

UTECHT LAND TEAM

WE SELL IT BECAUSE
WE LIVE IT



A DECADE OF SERVICE.

For the last 10 years, it has been our privilege to serve land and rural homeowners in southern Missouri and guide them through the buying and selling process. If you are thinking about buying or selling a property in Missouri, we would love the opportunity to discuss the current rural real estate market with you and show you how Whitetail Properties can assist you every step of the way.

Our understanding of property values and rural real estate markets comes not only from a decade of experience selling land but also from a lifetime of living the country lifestyle. We are Missouri landowners, cattle ranchers, and outdoorsmen who put that passion and expertise to work for you every day.

You owe it to yourself to work with a team that protects your interests and gets the results you need and deserve. When you're ready, give us a call for a free no-obligation evaluation of your property and see why landowners continually trust us with the largest financial decision of their lives.

UTECHT LAND TEAM



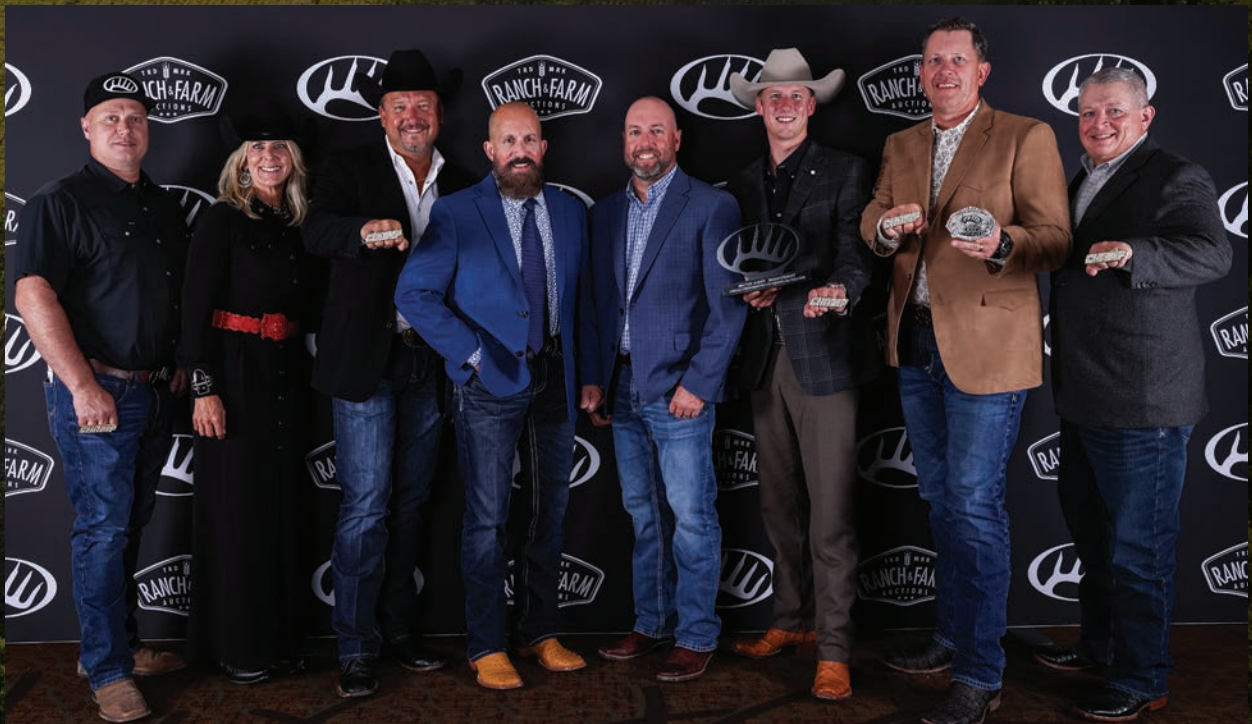
UTECHT LAND TEAM - 417.766.5595

A DECADE OF EXCELLENCE.

