

EXCLUSIVE LISTING

TEE CROSS RANCH

± 40,533 ACRES | EL PASO COUNTY, COLORADO



480.483.8100 | LandAdvisors.com

EXECUTIVE SUMMARY



Tee Cross Ranch is a historic $\pm 40,533$ -acre working cattle and equestrian ranch located in El Paso County, Colorado, founded in 1950 by Bob Norris, the original Marlboro Man. Featuring deeded and state lease land, extensive improvements, and significant development potential, it combines ranching heritage with future growth opportunities near Colorado Springs.

SIZE

Total Acreage: $\pm 40,533$ acres

Deeded: $\pm 16,057$ acres

Colorado State Lease: $\pm 24,476$ acres (transfer subject to State Land Board approval)

LOCATION

This convergence of natural resources, strategic location, and rich legacy makes Tee Cross Ranch uniquely positioned as both a productive agricultural asset and a long-term investment opportunity.

PURCHASE PRICE

Deeded Acres:

> Western Lands: $\pm 3,429.89$ Acres - \$3,850/acre

> Eastern Lands: $\pm 12,627.48$ Acres - \$1,250/acre



INVESTMENTS HIGHLIGHTS



- > Western most portions of the ranch are in immediate proximity to Colorado Springs and the City of Fountain, providing future development potential.
- > Traversed by two perennial creeks—Black Squirrel Creek and Chico Creek—which run the full length of the ranch.
- > Includes two pivot-irrigated fields with water from groundwater wells, supporting agricultural operations.
- > Founded in 1950 by Bob Norris, a prominent figure in American ranching and the original Marlboro Man.
- > The Norris family maintains a respected legacy in ranching, philanthropy, and horse breeding across Colorado and the U.S.
- > Fully functional cattle and equestrian operation supporting over 1,000 cow-calf pairs.
- > Includes extensive infrastructure—residences, barns, sheds, corrals, fencing, and irrigated hay fields.
- > Offers expansive views of the Front Range and Pike's Peak.
- > Features hunting opportunities (big game, upland birds, predator), ATV trails, and ponds.



PROPERTY OVERVIEW



PROPERTY

Total Acreage	±40,533 acres
Deeded Acres	±16,057 acres
State Lease Acres	±24,476 acres
Closest Town	Colorado Springs
Elevation	5,600 ft
Irrigated Land	±240 acres (2 pivots)
Pasture Acreage	±40,403 acres

TAXES

\$11,886.62 (2024)

LOCATION

Tee Cross Ranch is situated approximately 15 miles southeast of Colorado Springs and just east of Fountain, Colorado, along the well-maintained, paved Squirrel Creek Road

EXISTING IMPROVEMENTS

- > Headquarters includes:
 - > Two Residences
 - > Multiple Cattle Sheds
 - > Historic Barn with Hayloft
 - > Corrals and Pens
 - > Horse Barn
- > Two Pivot Irrigation Sprinklers using Groundwater Wells

CURRENT OPERATIONS

- > Tee Cross Ranch operates a robust cattle division based in Fountain, Colorado with the property capable of sustaining ±1,000 cow-calf pairs
- > Its horse division, led by head trainer J.D. Wing in Mineral Wells, Texas, manages several proven stallions and show horses, sustaining a legacy of elite Quarter-Horse breeding and performance.

WATER RESOURCES

Tee Cross Ranch benefits from robust water resources with two quarter-section pivot sprinklers irrigating hay fields using groundwater from dedicated irrigation wells, and it also includes deeded, decreed water rights—specifically for Upper Black Squirrel Creek and augmented AGRA water allocations—ensuring reliable surface and underground supply



