



Lake Sumner Ranch
DEBACA AND GUADALUPE COUNTIES, NEW MEXICO





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\$12,650,000 | 18,182± ACRES



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Executive Summary

The Lake Sumner Ranch is a unique 19,907± acre ranch property in DeBaca and Guadalupe Counties, New Mexico, offering both productive ranching and diverse recreational opportunities. Situated between Fort Sumner and Santa Rosa, the ranch features scenic landscapes with rolling hills, elevated benches, and river valley riparian ecology, particularly along the Pecos River and Lake Sumner. Notable water features include approximately 7± miles of Pecos River frontage, two large lakes, and multiple water wells, providing excellent livestock water and recreational opportunities. The ranch consists of well-maintained infrastructure, ranch headquarters, and livestock facilities. The Lake Sumner Ranch benefits from seasonal grazing on the Pecos River and Lake Sumner bottom, allowing for the crucial rest of the majority of the ranch during the growing season. The property is enrolled in GRP and CRP programs, generating generous supplemental income. With a combination of agricultural production, wildlife habitat, and recreational appeal, the Lake Sumner Ranch is a highly desirable investment.

Location

The Lake Sumner Ranch is located along the scenic banks of the Pecos River and Lake Sumner, approximately 15 miles north of Ft. Sumner and 30 miles southeast of Santa Rosa. The ranch benefits from a unique situation, offering maximum ease of access while experiencing minimal traffic. The ranch entrance is located on paved State Road 203 near the southeast corner, approximately 7 miles west of U.S. Highway 84. The continuation of SR 203 is an all-weather gravel county road, which bisects the ranch for approximately 8.25 miles, offering convenient yet low travel access to the ranch. A notable point of correction: some online map platforms show multiple "public roads" throughout the ranch. However, SR 203 (CR 3C) is the only public road through the ranch. For those who wish to travel by air, the Santa Rosa Route 66 Airport (KSXU) offers two paved runways, with Runway 1/19 being 5013x75 feet and Runway 8/26 being 4294x60 feet. The Portales Municipal Airport (KPRZ) is approximately 90 miles southeast of the ranch and offers an instrument approach on Runway 1/19 which is 5700x60 feet. Both general aviation airports are jet-capable and offer Jet A fuel. Albuquerque and the Albuquerque International Sunport are approximately 160 miles or 2.5 hours west-northwest of the ranch.





Locale

Lake Sumner Ranch is situated in the scenic Pecos River valley, with the river and Lake Sumner forming much of the east boundary of the ranch. Lake Sumner is a key recreational and historical landmark in New Mexico, formed by the construction of its dam over the Pecos River between 1935 and 1939. The lake area was once a hideout of the infamous Billy the Kid before his death in nearby Ft. Sumner in 1881. With its diverse range of activities, such as boating and fishing, and rich cultural backdrop, it continues to be a popular destination for outdoor enthusiasts and those interested in the history of the American Southwest.



General Description

The Lake Sumner Ranch is an exceptional combination of a well-stewarded working cattle ranch and recreational property. The heart of the ranch rests upon scenic water features, as extensive Pecos River and Lake Sumner frontage rest in the riparian valleys and eastern boundary, with its colorful hardwoods and habitat-rich offering. This property is also a productive working ranch, with an owner-rated carrying capacity of approximately 500 animal units when fully stocked and a generous income stream from CRP and GRP contracts. Additionally, the ranch includes quality and diverse wildlife, featuring mule deer, white-tail deer, pronghorn antelope, ducks, geese, quail, and turkey. Two large ponds offer fishing opportunities that are extremely rare in this market. The Lake Sumner Ranch is the ideal mix of production and recreation that is hard to find at this price point.





Acreage

Encompassing 19,907± total acres, the acreage consists of 18,182± deeded acres, complemented by 819± acres of New Mexico state lease, 80± BLM lease acres, and 826± BOR lease acres. The state lease and BOR lease acres are found in two contiguous blocks in the eastern portion of the ranch. The BLM acreage is two non-contiguous 40 acre inholding tracts, also in the east portion of the ranch.



Climate

The area has a mild, dry climate, with an average annual rainfall of 14± inches. Temperatures range from an average low of 30° F in January to an average high of 92° in July. The average growing season lasts about 225 days.



