

Checklist: Preparing your dairy farm for market



Check	Task	Detail
<input type="checkbox"/>	Legal and regulatory issues	Ensure there are no outstanding issues with resource consents, for example, effluent discharge and storage consents as well as land use and irrigation consents. Check these haven't lapsed and that any water sharing agreements are up to date. Anything not resolved needs to be brought to the agent and buyers' attention upfront - trust is the most important factor in a business sale.
<input type="checkbox"/>	Paperwork	Ensure that you have accurate and up to date records, providing at the minimum a summary of your business operation including Farm Working Expenditure based on the system you run. Irrigation costs will also assist in a smooth transaction. Consider what the buyer will want to see and how you can make these available, for example, soil test results, nutrient budgets, Farm Environment Plans, fertiliser records, pasture species, farm maps, irrigation and stock water maps just to name a few.
<input type="checkbox"/>	Supply Contracts	A copy of the supply contract to the milk processor plus any winter or heifer grazing contracts are important for buyers to review.
<input type="checkbox"/>	Mowing	Sometimes it can be a good idea to mow some additional areas in preparation for market for example entrance ways, driveway, around infrastructure as well as maintaining the lawns around the dwellings.
<input type="checkbox"/>	Spraying	Allow enough time to show the results.
<input type="checkbox"/>	Fertiliser	Consider timing and the products used to enhance presentation.
<input type="checkbox"/>	Fencing and gates	The quality of fencing and gates around a property is important to most purchasers. Whether you have time to do it yourself, or require a contractor, make sure that repairs are made to fence lines and that all gates are in good working order.
<input type="checkbox"/>	Lanes	Potential buyers need to be able to view the property in all weather conditions. Complete any required lane maintenance early.

Checklist: Preparing your dairy farm for market



<input type="checkbox"/>	Rubbish	Remove any excess waste and old equipment that's not being used.
<input type="checkbox"/>	Dairy herd	Ensure the herd is well-presented at the time of sale as often the herd can be sold with the farm. Provide the latest herd profile.
<input type="checkbox"/>	Grazing	Consider your grazing plan to minimise over grazing or pasture damage of paddocks around the property if this is an issue for you.
<input type="checkbox"/>	Cropping and re-grassing programme	If this is part of your normal farming policy it is a good idea to consider the timing, location and crops used to highlight the capabilities of your property.
<input type="checkbox"/>	Infrastructure	It is important that deferred maintenance receives attention prior to listing a farm for sale. Several issues identified by buyers will have an impact on value. Consider the small things you can do to improve presentation, which can be as simple as a fresh coat of paint on the farm buildings or dwellings.
<input type="checkbox"/>	Implement sheds and stock facilities	Ensure these are tidy, free from waste and functioning correctly.
<input type="checkbox"/>	Marketing	Your agent will guide you through the marketing strategy, but it's a good idea to think about what is unique and special about your property. Is there any untapped potential that will benefit future buyers? E.g. Is there any underused land or assets? Is your farm equipped to diversify into any other markets?

Every property and situation is different so it pays to engage your Colliers agent early as they will be able to customise a preparation plan for your timeframe, budget, and desired result.