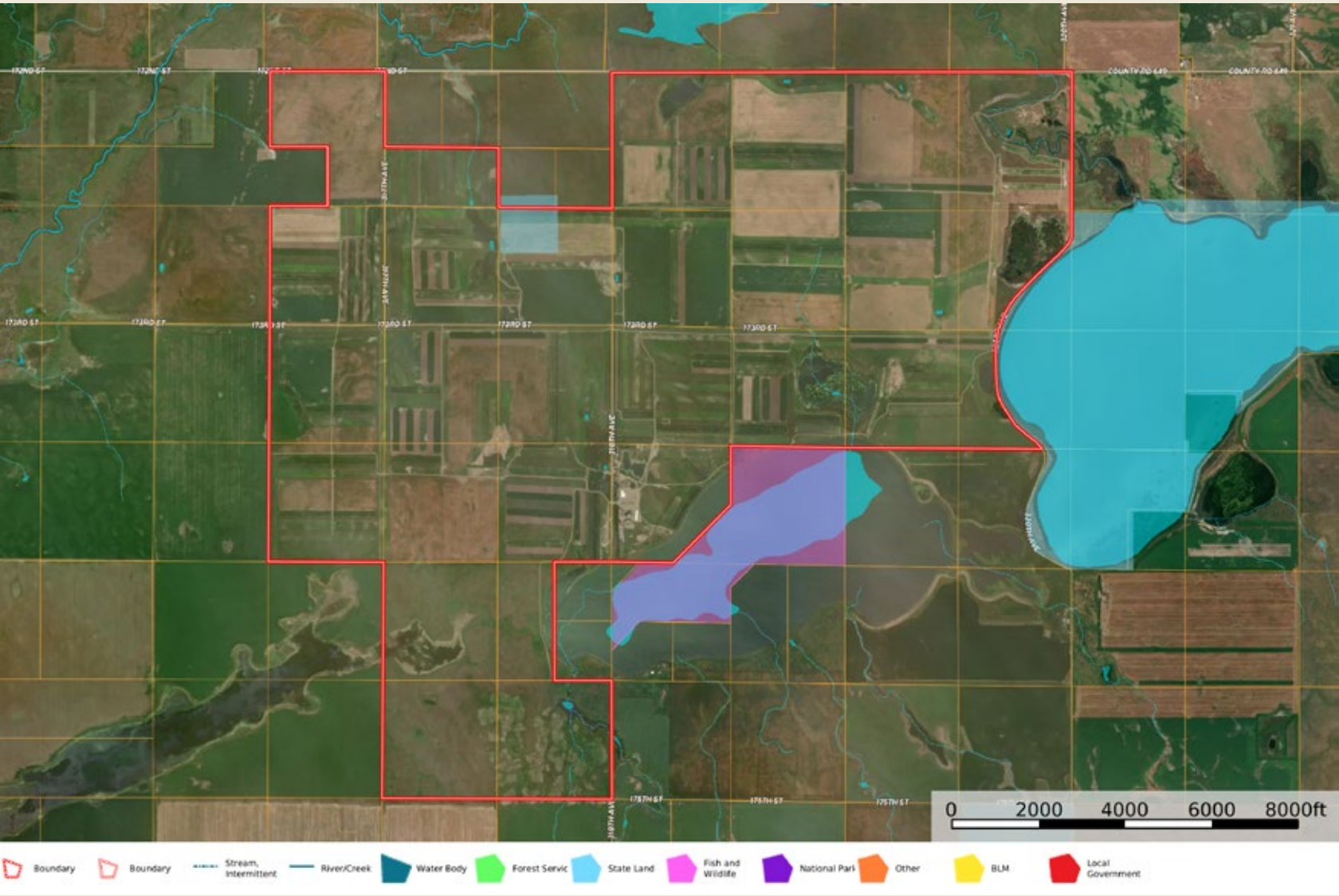
Gettysburg, South Dakota, sits at the geographic center of the state in Sully County, a lightly populated agricultural region defined by glacial geology, rolling terrain, and a concentration of wetland basins that few parts of North America can match for upland bird production. The surrounding landscape has not been substantially altered by development, which preserves the conditions that make the ground valuable. Gettysburg Municipal Airport accommodates private aircraft, and the property connects to regional charter routes serving major Midwest and Plains hubs. For buyers evaluating recreational land, Sully County offers productive acreage at valuations that remain modest relative to comparable properties in Montana, Wyoming, and the Mountain West.





AIRPORT SERVICES

Gettysburg Municipal Airport accommodates private aircraft and sits just minutes from the property. For commercial service, Pierre Regional Airport is approximately 60 miles south, while Bismarck and Aberdeen offer additional regional options depending on flight availability. Guests seeking the broadest range of commercial connections can fly into Rapid City Regional Airport, roughly three hours away, with routes linking directly to major hubs nationwide.