PROPERTY PHOTOS



PROPERTY AERIAL



PROPERTY AERIAL



PROPERTY AERIAL



PROPERTY AERIAL

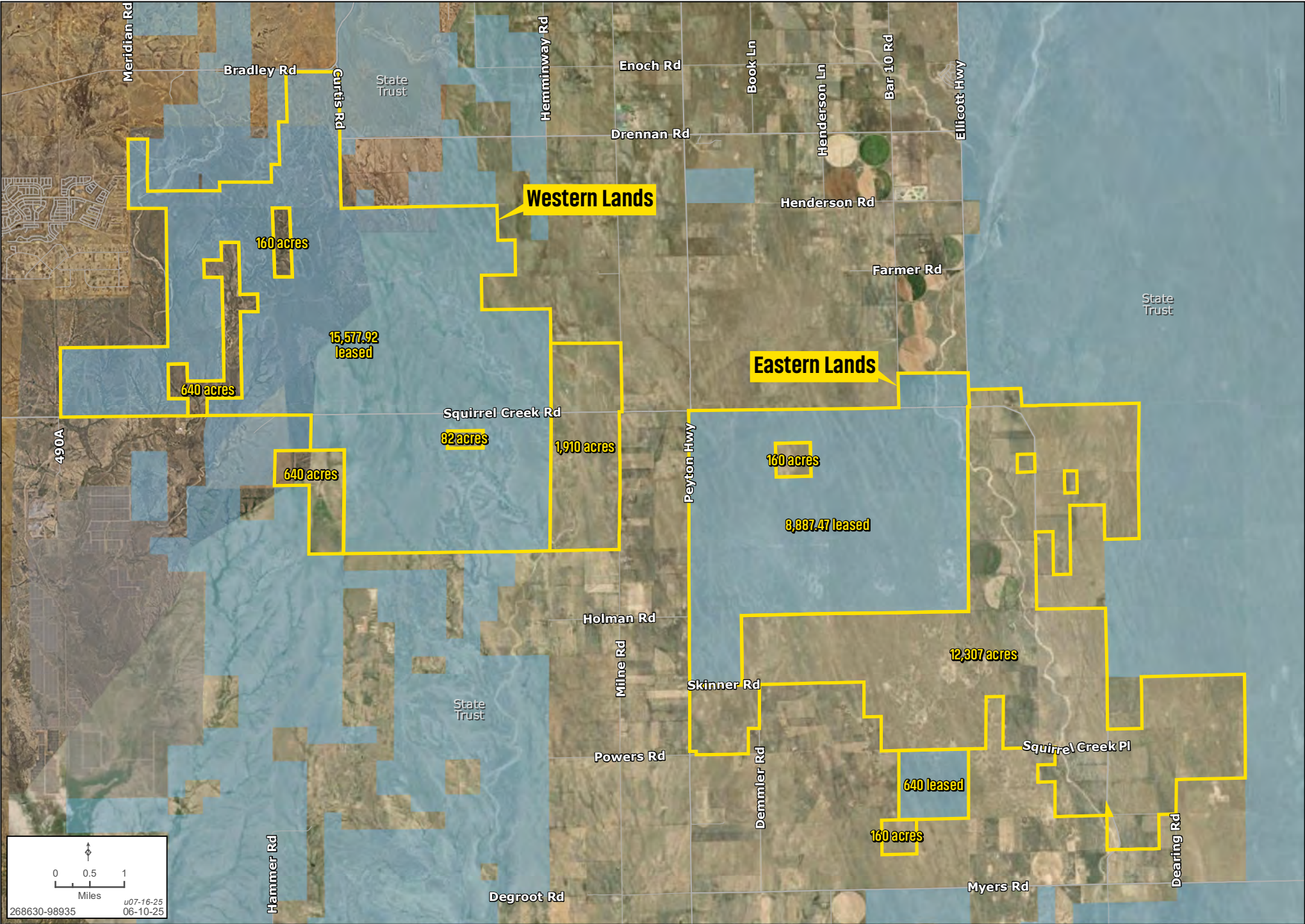


PROPERTY AERIAL



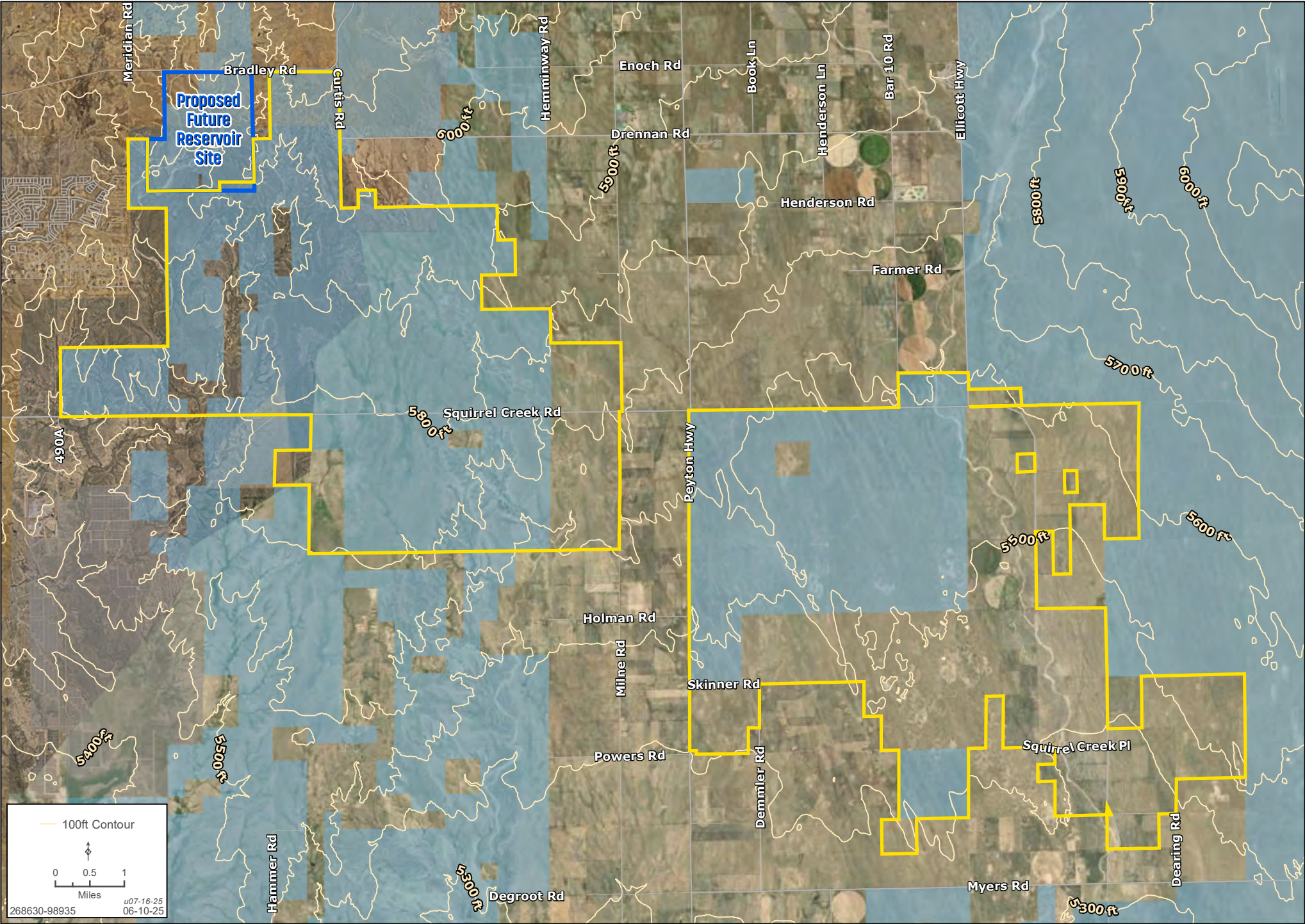
DETAIL | TEE CROSS RANCHES

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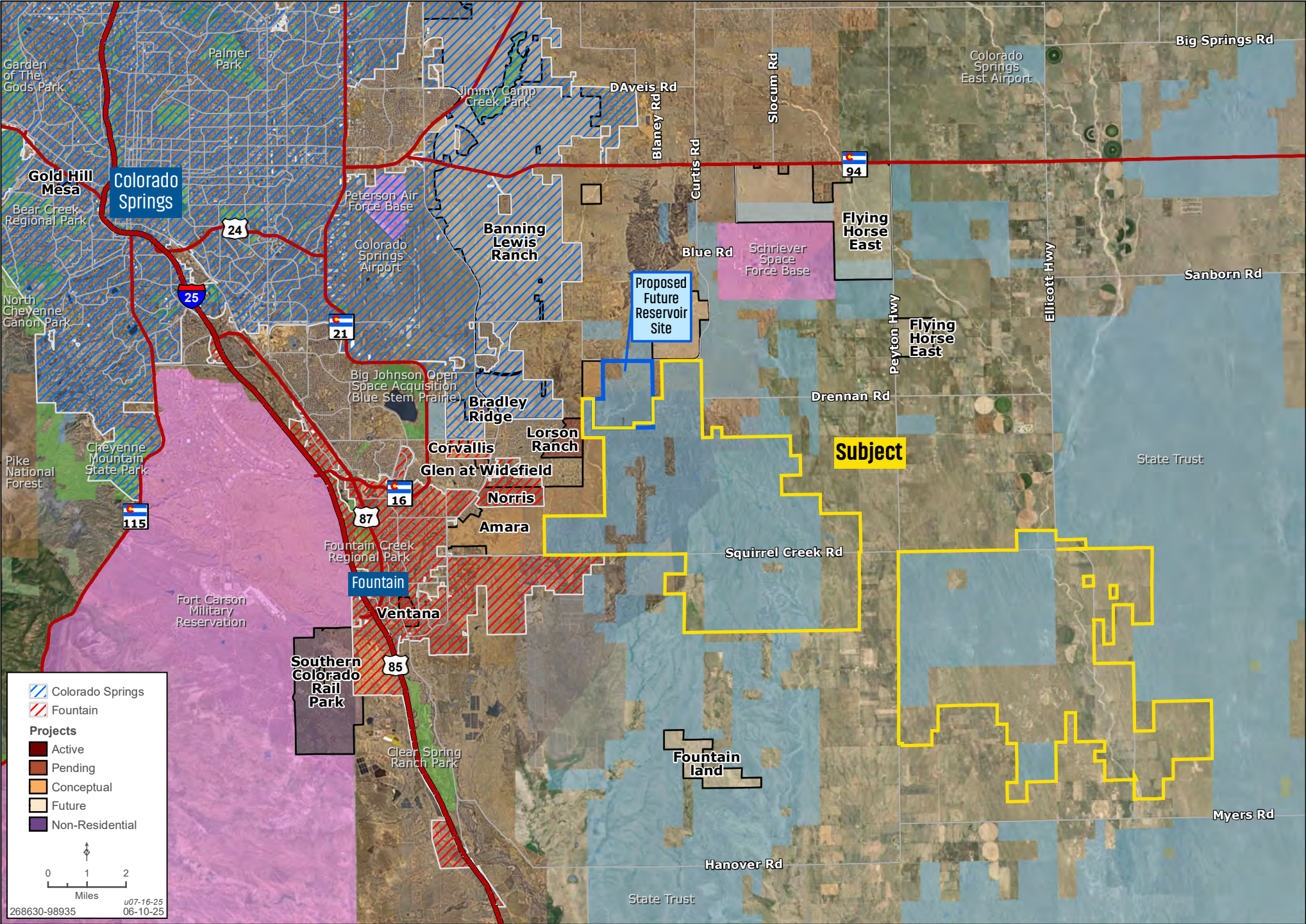
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DEMOGRAPHICS



Colorado Springs



493,554

Population



\$83,198

Median Household
Income



\$420,700

Median Property
Value



22.9 MIN

Average Commute
Time

City of Fountain



29,457

Population



\$85,246

Median Household
Income



\$370,000

Median Property
Value



—

Average Commute
Time

COMMUNITY OVERVIEW



Colorado Springs

The Colorado Springs market is one of the most dynamic and diversified economies in the Mountain West, anchored by a strong military and defense sector that includes Fort Carson (Army), Peterson Air Force and Schriever Space Force Bases, and the U.S. Air Force Academy.

