

# EDWARDS RANCH

## QUAY COUNTY, NEW MEXICO

32,170.7 Deeded Acres, More or Less  
6,687.5 Acres New Mexico State Lease  
1,360.0 Acres - Free Use  
40,218.2 Total Acres, More or Less



OFFERED CO-EXCLUSIVELY BY:

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We are excited and pleased to be able to offer for sale this large, well improved working cattle ranch. The Edwards Ranch is located about 15 miles from Tucumcari, the County Seat of Quay County, New Mexico. The ranch is conveniently located just off Interstate 40, with access to the ranch headquarters provided by a well maintained graded county road.

The property is a desirable combination of deeded, state lease and free use land. Because the county road terminates near the headquarters on the extreme west boundary of the property, and no public roads enter into or run through the ranch, no public access is available to the many scattered blocks of New Mexico State Lease. This being the case, the ranch is under no obligation to allow access to public hunters on the state leased land.





The terrain of the Edwards Ranch is characterized as being very diverse. Much of the ranch is located in a low lying flat or bowl surrounded by elevated, rocky mesa side slopes.

Elevations range from about 4,200 feet to 4,450 feet throughout the flats and low creek bottom drainages. The mesa side slopes and rims generally elevate from 5,000 feet to 5,300 feet. Soils vary throughout the ranch, but principally range from Red Clay to Sandy Loam soils with sandstone rock outcrops common along the elevated side slopes.



The pasture supports a good mix of native grasses including varieties of grama, buffalo, galleta, bluestem, dropseed and sideoats. Scattered concentrations of mesquite and cholla are found in the lower flats and juniper becomes common as the ranch transitions to the more rugged mesa side slopes.

According to information provided by the U.S. Climate Data Website and the Agri Science Center at Tucumcari, the historic average precipitation for Tucumcari is between 16.3 inches and 16.6 inches per year, depending on the source. This area and much of the United States has been under a very severe drought for over 2.5 years. According to the Agri Science Center, the Tucumcari area only received 9.4 inches of moisture (57% of normal) for 2011 and 6.5 inches of moisture (39% of normal) for 2012. Because of this crippling drought, the property's historic stocking rate has been substantially reduced. Normally, the ranch is rated as a 600 – 700 cow/calf ranching unit, but the current stocking rate has been reduced to approximately 225 cows/calves due to the drought. Like all other ranches in this area, the extended drought has compromised the native grass turf, but this is a strong grass country and desirable moisture in the future should lead to a favorable recovery.

Subject to sale, withdrawal, or error.

**“RANCH PHOTOS TAKEN PRIOR TO THE DROUGHT”.**



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The Edwards Ranch is fenced and crossfenced into approximately 15 pastures and several handy shipping/holding traps. Generally, all fences are in good to excellent condition. In places, along portions of the north, southwest and south sides of the property, the mesa rims and side slopes are used as natural operational boundaries and no fences are needed. Shipping and holding traps vary in size from 80 to 640 acres and pasture sizes range from around 1,500 to 3,200 acres.



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The Edwards Ranch is believed to be one of the best watered ranches in Eastern New Mexico. Water sources are provided by 9 electric submersible/solar wells, several windmills and a live flowing spring. Many of these wells are tied to an extensive waterline network which transports water throughout the ranch, including to the ranch headquarters. The wells generally pump in the range of 5 – 6 gallons per minute, up to 11-12 gallons per minute. Depth of most of the wells ranges from 200 – 250 feet; however, two of the wells are 600 to 700 feet deep. One additional well has been drilled, but has never been equipped as it has not been needed. The live spring, which is located in a mesa header canyon flows around 7 gallons per minute, even during the drought. This desirable spring is also tied into the waterline system. Totally, it is estimated the ranch has over 40 miles of waterlines with drinking troughs and large water storages strategically positioned throughout the waterline system. This very well designed waterline provides water to most all portions of the ranch, and generally speaking, livestock never need to travel over 1 mile to find a dependable water source.

In addition to the wells, waterlines, storages and drinking troughs, the ranch also has numerous dirt tanks and creeks that normally serve as seasonal sources of livestock water. However, because of the extensive waterline network, the ranch is not dependent on these supplemental water sources.