OVER \$400 MILLION IN LAND AND HOME SALES

UTECHT LAND TEAM ACHEIVEMENTS

- Missouri's #1 Land Team since 2014
- 2023 APEX Awards Regional Brokers of the Year
- 2023 APEX Awards Producers Club
- 2023 LAND STAR Annual Award Top Producer
- 2022 Whitetail Properties Top Land Specialists



UTECHT LAND TEAM - 417.766.5595

YOUR LAND AND RURAL HOME SPECIALISTS



Brian W. Utecht: Team Leader and Accredited Land Consultant / Land Specialist | 417.766.5595

Brian W. Utecht, Accredited Land Consultant, has over twenty years of experience and dedication as a land specialist, representing buyers and sellers of farm, ranch, recreational, timber and lake properties. Brian started the Utecht Land Team of Whitetail Properties and leads his skilled and ambitious team with passion and innovation. Being among the most highly awarded land specialists, Brian has led his team to be the top in the state and nation year after year.



ACCREDITED
LAND
CONSULTANT



ALCs are land professionals who are the most accomplished, most experienced and highest performing land experts. Becoming an ALC requires successful completion of a rigorous educational program, a proven track record of transaction performance and a commitment to professional growth.



Brock W. Utecht: Land Specialist and Utecht Land Team Director of Sales | 417.766.5595 | 417.766.8259

Brock W. Utecht, Master of Business Administration, is a seasoned Land Specialist serving Missouri on the award-winning Utecht Land Team. With a lifelong passion for the outdoors, Brock's deep-rooted connection to the land, combined with his expertise in finance and real estate, makes him a trusted professional in the industry.



Missouri State[™]
UNIVERSITY



Mike Harris: Land Specialist and Utecht Land Team Ranch and Farm Auction Director | 417.234.7654

Mike Harris is a dedicated and experienced Land Specialist in Southwest Missouri with over ten years on the highly awarded Utecht Land Team where he leads the Ranch and Farm Auction Division in Southwest Missouri. With a lifelong passion for the outdoors, Mike's deep-rooted connection to the land, coupled with his expertise in land management, cattle farming, and real estate, makes him a trusted professional in the industry.

COLLEGE
— of the —
OZARKS®

UTECHT LAND TEAM - 417.766.5595



Darin Jenkins: Country Home & Residential Specialist | 417.351.8989

Darin has been excited to take on the role of representing the sales of luxury, country and waterfront homes. He and his wife, Alicia, enjoy spending time in the great outdoors with their two wonderful children.

COLLEGE
— of the —
OZARKS®



Gordon Clift: Land Specialist | 417.844.5554

Gordon continues to bring our team success with his knowledge and expertise of habitat management, exceptional hunting properties across the state of Missouri and experience in construction. He has enjoyed another successful deer season and is already thinking about putting in food plots for clients.

Missouri State™
U N I V E R S I T Y



Jill Utecht: Horse Property Specialist | 417.766.5595

Jill, wife to Brian, has a rich history of creating ranches for horses and enjoying her share of saddle time on her star reiner. Jill takes pride in using her knowledge in the horse industry to market and sell equestrian real estate. Known for her compassionate nature and exceptional communication skills honed through years of patient care, Jill prioritizes the needs and goals of her clients above all else.