Topography

The topography of the Lake Sumner Ranch is diverse, offering dramatic breaks, productive bottoms, and scenic rolling uplands. Elevations range from about 4,700 feet MSL on the western uplands, descending to 4,280 feet MSL in the Pecos River bottom along the eastern boundary. The uplands combine rolling hills and open plains with scatterings of juniper, mesquite, and cholla. The ranch has good quality turf and productive native grasses, consisting primarily of blue grama, black grama, side oats grama, galleta, tobosa, and other native species. The rolling upland plains descend dramatically to three major drainages. The side slopes of the breaks have scenic rock outcrops and lookouts, where one can find relics such as Indian grind holes and the enjoyment of arrowhead hunting. In the northwest portion of the ranch, Borica Draw bends through the boundary on its way to the Pecos River. Salado Creek meanders through the ranch for about 1.2 miles in the southern portion of the ranch. In the eastern portion of the ranch, several shallow drainages descend from the uplands to the Pecos River. Colorful hardwoods, such as cottonwoods, are found in varying concentrations in the bottoms.

Ranch Operations



The banks of the Pecos River form the ranch's east boundary for approximately 7± miles. The Pecos River bottom creates an additional grazing advantage that is not typical of ranching in the area, allowing for seasonal deferment of the upland pastures. This bottom, as well as the land utilized when the waters of Lake Sumner recede, provide an incredibly unique grazing amenity. Typically, the cow herd on the ranch graze the bottom acreage each year during the growing season. This allows most of the ranch to rest during this vital time of year, enhancing the regrowth of the native grasses and the overall productivity of the ranch. In mid-November to late November, the herd is brought out of the bottom and onto the fresh and rested pastures for the winter and spring months. The ranch is well-blocked and easily operated, with 13 main pastures. Fences are typical barbed wire on steel and/or wood posts.



The ranch additionally benefits from a Grassland Reserve Program contract, two Conservation Reserve Program contracts, and a very generous grazing lease, all providing approximately \$360,000 in revenue, depending on the stocking rate. The GRP and CRP programs provide \$150,000 per year in supplemental income to the ranch. The current GRP contract expires in September 2033, and the CRP contracts expire in September 2037 and 2039. This guaranteed income stream for the next several years is an asset that most other ranches in the area cannot claim.

Currently, the ranch is leased for grazing at a rate of \$35.00 per AU per month. Based on the owner-rated carrying capacity, the grazing lease provides \$210,000 annually when fully stocked. This above-mentioned lease rate is a testament to the grazing quality and overall strength of the ranch. This three-year grazing lease can be terminated with a 45-day written notice should the purchaser desire an owner-operated enterprise.



Water Resources

The Lake Sumner Ranch boasts remarkable water features that set it apart from other ranch properties in this market. These include 7± miles of Pecos River frontage, Lake Sumner frontage, a 17± acre lake, a 10± acre lake, and two seasonal springs. Additionally, six water wells provide livestock water to 15± drinking troughs scattered throughout the ranch via a network of 11.5± miles of waterline. The wells range from a depth of approximately 70 feet, for those wells in the bottoms, to approximately 340 feet. Water quality is reported to be good.





Improvements

The ranch headquarters is situated off County Road 3C. The ranch improvements are well-maintained, functional, and aesthetically fitting for an authentic New Mexico operating ranch. These structures are appropriate for a ranch of this size and include a quality 2,600± square feet main house with three bedrooms and three baths.





Additional housing for ranch employees, guests, or hunters is found at the headquarters. This includes an 1,860± square feet, three-bedroom, two-bathroom hand house; 448± square feet, one-bedroom, one-bath bunkhouse; and a 1,200± square feet, two-bedroom, two-bathroom guest house. Other notable structures and livestock improvements include a 2,700± square feet shop, 800± square feet shed, shipping/working pens, and livestock sheds.

Wildlife Resources

The natural habitat and water features of the Lake Sumner Ranch offer excellent recreation and hunting opportunities. Located in Game Management Unit 39, the ranch supports diverse wildlife such as white-tail and mule deer, pronghorn antelope, quail, waterfowl, turkey, and various varmints. The two lakes provide waterfowl hunting and fishing opportunities for bass and catfish. Nearby Lake Sumner offers additional recreational appeal with boating and numerous fish species, including bass, crappie, catfish, and walleye.



Mineral, Water & Alternative Energy Rights

All mineral and water rights held by seller, as well as all alternative energy rights will be conveyed to buyer.



