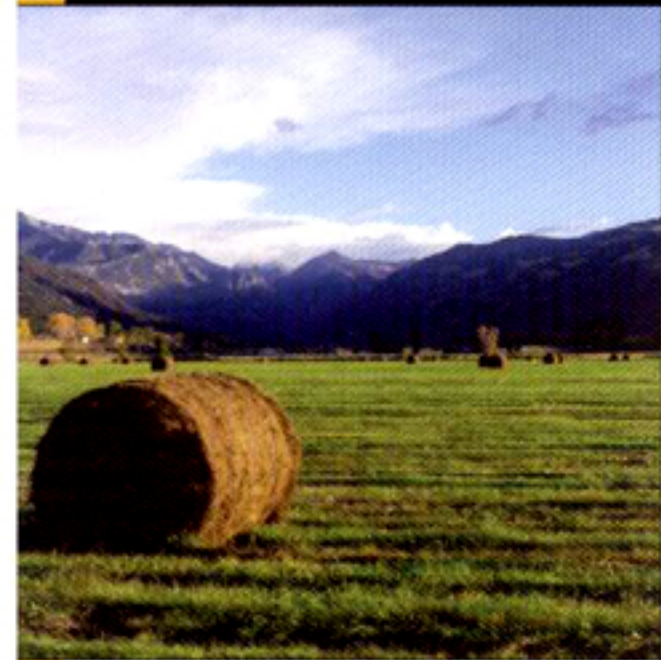


# CENTURY 21<sup>®</sup> COMMERCIAL FARM AND RANCH



## THE OPPORTUNITY

CENTURY 21<sup>®</sup> Commercial sales professionals understand that evaluating commercial real estate means understanding the potential return on investment. Whether this is your first venture at entrepreneurship or you are a well-established business owner, your interests are always our number-one priority. CENTURY 21 Commercial sales professionals can help you to locate, evaluate and negotiate commercial real estate while understanding your concerns, including asset value, productivity, efficiency and investment preservation.

The CENTURY 21 Commercial Network realizes that investment value is based on your specific objectives and offers assistance while keeping in line with your interests, goals and capabilities.

## FARM AND RANCH OVERVIEW

Farm and Ranch properties present a wide variety of options—whether you are looking to buy, lease, or invest in an agricultural enterprise. Agricultural acreage primarily produces food products, with hunting and/or recreation being of significant value to some ranches. Related "agri-business" properties encompass a broad industry that spans food processing, storing, and marketing. CENTURY 21 professionals have training available to them to help you understand production acreage and the investment potential of agri-business.

## PROPERTY CHARACTERISTICS

Farms and ranches are generally classified by either size or income. For example, large properties may have more than 10,000 acres whereas smaller ones may be suitable for only a part-time income. Whether you are looking to assume existing production or to start up a new agri-business, CENTURY 21 Commercial professionals will provide the assistance to help locate the property that aligns with your resources and location requirements.

## SPECIAL CONSIDERATIONS

CENTURY 21 Commercial sales professionals can facilitate the process of analyzing location, trends, populations and other demographics that may help to minimize risk. In addition, CENTURY 21 Commercial sales professionals have access to resources that can help to assess the challenges associated with zoning, environmental and occupancy requirements. A Cash-Flow Model might also be used to analyze and estimate an investment's income, expenses, and yield. The availability of forecasted conditions in the real estate market and the impact on a given property may also be used to evaluate each potential investment.

## EXPERIENCE AT YOUR SERVICE

The CENTURY 21 Commercial Network leverages the distinguished reputation of the Century 21 Real Estate Corporation—the franchisor of the world's largest residential real estate sales organization, providing comprehensive training, management, administrative and marketing support for the CENTURY 21 System.

This System brings together industry resources, technology and the experience of more than 118,000 trained professionals at independently owned and operated franchised broker offices in more than 40 countries and territories worldwide.  
[www.century21.com/commercial](http://www.century21.com/commercial)

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*Gold means Sold*

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