 UNIVERSITY OF
SOUTH DAKOTA

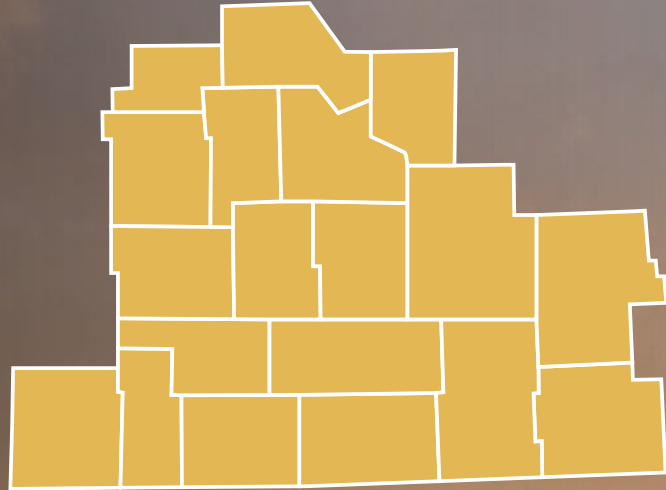
REFERENCES AND RESUMES AVAILABLE

UTECHT LAND TEAM - 417.766.5595

OUR TERRITORY

HICKORY
POLK
GREENE
CHRISTIAN
BARRY
STONE
TANEY
CAMDEN
DALLAS
WEBSTER













LACLEDE
PULASKI
WRIGHT
DOUGLAS
OZARK
TEXAS
HOWELL
SHANNON
OREGON



OUR EXPERTISE

A lifetime of experience as farmers, ranchers, hunters and living the country lifestyle gives us a deep understanding of land values and the market. By working with us to sell your property, you're not just getting agents; you're getting Land Specialists. You're getting a team that is passionate about living the outdoor lifestyle and has the knowledge to represent and sell all land types. Combine our passion with our unmatched marketing strategies, technology and networks and you have a formula of proven success working for you.

SPECIALIZING IN

- | | | |
|---|--|--|
|  Hunting Land |  Rural Homes |  Waterfront |
|  Recreational Land |  Equestrian |  Trusts/Estates |
|  Farmland |  Timberland |  Commercial |
|  Pasture Land |  Auction Services |  \$ 1031 |

UTECHT LAND TEAM - 417.766.5595

FEATURED SOLDS

This is the territory we represent and these are the results we will get you. Here are our historical sales:

Don't go with your average agent, choose the Utecht Land Team for the best listing experience and results at closing.

DOUBLE K RANCH

Barry County - 1659 ac±

ELK CREEK RANCH

Wright County - 330 ac±

REEVES RANCH

Wright County - 1500 ac±

WALLACE RANCH

Ozark County - 638 ac±

SMITH RANCH

Laclede County - 360 ac±

LARSON RANCH

Webster County - 1030 ac±

ROCKIN' STAR RANCH TABLE ROCK LAKE

Stone County - 134 ac±

OSAGE FORK RANCH

Wright County - 478 ac±

7 PONDS PLANTATION

Oregon County - 347 ac±

707 RANCH

Douglas County - 707 ac±

MUNGENAST RANCH

Stone County - 1011 ac±

CHAPMAN RANCH

Polk County - 270 ac±

GOWER EAST SUNSHINE PROPERTY

Greene County - 150 ac±

XTREME WHITETAILS HUNTING RANCH

Dallas County - 1060 ac±

ZIMMERMAN BLUE SPRING RANCH

Laclede County - 550 ac±

POCKET HOLLOW RANCH

Ozark County - 1645 ac±

KNOBBY OAK RANCH

Dallas County - 520 ac±

POMME DE TERRE RANCH

Hickory County - 380 ac±

WHISPERING OAKS GOLF COURSE LAND

Webster County - 319 ac±

TRUMAN LAKE RANCH

Hickory County - 361 ac±

STOCKTON LAKE RANCH

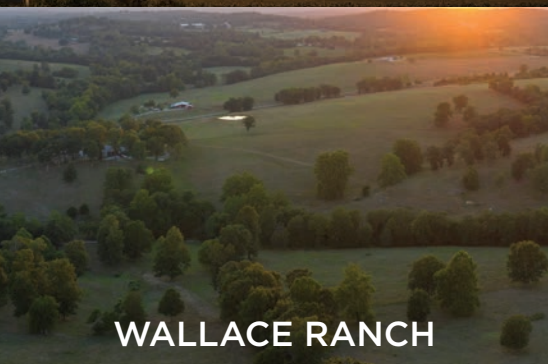
Polk County - 107 ac±

BEAR CREEK RANCH

Taney County - 1100 ac±

MILLER RANCH

Howell County - 475 ac±



WALLACE RANCH



GOWER EAST SUNSHINE



707 RANCH

AVERAGE DAYS ON MARKET LISTED TO CLOSED - 109 DAYS

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CLIENT SUCCESS STORIES

"Have purchased and sold several properties through the Utecht Land Team in SW MO. They have been wonderful to work with and are the best in the industry, in my humble opinion."

- **Jared M**

"Brian was so incredibly helpful and attentive to all the ins and outs of selling my parents' farm. It was especially a blessing since I am out of state. Both he, and Brock, were wonderful to work with and I am so grateful for them."

- **Lorraine E**

"Judi and I are happy to document our experiences working with Brian and Brock Utecht in selling our farm. We were led to this great team by a mutual friend and from our initial meeting to the closing we had nothing but positive and pleasant interaction."