These installations drive consistent demand for housing, education, and federal contracting. The region has also emerged as a national center for aerospace, cybersecurity, and defense technology, supported by over 100 cybersecurity firms and major employers like Northrop Grumman and Lockheed Martin. Tourism remains a vital contributor, with over 24.8 million annual visitors and iconic attractions like Garden of the Gods and Pikes Peak generating nearly \$3 billion in economic impact.

Population growth, spurred by inbound migration and military activity, continues to fuel one of the fastest-growing real estate markets in the country, with both regional and national builders active across the metro. The presence of institutions like UCCS and Pikes Peak State College, along with major healthcare providers such as UCHealth and Penrose-St. Francis, reinforce a strong base of employment in education and health services. Additionally, Colorado Springs' affordability, lifestyle appeal, and access to outdoor recreation make it a magnet for remote workers and growing professional services firms.

City of Fountain

The City of Fountain, Colorado, located just south of Colorado Springs, is a rapidly growing community shaped by its proximity to Fort Carson, which anchors a strong local economy in defense and public-sector employment.

With a current population of roughly 28,500 and projections exceeding 51,000 by 2050, Fountain is experiencing steady residential growth fueled by affordable housing and a young, working-class demographic. The city is strategically investing in logistics and industrial development, including a 3,000-acre rail-served business park, and benefits from direct access to major highways like I-25 and US 85/87. Fountain's population—largely composed of young families and middle-income earners—supports demand for new housing, services, and education. Its strong military ties, expanding infrastructure, and position within the broader Fountain Valley region make it a key growth node in the southern Colorado Springs metro area.



