ACQUIRING REAL ESTATE

Ask yourself these questions when considering whether to purchase or renting farm real estate:

- What township is the farm located in? What are the township’s ag zoning policies?
- Is farm enrolled in the Farmland Preservation Program?
- Amount of annual real estate taxes paid?
- Are real estate taxes paid/ current on farm?
- Does the farm have a soil and water conservation plan?
- Do you have recent soil test results showing pH and fertility?
- What is the water nitrate level in parts per million?
- Where is the well located? Is it up to code?
- What condition is the house in? Does it include a septic system or sand mound system? Check the roof, insulation and overall condition of the home.
- Price of farm?
- Price to rent real estate? If you rent, is there an option to buy?
- Is there a second house on the farm? If so, will the present owner live in it permanently? If so, is the house subdivided from the property you would purchase?
- Are there any mortgages or judgments held against real estate you are purchasing?

Adapted from Farm Transfers in Wisconsin — A Guide for Farmers

BUYING ASSETS

Questions to ask when buying personal property

Get the following information from a prospective seller when you seek to purchase personal
property such as livestock, machinery and feed:

**Cows**
- Pounds of milk sold (actual) for the most current year divided by all cows in herd. Look at daily milk slips.
- DHIA, protein test and fat test.
- Quality awards / premiums.
- Visit with the herd’s veterinarian on herd health. Find out herd history. (You’ll need current owner’s permission.)
- Has milking equipment been kept in good shape to prevent permanent damage to udders?
- Registered or grade cows?
- Hoof trimming program?
- A.I. - 100% bull requirements.
- Price.

**Machinery:**
- Type of machinery maintenance program farmer has followed.
- Price.

**Feed:**
- Harvesting methods.
- Price / ton or bushel or acre.

**Liens**
- Are there any liens against the personal property?

Adapted from *Farm Transfers in Wisconsin: A Guide for Farmers*