Beyond the mutual friend introduction, we quickly learned that we had many other common interests and experiences; both came from a military background, both owned and operated farms, both loved the outdoors and hunting/fishing. At our initial meeting it was apparent that both Brian and Brock were listening carefully to our intent; we wanted a fair price but also wanted privacy and a rapid sale process. From that we received an acceptable offer in just days even before it was listed.

We are forever grateful and blessed by the entire process from start to finish. Brian and Brock are a very professional team. We highly recommend them to anyone."

- **Billy & Judi K**

"Thanks so much for your hard work and dedication toward selling my farm. This was a wonderful experience. I didn't dream that this would go so smoothly. The professionalism you displayed is second to none! I would highly recommend Whitetail Properties and the Utecht Land Team to anyone interested in buying or selling their farm. Whitetail Properties and you are a class act."

Very Best Regards,

- **Rusty J**

"Brian did an excellent job marketing my farm and getting it sold rather quickly. He is a superb realtor who went out of his way to keep me informed of the status of my property. I've worked with a lot of realtors over the years and Brian is the best by far. He is a true asset to your company and should be commended for his efforts. Thanks again Whitetail Properties!"

- **Travis K**

"Brian Utecht is an exceptional real estate agent. He did an outstanding job marketing my property. He worked with me and kept me up to date and informed consistently throughout the selling process. I am extremely pleased with the job he did. I truly do not believe I could have found a better agent."

- **Kristie M**

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NATIONWIDE NETWORK MEETS LOCAL EXPERTISE:

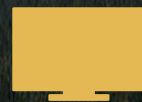
As a national real estate company, sellers who list with us have immediate access to our nationwide network of land buyers – people who are looking for a property just like yours. One of the incredible things about our great state is the diversity from region to region. Each one of our Land Specialists understands this and has in-depth knowledge of his respective territory. We uniquely position and market properties to highly qualified clientele by highlighting key, sellable features and property attributes through our own first-class video production and marketing company.

THE WHITETAIL PROPERTIES ADVANTAGE



14

PROPERTIES SOLD EVERY DAY
ON AVERAGE COMPANY WIDE



24

MILLION+

REACHED THROUGH WHITETAIL
PROPERTIES TV



500K+

FANS & FOLLOWERS



4

MILLION+

WEBSITE VISITS EACH YEAR



AMERICAN
LAND
MAGAZINE

REACH A 12,000+ BUYER NETWORK
WITH OUR BI-ANNUAL MAGAZINE



TENS OF
THOUSANDS

REACHED THROUGH THE
MONTHLY WHITETAIL PROPERTIES
E-NEWSLETTER

UTECHT LAND TEAM - 417.766.5595

HOW OVERPRICING THE MARKET IMPACTS YOUR PROPERTY'S VALUE



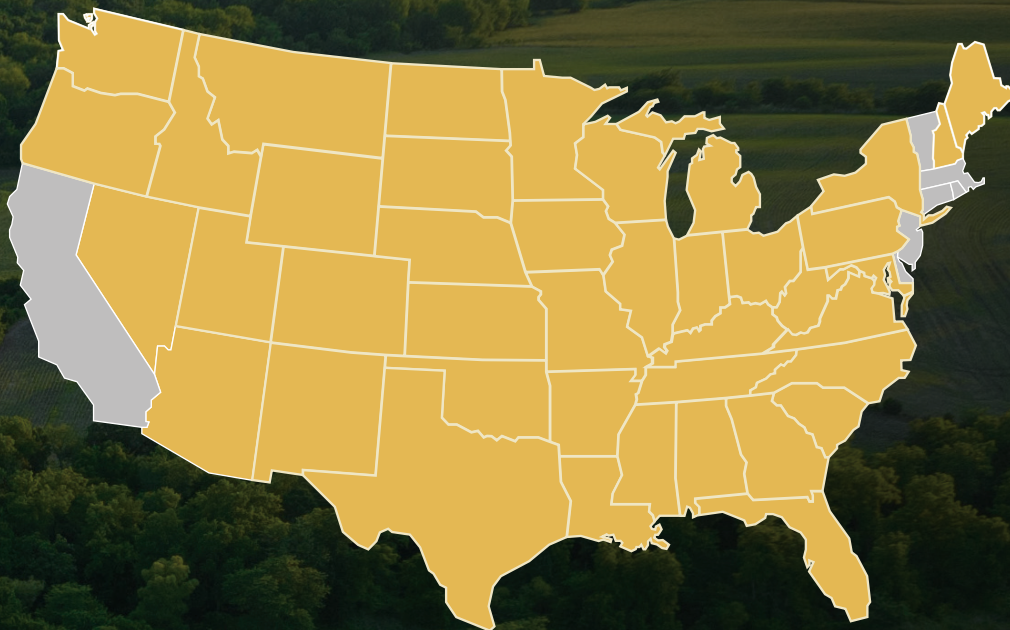
We often help sellers avoid the mistake of listing at a high price to test the market with the thought, “We can always lower it later.” This can be costly to the seller and is a strategy that usually backfires as most buyer interest occurs when the listing hits the market. If the initial wave of buyers finds the price too high, the property may sit unsold.