COMMUNITY OVERVIEW



Military & Defense

Largest economic contributor in the region

Key installations:

- Fort Carson (Army)
- Peterson Air Force Base
- Schriever Space Force Base
- U.S. Air Force Academy



Aerospace, Cybersecurity & Technology

Colorado Springs is a national cybersecurity hub with over 100 cybersecurity companies

Major employers: Northrop Grumman, Lockheed Martin, Boecore, Raytheon, Kratos

Hosts federal agencies including NORAD and Space Command, contributing to space and defense tech investment



Tourism & Recreation

Over 24.8 million annual visitors (2024 report) generating \$2.9B in economic impact

Major attractions: Garden of the Gods, Pikes Peak, U.S. Olympic & Paralympic Museum, Broadmoor Resort



Construction & Real Estate

One of the fastest-growing metros in the U.S.

Driven by military demand, inbound migration, and strong land development



Education & Healthcare

Major institutions: UCCS, Pikes Peak State College, Colorado College and private colleges

Health systems: UCHHealth, Penrose-St. Francis Health Services, Children's Hospital Colorado



COMPETITIVE PROJECTS



						
PROJECT	SEASONS AT THE GLEN	LORSON RANCH/TRAIL	RIDGE AT LORSON RANCH	RIDGE AT LORSON RIDGE	LORSON RANCH/SPRINGS	GLEN AT WIDEFIELD/ FILING 2A
Builder	Richmond American Homes	Meritage Homes	View Homes	Tralon Homes	Meritage Homes	View Homes
City	Colorado Springs	Colorado Springs	Colorado Springs	Colorado Springs	Colorado Springs	Colorado Springs
Master Plan			Lorson Ranch	Lorson Ranch	Lorson Ranch	Glen at Widefield
Product Type	Detached	Detached	Detached	Detached	Detached	Detached
Min Unit Size	1,520	1,617	1,375	1,443	1,866	1,620
Max Unit Size	2,180	2,212	2,376	1,943	2,419	2,431
Typical Lot Size	13,000	4,700	3,400	3,825	4,700	6,000
Lot Dimensions			40'x85'; 50'x110'	45'x85'		60'x100'
3 Month Sales Rate	1.00	3.67	1.33	1.67	2.67	4.33
Open Date	9/1/2024	7/1/2024	12/29/2024	3/1/2024	7/3/2024	6/20/2024
Total Units	52	121	75	44	100	51
Units Remaining	35	98	69	3	87	16
Last Price Change	4/10/2025	4/25/2025	4/23/2025	3/20/2025	4/29/2025	4/23/2025
Min Price	\$441,950	\$439,990	\$429,995	\$482,024	\$429,990	\$454,995
Max Price	\$503,950	\$478,990	\$534,995	\$495,234	\$556,990	\$507,995
HOA 1	0	0	0	0	0	8
HOA 2						
Assessments	0.92	1.05	1.05	1.05	1.05	1.05

COMPETITIVE PROJECTS



					
PROJECT	TRAILS AT ASPEN RIDGE	LORSON RANCH	BRADLEY HEIGHTS	BRADLEY HEIGHTS	HILLS AT LORSON RANCH
Builder	Richmond American Homes	D.R. Horton	Century Communities	Challenger Homes	View Homes
City	Colorado Springs	Colorado Springs	Colorado Springs	Colorado Springs	Colorado Springs
Master Plan		Lorson Ranch			Lorson Ranch
Product Type	Detached	Detached	Detached	Detached	Detached
Min Unit Size	1,370	1,291	1,654	1,607	1,542
Max Unit Size	2,420	2,415	2,237	2,782	2,376
Typical Lot Size	5,500	5,000	4,800	6,500	2,975
Lot Dimensions	50'x110'		48'x100'	50'x110'	35'x85'
3 Month Sales Rate	1.00	2.67	2.00	5.00	1.33
Open Date	3/26/2021	9/2/2023	1/13/2024	1/29/2024	5/22/2023
Total Units	116	299	84	82	50
Units Remaining	3	263	53	17	4
Last Price Change	4/13/2025	4/18/2025	3/31/2025	4/14/2025	3/12/2025
Min Price	\$434,950	\$436,990	\$464,990	\$429,900	\$444,995
Max Price	\$459,950	\$491,990	\$549,990	\$524,900	\$534,995
HOA 1	0	0	20	0	0
HOA 2				20	
Assessments	1	0.72	0.8	1.35	1.05

DIFFERENT BROKERAGE RELATIONSHIPS ARE AVAILABLE WHICH INCLUDE SELLER AGENCY, BUYER AGENCY OR TRANSACTION-BROKERAGE.