Taxes

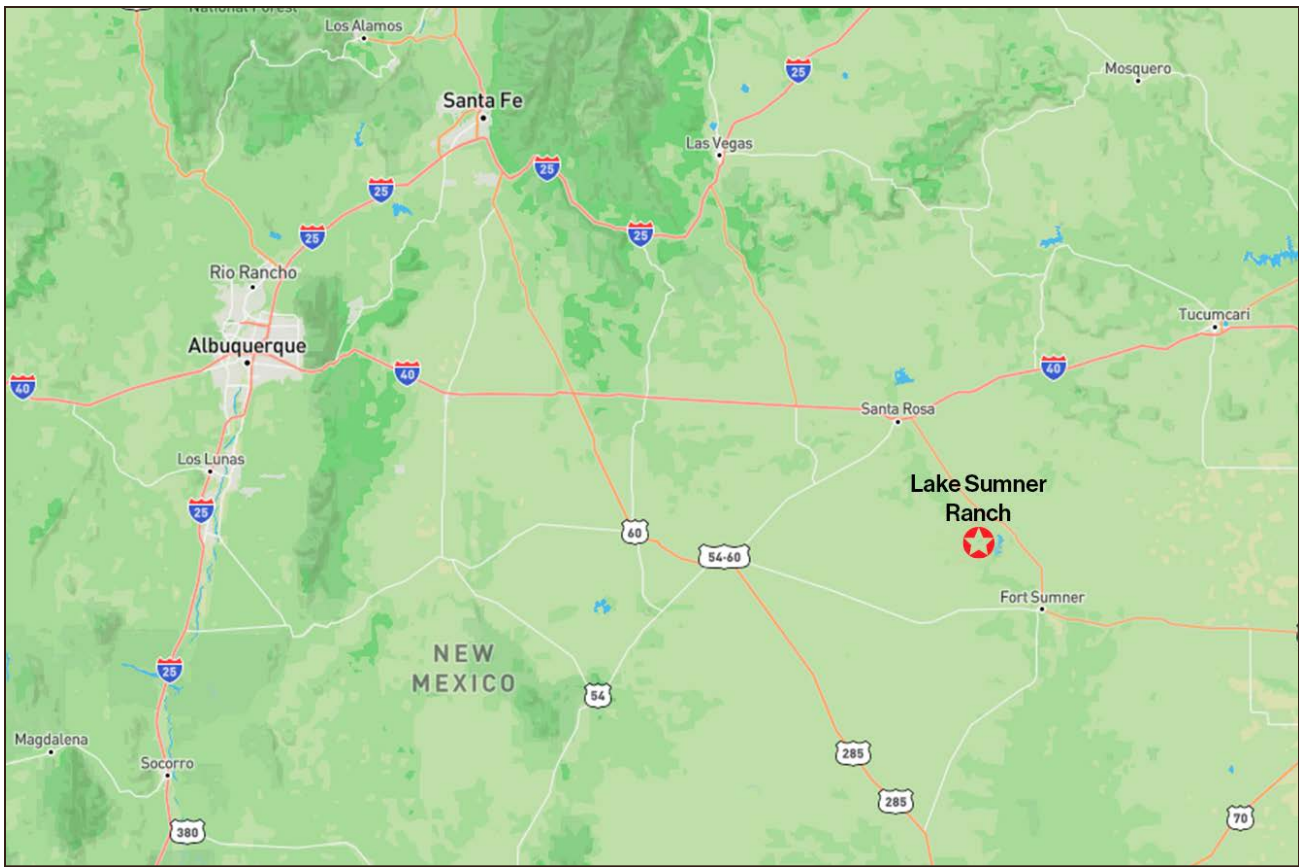
\$4,240 for the 2024 tax year



Broker's Comments

The Lake Sumner Ranch has several advantages not found with competing properties in the area, such as the grazing allotment along the lake creating the ability to defer and stockpile forages, generous supplemental income streams, excellent wildlife resources, and the unique setting of the Pecos River Valley and Lake Sumner. Rugged beauty, productive ranching, and abundant water resources combine to make a truly scarce combination in this part of New Mexico and offer a rare opportunity to acquire a quality production and recreational ranch.

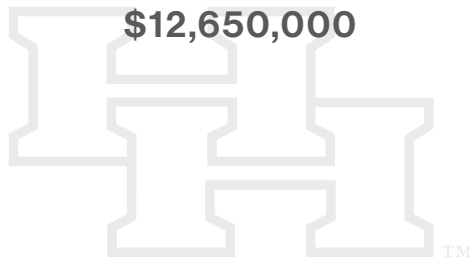




Click on map above for link to Land id™ map of property.

