



HAGEMAN  
REALTY  
*Farmland Specialists*



We want to share the Hageman story of faith, family, and farmland that began in Remington, Indiana in 1976. Our predecessors worked together, as a family, to acquire and improve farmland by creating drainage systems, improving soil fertility, and implementing new agronomic practices.

The business evolved from selling our own improved farmland, repeating the process, into later assisting others with selling and buying land. Throughout nearly 50 years, our family has earned the trust of landowners and buyers in Indiana, Illinois, Texas, Arkansas and Wisconsin. The rich history and insights our family has cultivated over 4 generations separate Hageman Realty from our competitors.

Our knowledge as farmland specialists, combined with our reputation and service, has enabled us to successfully market millions of dollars of farmland properties. We also specialize in Commercial, Transitional, and Recreational Land sales and Development. We have confidence in our ability to successfully help every client through each step in the real estate sale and purchase process.

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HISTORY HERITAGE  
HAGEMAN

# OUR SPECIALTIES



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## FARMLAND SALES

- We use our years of experience to evaluate your land, determine the best method of sale, implement our marketing strategy, and will help you reach your land goals.
- Through 4 generations and over 40 years, we have developed a proven process that works. Our team works for you, and will help you make the best decisions for your land.
- With deep relationships and extensive contacts in the agriculture community, Hageman Realty brings unmatched resources to the table for every client.



## RECREATIONAL LAND SALES

- Our recreational specialists understand and practice conservation, responsible hunting, and everything that goes into creating high quality recreational land.
- We are deeply rooted in the world of recreational land, from buyers to tenants to developers, and have team members that develop land at very high levels. We understand government programs and how to use them to your benefit, and we will put our knowledge, experience and relationships to work for you.



## COMMERCIAL/TRANSITIONAL LAND SALES

- Our team of experts are very knowledgeable and experienced in selling commercial properties.
- We work closely with the Hageman Group, increasing your property's exposure to our large network of professionals and potential buyers.
- We have experience with transitional sales as well. Our team can help clients identify the best options for their unique property, whether the land is ideal for crop or livestock production, residential/commercial development, or energy production.



## FARM MANAGEMENT

- Hageman Realty has been involved with farm management since 1976. We offer a high-level program that will benefit you and your land, as well as your tenant(s).
- Rest assured that all details like leasing, soil fertility, drainage, government programs, improvements, and erosion control are being considered and cared for physically and financially.
- Through cultivating relationships with skilled farmers, Hageman Realty ensures that your land is cared for as if it were our own.



## GENERATIONAL CONSULTING

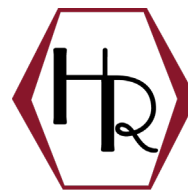
- Estate planning is an important aspect of owning land and making sure it benefits the next generation. Our team can help you navigate the transition, helping make sure your goals are met and carried out.
- Hageman Realty has experience in helping landowners through the ownership/generational transition. We work closely with attorneys, financial advisors, and other professionals to help you navigate the transition of expenses, taxes, and land transfers.



## COMPLETE FARMLAND EVALUATION

- Hageman Realty has an experienced team of farmland specialists that can evaluate your farm - looking at rent values, fertility, drainage, market timing, generational planning, and more.
- We use our experience and expertise to compile all of the information to give you a comprehensive evaluation, as well as recommendations on how to reach your farmland goals.

# THE HAGEMAN REALTY DIFFERENCE



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## EXPERIENCED

The Hageman Realty team is a multifaceted team of professionals with diverse backgrounds in the agriculture industry. We are comprised of farmers, engineers, business owners, financial specialists, insurance professionals, legal specialists, and conservationists. Each of our brokers bring a unique perspective and skill set to the table. Since 1976 and over four generations, our team has specialized in farmland sales, recreational land sales, and farm management. Together, we have built an unmatched team of specialists to help you meet your goals. We want your transactions to be simple, seamless, and successful. Experience the Hageman Realty Difference and allow our team to put our knowledge to work for you.



## CONNECTED

The diversity of our team brings unique and deep connections to many professionals and organizations, including but not limited to farming, agribusiness, banking, technology, and conservation. What does this mean for our clients? Our connections mean our team can get the information needed to market your listing efficiently and effectively. This also means our listings are presented to a diverse audience, helping our clients receive great exposure and get the most out of their property.

## TEAMWORK

At Hageman Realty, our brokers all work together. While we are a small team, we are mighty. We are specialists in a variety of areas, and together, we make a powerful team. We recognize our brokers' talents and will work together so that you, our clients, get the greatest outcome and help you maximize your potential.

## PUT THE CUSTOMER FIRST

Our team recognizes that you and your goals are our top priority. We put the customer first, and our team to work for you. Whether you are a first-time landowner, a third-generation landowner, or looking for land to develop your dream hunting property, our team of experienced brokers and support staff will help you reach your goals. We have been in your shoes; we know buying and selling land can seem daunting. Our team recognizes that, which is why we have developed a proven process that makes your experience with Hageman Realty simple, seamless, and successful.

## Our Sales Process

### 1 ASSESS

Applying our expertise in agriculture, land sale data, and knowledge of local markets, we assess the value of your land to determine the most competitive pricing and the method of sale that best fits your property.

### 2 MARKET

Hageman Realty specializes in highly effective marketing strategies. This includes advertising your farmland in multiple forms of print, internet, and social media platforms and utilizing our extensive network of buyers and investors. We work with clients to prepare and present offers and assist in negotiating price and terms of the sale.

### 3 CLOSE

We do the work to coordinate closing and take care of the details to ensure a simple, seamless, and successful transaction.

## Method of Sale



### EXCLUSIVE LISTING

Key benefits of an exclusive listing are the ability to control the process, which includes setting the price, negotiating with multiple potential buyers, and working with timing needs of those buyers. Another key benefit is the ability to bring all buyers to the process. Large institutional and investment buyers often have internal rules that prevent them from buying at auction. Open listings also provide opportunities for other brokers to bring their clients to the table.

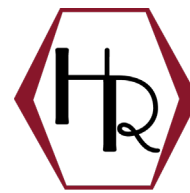


### AUCTION

A key benefit of the auction process is a known sale date, creating certainty if deadlines must be met. Another key benefit is urgency and competition created when multiple buyers are brought to the same location; especially if it is a high quality piece and multiple buyers, with a very strong need or emotional desire to own the land, are brought together.

# MEET THE TEAM

*Your Local Farmland Specialists*



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**REALTY**  
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**SARA HAGEMAN SCHENCK, ALC**

Managing Broker  
Farmland & Commercial Land Sales,  
Farm Management  
WAYNETOWN & REMINGTON, IN



**SUZY HAGEMAN RUST**

Broker  
Farmland, Commercial &  
Residential Sales  
REMINGTON, IN



**HINNERK WOLTERS**

Broker  
Farmland & Commercial Land  
Sales, Farm Management  
LEBANON, IN



**AMANDA ANDREONI**

Broker  
Farmland Sales  
UTICA, IL



**LONDON WELLMAN**

Broker  
Farmland Sales  
CLAY CITY & LAFAYETTE, IN



**SHAD SCHENCK**

Broker  
Farmland & Recreational Land Sales  
WAYNETOWN, IN



**JOCQUE SHELDON**

Broker  
Farmland Sales  
REMINGTON, IN



**KYLE SCOTT**

Broker  
Recreational Land &  
Farmland Sales  
INDIANAPOLIS, IN



**MADDISON CLARK**  
Broker Assistant



**JON FRISBY**  
General Counsel