BROKERAGE DISCLOSURE TO BUYER DEFINITIONS OF WORKING RELATIONSHIPS

Seller's Agent: A seller's agent works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property. A separate written listing agreement is required which sets forth the duties and obligations of the broker and the seller.

Buyer's Agent: A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer. The buyer's agent must disclose to potential sellers all adverse material facts actually known by the buyer's agent, including the buyer's financial ability to perform the terms of the transaction and, if a residential property, whether the buyer intends to occupy the property. A separate written buyer agency agreement is required which sets forth the duties and obligations of the broker and the buyer.

Transaction-Broker: A transaction-broker assists the buyer or seller or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and assisting the parties with any contracts, including the closing of the transaction, without being an agent or advocate for any of the parties. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and, if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

Customer: A customer is a party to a real estate transaction with whom the broker has no brokerage relationship because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

RELATIONSHIP BETWEEN BROKER AND BUYER

Broker and Buyer referenced below have NOT entered into a buyer agency agreement. The working relationship specified below is for a specific property described as:

or real estate which substantially meets the following requirements:

Buyer understands that Buyer is not liable for Broker's acts or omissions that have not been approved, directed, or ratified by Buyer.

CHECK ONE BOX ONLY:

☐ **Multiple-Person Firm.** Broker, referenced below, is designated by Brokerage Firm to serve as Broker. If more than one individual is so designated, then references in this document to Broker shall include all persons so designated, including substitute or additional brokers. The brokerage relationship exists only with Broker and does not extend to the employing broker, Brokerage Firm or to any other brokers employed or engaged by Brokerage Firm who are not so designated.

☐ **One-Person Firm.** If Broker is a real estate brokerage firm with only one licensed natural person, then any references to Broker or Brokerage Firm mean both the licensed natural person and brokerage firm who shall serve as Broker.

CHECK ONE BOX ONLY:

☐ **Customer.** Broker is the ☐ seller's agent ☐ seller's transaction-broker and Buyer is a customer. Broker intends to perform the following list of tasks: ☐ Show a property ☐ Prepare and Convey written offers, counteroffers and agreements to amend or extend the contract. Broker is not the agent or transaction-broker of Buyer.

☐ **Customer for Broker's Listings – Transaction-Brokerage for Other Properties.** When Broker is the seller's agent or seller's transaction-broker, Buyer is a customer. When Broker is not the seller's agent or seller's transaction-broker, Broker is a transaction-broker assisting Buyer in the transaction. Broker is not the agent of Buyer.

☐ **Transaction-Brokerage Only.** Broker is a transaction-broker assisting the Buyer in the transaction. Broker is not the agent of Buyer.

Buyer consents to Broker's disclosure of Buyer's confidential information to the supervising broker or designee for the purpose of proper supervision, provided such supervising broker or designee does not further disclose such information without consent of Buyer, or use such information to the detriment of Buyer.

DISCLOSURE OF SETTLEMENT SERVICE COSTS. Buyer acknowledges that costs, quality, and extent of service vary between different settlement service providers (e.g., attorneys, lenders, inspectors and title companies).

THIS IS NOT A CONTRACT. IT IS BROKER'S DISCLOSURE OF BROKER'S WORKING RELATIONSHIP.

If this is a residential transaction, the following provision applies:

MEGAN'S LAW. If the presence of a registered sex offender is a matter of concern to Buyer, Buyer understands that Buyer must contact local law enforcement officials regarding obtaining such information.

BUYER ACKNOWLEDGMENT:

Buyer acknowledges receipt of this document on _____.

Buyer

Buyer

BROKER ACKNOWLEDGMENT:

On _____, Broker provided _____ (Buyer) with this document via _____ and retained a copy for Broker's records.

Brokerage Firm's Name: Colorado Land Advisors, LLC dba Land Advisors Organization

Broker

Tom Kasper

Wes Campbell

480.874.4334

WCampbell@landadvisors.com

Tom Kaufman

303.586.6916

TKaufman@landadvisors.com

303586.6916

Will Scherman

303.817.9325

wscherman@landadvisors.com

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