Price

\$12,650,000



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- 1. MANAGEMENT SERVICES** – Hall and Hall's Management Division has a very clear mission—to represent the owner and to ensure that his or her experience is a positive one. Services are customized to suit the owner's needs. They often begin with the recruiting and hiring of a suitable ranch manager or caretaker and are followed by the development of a management or operating plan along with appropriate budgets. Ongoing services include bill paying, ranch oversight, and consulting services as needed. Even the most sophisticated and experienced ranch owners appreciate the value of a management firm representing them and providing advice on local area practices and costs. [Jerome Chvilicek](#), [Dan Bergstrom](#) at (406) 656-7500, or [Jim Fryer](#) at (406) 587-3090 are available to describe and discuss these services in detail and welcome your call.
- 2. RESOURCE ENHANCEMENT SERVICES** – Increasingly the value of a ranch is measured by the quality of each and every one of its resources. Coincidentally, the enhancement of a ranch's resources also increases the pleasure that one derives from the ownership of a ranch. Our management services have included the assessment of everything from wildlife habitat to bird habitat to water resources and fisheries and the subsequent oversight of the process involved with the enhancement of these resources. [Jerome Chvilicek](#), [Dan Bergstrom](#) at (406) 656-7500, or [Jim Fryer](#) at (406) 587-3090 are available to describe and discuss these services in detail and welcome your call.
- 3. AUCTIONS** - Hall and Hall Auctions offer “Another Solution” to create liquidity for the owners of Investment-Quality Rural Real Estate. Our auction team has experience in marketing farmland, rangeland, timberland and recreational properties throughout the nation. Extreme attention to detail and complete transparency coupled with Hall and Hall's “Rolodex” of more than 40,000 targeted owners and buyers of rural real estate help assure that there are multiple bidders at each auction. In addition, the unique Hall and Hall partnership model creates a teamwork approach that helps to assure that we realize true market value on auction day. For more information on our auction services contact [Scott Shuman](#) at (800) 829-8747.
- 4. APPRAISALS** - Staying abreast of ancillary market influences in ever-changing economic conditions requires a broad professional network to tap into. Finding an appraiser who not only understands the numbers but also the differences in value from one area to another is a critical part of making an informed decision. The appraisal team at Hall and Hall, formed entirely of Accredited Members of the American Society of Farm Managers and Rural Appraisers (ASFMRA), has that critical network of brokers and lending professionals. This professional network coupled with diverse experience across multiple regions and market segments allows our appraisal team to deliver a quality product in a reasonable timeframe. [Chad Dugger](#) at (806) 698-6882 is available to describe and discuss these services in detail and welcomes your call.
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Every licensed New Mexico real estate Broker is obligated to disclose Broker Duties. Disclosure: The following brokerage relationships are available in the State of New Mexico: (1) transaction broker, (2) exclusive agency, and (3) dual agency (see RANM Form 1401, p. 2).