Properties listed on the market for a long time tend to lose buyer interest and can appear less valuable. Waiting for new buyers to enter the market can take longer than expected, prolonging the sale. This trend has long been observed across many categories of real estate and market cycles. Our experience and decades of success consistently shows pricing a property appropriately from the start attracts the highest and best offers quickly, most often resulting in the most money for your property.

Working with a qualified Land Specialist who deeply understands how to navigate market conditions ensures a well-guided listing process, a successful sale and the best outcome for you and your family. Don’t settle—choose the best representation with a proven track record of success that holds your best interests above everything.

UTECHT LAND TEAM - 417.766.5595

WHERE WE ARE



350
LAND SPECIALISTS

41
STATES AND GROWING

14
PROPERTIES SOLD
EVERY DAY ON AVERAGE
COMPANY WIDE

DIGITAL PARTNERSHIPS PROVIDING PREMIUM PLACEMENT IN SEARCH RESULTS



Land.com™

LandWatch™

Land And Farm

Signature Level Membership - Top 2% of Listings in Search Results.



11.3M
MONTHLY
NETWORK SITE
VISITS*

5X
MORE MONTHLY
VISITS THAN
LARGEST
COMPETITOR*

1.5M
AVERAGE DAILY
PROPERTY
SEARCHES

*Land Network SimilarWeb Competitive Analysis from 2022-10 to 2023-03

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WE LIST, SELL IT, AND MOST IMPORTANTLY WE LIVE IT

Clients working with the Utecht Land Team and Whitetail Properties can be confident in professional marketing for their property with our successful premium marketing package which includes:

UTECHT LAND TEAM MARKETING

PHYSICAL MARKETING

- Brick and Mortar Office Location in Marshfield, MO
- Digital and Static Billboards
- Livestock Sale Barns in Southwest Missouri

PRINT MARKETING

- Parade of Homes Magazine
- Weekly Trader Magazine
- Direct Mail Marketing of Each Listing



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WHITETAIL PROPERTIES REAL ESTATE **WE SELL LAND** WHITETAILPROPERTIES.COM



BRIAN W. UTECHT LAND TEAM | 417.766.5595

DIGITAL MARKETING

- Multiple Platinum Property Ads on Land.com Websites
- Utecht Land Team E-Newsletter
- TV and Radio Ads
- Social Media via Facebook and Instagram

WEB MARKETING

- LandBrokerMLS.com
- MyStateMLS.com
- Realtor.com
- Zillow.com
- Trulia.com
- LandHub.com
- Landsearch.com
- CowboysandIndians.com

LOCAL SPONSORSHIPS

- High School Sports Programs
- Rodeos, County Fairs, Truck Pulls, and more
- Ozark Empire Fairground
- Livestock Sale Barns in Southwest Missouri
- Billy the Kid - MMA Fighter
- DU, NRA, etc.



