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## **Barnes Realty says farmland investment avoids economic pitfalls**

Barnes Realty

Investing in the stock market can be a stomach-churning roller coaster ride, but investing in farmland provides stability for the long-term, according to Rick Barnes, owner of Barnes Realty.

"Farmland provides a solid, long-term investment compared to stocks and bonds," he said. "You have control of it. It's not just a piece of paper with someone on Wall Street manipulating its value. It's a solid way to increase net worth."

Barnes, who has nearly 40 years of experience helping investors find farmland throughout the Midwest, said land appreciates steadily through the years and is an excellent hedge against inflation.

"I've seen a lot of people with 401(k)s retire at 60 and do pretty good for awhile," he said. "Then with inflation or problems with the stock market, they run short of money and have to go back to work. That doesn't happen with farm land."

Some investors may be hesitant to buy farmland because they don't know how to find renters, but Barnes Realty can help. "Farmland management is another part of our business," Barnes said. "We can find someone to rent the land and we'll make sure that the rent rate keeps pace with the market."

And investors don't need to worry about finding new renters, if necessary. "If you lose the farmer that is renting your land, there are usually 10 more looking for farmland to rent," Barnes said.

All of this means that people who invest in farmland are building wealth two ways: from the appreciation of the land and from income from those renting it.

Barnes Realty can help investors find exactly the right farmland, since it lists property throughout the Midwest and has a long history in the business. Barnes founded the company in 1985 after working for another broker for nine years.

"The business was started toward the tail end of the great farmland bust of the early 1980s," he said. "Initially, we sold mostly farmland and recreational properties in Holt, Atchison, Nodaway and Andrew counties in Missouri, but as time passed, opportunities presented themselves to allow us to provide our services to a larger and larger geographic area.

"Over the years, we've become known as the 'go to' realty company if you're interested in buying farmland here in the Midwest."

As the company grew, Barnes realized it needed a faster way for clients to view its listings.

"We started by using a small airplane, but eventually began using a helicopter, which did a much better job for us," said Jamie Barnes, Rick's son and business partner. "A couple of years ago we upgraded to the Robinson R44 Raven II helicopter that we're using today. It's proven to be an extremely useful tool in our business by helping us cover a much larger geographic area of the Midwest."

Another way that Barnes Realty has expanded has been by auctioning properties.

"Currently, good farmland sells best when offered publicly at auction," Rick Barnes said. "We don't wear hats, belt buckles or boots and we don't chant. Nonetheless, our auction methods have been well received by our attendees because it's all so easily distinguishable and not hard to understand."

Barnes said farms are sold in a variety of ways. They can be broken down and offered as multiple parcels or kept together as one package. However the land is sold, Barnes uses numerous advertising venues, including Internet

sites, email and old-fashioned regular mail sent directly to potential buyers.

Barnes noted that although many investors are turning to farmland as a way to make money, good land at a reasonable price is still available.

“Even though we all agree that land is selling at an all-time high, it’s our feeling that any astute buyer can watch this land market closely and, over a reasonable period, will surely find a good buy,” Barnes said. “If you’re an investor, don’t be discouraged. Join our email list and we’ll keep you notified of all we are doing.

“You never know, we may be offering your next farm and it’s right on our list.”

Prospective buyers can see aerial photographs and videos on Barnes Realty’s website [BarnesRealty.com](http://BarnesRealty.com) and its YouTube channel.

Barnes Realty is located in Mound City, Mo., with a branch office in Hiawatha, Kan. Interested clients may call the Mound City office at 660-442-3177 or Hiawatha office at 785-742-4580.