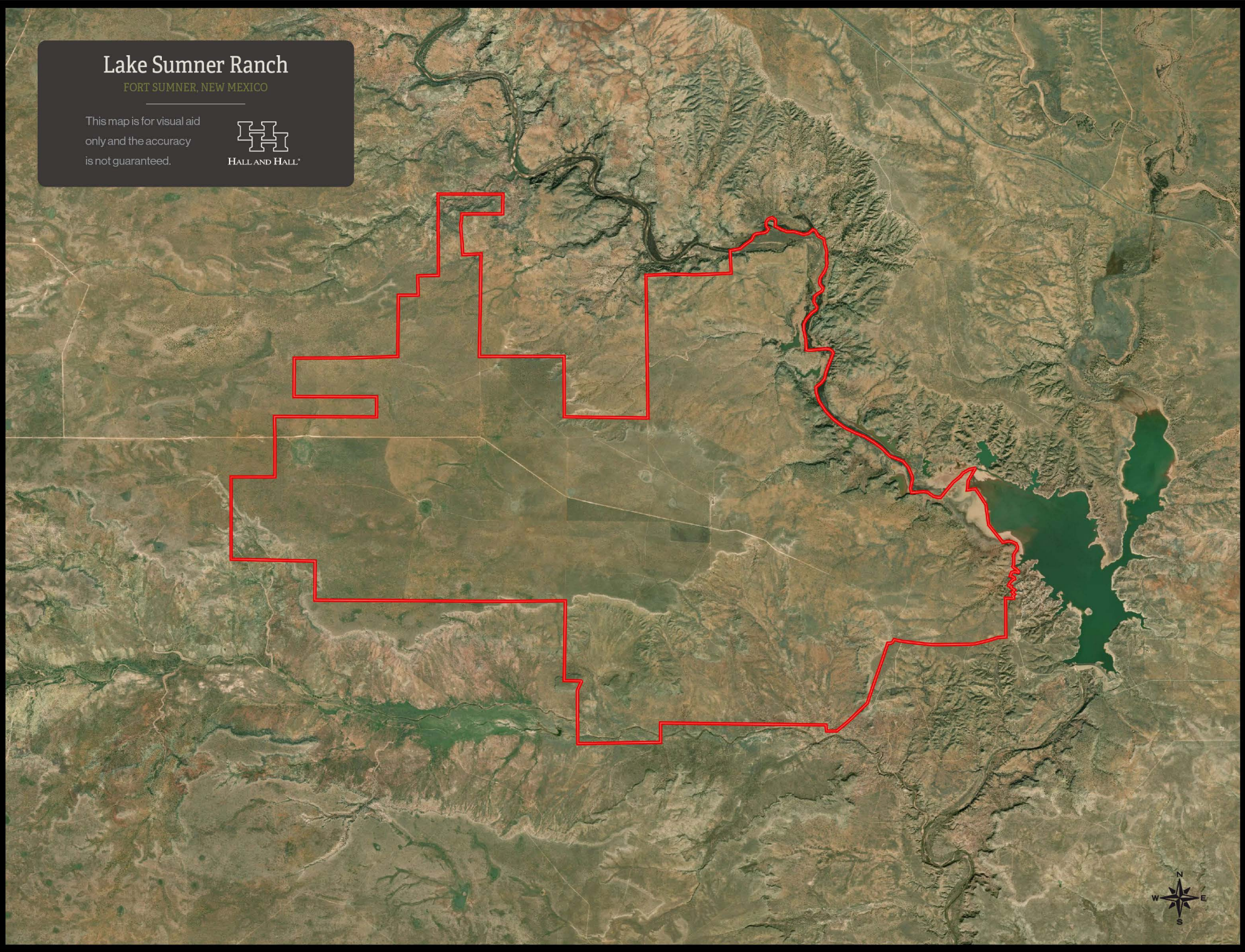
Prior to the time an Associate Broker or Qualifying Broker generates or presents any written document that has the potential to become an express written agreement, the Broker shall disclose in writing to a prospective buyer, seller, landlord or tenant, the following list of Broker Duties that are owed to all Customers and Clients by all Brokers regardless of the brokerage relationship:

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- (B) Compliance with local, state, and federal fair housing and anti-discrimination laws, the New Mexico Real Estate License Law and the Real Estate Commission Rules and Regulations, and other applicable local, state, and federal laws and regulations;
- (C) Performance of any and all oral or written agreements made with the Broker's Customer or Client;
- (D) Assistance to the Broker's Customer or Client in completing the Transaction, unless otherwise agreed to in writing by the Customer or Client, including (1) Presentation of all offers or counter-offers in a timely manner, and (2) Assistance in complying with the terms and conditions of the contract and with the closing of the Transaction; If the Broker in a Transaction is not providing the service, advice or assistance described in paragraphs D(1) and D(2), the Customer or Client must agree in writing that the Broker is not expected to provide such service, advice or assistance, and the Broker shall disclose such agreement in writing to the other Brokers involved in the Transaction;
- (E) Acknowledgment by the Broker that there may be matters related to the Transaction that are outside the Broker's knowledge or expertise and that the Broker will suggest that the Customer or Client seek expert advice on these matters;
- (F) Prompt accounting for all monies or property received by the Broker;
- (G) Prior to the time the Associate Broker or Qualifying Broker generates or presents any written document that has the potential to become an express written agreement, written disclosure of (1) any written Brokerage Relationship the Broker has with any other Parties to the Transaction; (2) any material interest or relationship of a business, personal, or family nature that the Broker has in the Transaction; and (3) other Brokerage Relationship options available in New Mexico;
- (H) Disclosure of any adverse material facts actually known by the Broker about the property or the Transaction, or about the financial ability of the Parties to the Transaction to complete the Transaction. Adverse material facts do not include data from a sex offender registry or the existence of group homes;
- (I) Maintenance of any confidential information learned in the course of any prior Agency relationship unless the disclosure is with the former Client's consent or is required by law;
- (J) Unless otherwise authorized in writing, a Broker shall not disclose to their Customer or Client during the transaction that their Seller Client or Customer has previously indicated they will accept a sales price less than the asking or listed price of a property; that their Buyer Client or Customer has previously indicated they will pay a sales price greater than the price submitted in a written offer; the motivation of their Client or Customer for selling or buying property; that their Seller Client or Customer or their Buyer Client or Customer will agree to financing terms other than those offered; or any other information requested in writing by the Broker's Customer or Client to remain confidential, unless disclosure is required by law.

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FORT SUMNER, NEW MEXICO

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