The Edwards Ranch is improved by a well designed, very functional set of shipping pens equipped with scales. These pens are located at the headquarters. In addition, the property has 7 other sets of large, well arranged working/branding pens. All pens have been very well maintained. There may not be another ranch in New Mexico better equipped to handle, work and ship livestock.



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Ranch headquarter improvements include a comfortable three bedroom two bath home and a new enclosed metal horse barn equipped with tack room, hay storage and Priefert box stalls. This attractive barn measures 40 X 50 feet with a 15 foot overhang/shelter above the horse stalls. Another nearly new improvement is the barn/shop building. This all metal structure measures 40 X 60 feet with a 15 foot overhang used for equipment storage. Other improvements include a railroad box car, overhead supplement feed bin and the very extensive set of main shipping pens which are equipped with nearly new electronic digital scales and a new scale house. All improvements are very well maintained.



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With the exception of a 160 acre tract, which is surface only, the seller is of the opinion he owns 50% of the minerals and 100% of the executive leasing rights. One-half of the seller's mineral interest and all of the executive leasing rights will convey with the property.

In reference to the minerals, approximately 10 years ago, a considerable interest in natural gas exploration occurred in this general area. An exploration company approached the owner of the ranch regarding the construction of a gas line easement through a portion of the property. After considering the potential threat of condemnation, the owner negotiated the easement right-of-way for \$80,000. Shortly thereafter, a 12 inch buried natural gas line was constructed across approximately 7 miles of the ranch. After the pipeline was constructed, the exploration company took bankruptcy, but because of stringent language in the easement document, all rights to the easement and the existing pipeline reverted back to the property owner. Then, in 2008, another exploration company approached the owner wanting to re-purchase the same easement and the existing pipeline. New negotiations began. The owner of the ranch negotiated a payment of \$100,000 for the easement and an additional payment of \$265,000 for the pipeline itself. The company also agreed to re-seed the pipeline easement. Because of cheap natural gas prices and other problems incurred by the exploration company, this company failed to perform and could not comply with the easement agreement. In November, 2010, ownership of this never used gas line again reverted back to the ranch. All ownership rights and future benefits from this gas line will convey with the property. This never used buried pipeline has become somewhat of a "cash cow", and could potentially continue to be a valuable asset in the future.





The Edwards Ranch is very realistically priced at \$325 per deeded acre and the New Mexico State Lease acreage will be assigned to the buyer at closing. This very desirable grazing lease currently costs \$3,212.63 per year or only 48¢ per acre based on 6,687.54 acres of New Mexico State Lease. Property taxes are also extremely reasonable, being only approximately \$2,775 per year, or 9¢ per deeded acre. No lease is paid on the 1,360 acres of scattered free use/uncontrolled land, and while the continuation of the use of this land cannot be guaranteed by the seller, all of this land is located in small scattered unfenced tracts with no legal access. This being the case, it appears this land should continue to be available in the future.

All water rights owned by the seller and 100% of the wind generation royalty rights will also convey with the ranch.

While the Edwards Ranch has historically been operated as a cattle ranching unit, antelope and mule deer are found on the property and some supplemental income from hunting is achievable, if desired.

Without question the Edwards Ranch is one of the best improved and most well watered ranches in Eastern New Mexico. All improvements are very well maintained and the ranch is ready to operate, only needing good moisture to “kick start” the grass. Ranches such as this are seldom offered for sale. The Edwards Ranch is truly a rancher’s ranch, priced to fit a rancher’s pocketbook. If you are seriously looking for a well improved working cattle ranch, you will have to look long and hard to find a better cow/calf ranching operation. Remember, this is an opportunity to take advantage of a fine, “drought out” ranch, as after the rains return, the price will likely increase. Even though the lack of moisture hurts the appearance of the ranch, pride of ownership is apparent. The good condition of all improvements offers a purchaser a desirable depreciation schedule, and it appears that no money will need to be spent updating, repairing or remodeling any of the present improvements.

For additional information or to schedule an inspection of the Edwards Ranch, please contact the seller’s agents.

**Offered Co-Exclusively by:**



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