Land.com LAND STAR TOP PRODUCER Q2 2024

TOTAL SALES & TOTAL ACRES BY INDIVIDUAL TOP PRODUCERS MIDWEST

UTECHT LAND TEAM
SOUTHWEST MISSOURI LAND SPECIALISTS
417.766.5595

WHITETAIL PROPERTIES REAL ESTATE
HUNTING | RANCH | FARM | TIMBER
WHITETAILPROPERTIES.COM



Missouri Land Information

Internet data reveals \$7 billion of land for sale in Missouri, with tens of thousands of properties and rural land for sale in the state. LandWatch has a total of 276,818 acres of Missouri land for sale. The average price of Missouri land parcels and ranches for sale is \$447,012. Missouri's agricultural economy is diverse, with livestock and crop production playing significant roles. Cattle and hogs are the top livestock products, while soybeans, corn, and hay are the top crops. Additionally, Missouri is known for producing wine, poultry, and dairy products. The state's favorable climate and fertile soil make it a leading producer of agricultural commodities, generating billions of dollars in revenue each year. In terms of size, Missouri is the country's 21st largest state, encompassing 68,739 square miles (45 million acres). Wildlife species to be found on land for sale in Missouri include whitetail deer, turkey, quail, ducks, and dove. Anglers can enjoy casting for bass, catfish, walleye, pike, and trout.

Missouri's hunting land spans over 15 million acres, including public lands like the Mark Twain National Forest and state parks. The state is known for its abundant deer and turkey populations, as well as other game species like quail, pheasant, and waterfowl. Additionally, Missouri's conservation efforts and hunting regulations support sustainable wildlife populations and outdoor recreation.

[Read More about Missouri Land](#)

Popular Missouri Land For Sale

M3 Hilltop Ranch in Marshfield
8509 HWY C, Marshfield, MO, 65706, Webster County

\$10,170,000 • 1,356 Acres
4 beds • 3 baths • 2,408 sqft

M3 Hilltop Ranch is a sprawling property meticulously designed and equipped for high-end estate operations in idealized. The ranch encompasses productive land utilized for crop, hay production, and supporting A&P. The infrastructure is unparalleled, and the lake and ranch house create a beautiful setting.

John W. Utecht, ALC
Whitetail Properties

[Contact Seller](#)

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RANCH AND FARM AUCTIONS

Whitetail Properties offers world-class auction services through our sister company, Ranch & Farm Auctions. This collaborative effort provides exposure for your property at the national, state and local levels.

- An advantage with choosing an auction as your selling solution is setting a defined timeline for the sale of your property. Ranch & Farm Auctions has designed an auction process to help sellers reach their goals quickly with a strategy of taking the property to market and getting it sold in 90 days.
- Buyers participate on-site and live online with no contingencies. It's reassuring that bidders participating in an auction understand that the property is being auctioned "as is" and can not make their purchase contingent on outside factors.
- The competitive bidding environment Ranch & Farm Auctions creates at their auctions increases your opportunity for high profitability.
- The Ranch & Farm Auctions business model was specifically built with the understanding that an auction is the preferred method for buying and selling ranch and farm land.

LISTED TO PAID IN 90 DAYS



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10 WAYS TO INCREASE PROPERTY VALUE AND PROFIT

There are numerous ways to increase your property's value or income-earning potential. Let us help you understand which of these methods would be the most beneficial for you and your property. We also have established relationships with the professional individuals that you will need to contact and help you get the process started.

- 1. Generate Renewal Energy Income**
- 2. Lease Farming or Pasture Rights**
- 3. Lease Out Hunting and Fishing Rights**
- 4. Sell Unused Portions of the Property**
- 5. Improve the Property Infrastructure**
- 6. Improve/Harvest Timber**
- 7. Farm Tillable Acres or Utilize Pasture**
- 8. Enroll in Government Subsidy Programs**
- 9. Host Utility Infrastructure**
- 10. Cash-in on Carbon Credits**

SEE OUR
LISTINGS



UTECHT LAND TEAM

SOUTHWEST MISSOURI LAND SPECIALISTS

📞 **417.766.5595**

🌐 brian.utecht@whitetailproperties.com



WHITETAIL PROPERTIES REAL ESTATE

HUNTING | RANCH | FARM | TIMBER

WHITETAILPROPERTIES.COM

NOT INTENDED TO SOLICIT CURRENTLY LISTED PROPERTIES

WHITETAIL PROPERTIES REAL ESTATE, LLC DBA WHITETAIL PROPERTIES, DBA WHITETAIL PROPERTIES REAL ESTATE. LICENSED IN MO - JEFFERSON KIRK GILBERT, BROKER.