0
2000
4000
6000
8000ft
Boundary
Boundary
Stream, Intermittent
River/Creek
Water Body
Forest Servic
State Land
Fish and Wildlife
National Parl
Other
BLM
Local Government

MINERAL RIGHTS

All mineral rights appurtenant to the property and owned by the seller will convey to the buyer at closing. Mineral rights are not guaranteed. It is suggested that the buyer conduct a mineral search with a title company.

CONSERVATION | STEWARDSHIP

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



Paul Nelson Farm | Gettysburg, South Dakota

SUMMARY

Serious wing shooters understand the distinction between a managed pheasant operation and a genuine wild bird experience. Paul Nelson Farm sits firmly in the latter category, and the difference is apparent from the first hour in the field.

The Missouri Coteau plateau is not incidentally productive. The glacial geology creates a density of pothole wetlands, native grass, and shelterbelts that function as a natural pheasant factory, and Sully County sits at the center of it. What Paul Nelson Farm has done is take that geographic advantage and compound it through decades of deliberate habitat stewardship. At 4,277± acres, the property gives hunters plenty of room to work. Guides put parties into fresh cover throughout the day without retracing ground, and the dogs are hunting real habitat, not mowed strips between planted cover blocks. Roosters here hold tight, flush hard, and present the kind of shooting that reminds you why this sport commands the time and expense it does.

Having evaluated upland operations across the Americas and Europe, the benchmarks applied are simple: legitimate habitat, professional guiding, and a lodge that does not ask you to compromise after a demanding day in the field. Paul Nelson Farm meets all four without qualification. Properties at this standard, combining acreage, habitat quality, operational infrastructure, and an established client base, surface rarely. When they do, the people who know what they are looking at move quickly.



Paul Nelson Farm | Gettysburg, South Dakota

FAY RANCHES

PRICE

$74,500,000

TERMS

Cash
Conventional Financing
1031 Exchange

CONTACT

Please contact **Robb Nelson at (605) 549-5744 | rnelson@fayranches.com** to schedule a showing. This is an exclusive listing. An agent from Fay Ranches, Inc. must be present at all showings, unless otherwise noted or other arrangements are made. To view other properties we have listed, please visit our web page at *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.




PAUL NELSON



REAL ESTATE RELATIONSHIPS DISCLOSURE

(This document is NOT a contract between you and this firm. This document is being provided to you as a consumer as you have not indicated to this agent you are a client with a written contract to another real estate firm).

As required by South Dakota Law, each firm has a responsible broker who must provide a written disclosure of the specific agency/brokerage relationships their firm may establish **PRIOR** to their agent discussing your confidential buying, selling, or leasing objectives of real estate or business opportunity. The following agency relationships are permissible under South Dakota law.

The office policy of Fay Ranches (firm) is to provide the relationships marked. This disclosure was provided by (agent) Robb Nelson on behalf of Robb Nelson (responsible broker).

When all agents of this firm represent only you:

☐ **Single Agency** is when a firm and all of its agents represent **only** you and advocate for **only** your interests during a transaction. If at any time during the transaction any agent of the same firm represents both you and the other party, limited agency applies.

When only individually named agent(s) of this firm represents you:

☐ **Appointed Agency** is when a responsible broker names a specific agent(s) of the firm to represent **only** you and advocate for **only** your interests during a transaction. Agents within the firm who have not been specifically appointed do not represent you and cannot advocate for your interests. If at any time during the transaction the responsible broker or a non-appointed agent within the firm represents the other party, limited agency applies to the responsible broker. If at any time during the transaction your appointed agent(s) represents both you and the other party, limited agency applies.

When all agents of this firm represents both purchasers and owners:

☐ **Limited Agency** is when a firm represents both sides to a transaction and no agent within the firm solely represents you or solely advocates for your interests. Limited agency **may only occur** with prior written permission from both sides to a transaction. Within limited agency, the limited agent is required to represent the interests of you and the other party equally, and the agent cannot disclose your confidential information to the other party unless legally required to by law.

When a broker does not represent either party to a contract:

☐ **Transaction Brokerage** is when a broker or agent assists one or more parties with a real estate transaction without being an agent or advocate for the interests of any party to the transaction.

Acknowledgment: I have been provided a copy of this disclosure indicating the brokerage and agency relationships offered by this firm. If this is a residential transaction, I also acknowledge the agent has given me a copy of the Consumer Real Estate Information Guide in booklet/printed format, or, if not provided, I authorize the agent to provide the guide electronically, as an attachment or link, to access the electronic version of the guide, at _____ (e-mail).

Signature(s) _____ _____ Date _____

*When you choose **not** to have an agency relationship with a firm:*

I acknowledge the firm/agent named above does not represent me as a client. If I am a customer to a real estate transaction I understand the firm/agent may be acting as an agent for the other party of the transaction.

Signature(s)_____ _____

Date_____

