



DRUMMOND SOUTH RANCH
HOMINY, OKLAHOMA





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\$18,838,215 | 8,418± ACRES



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EXECUTIVE SUMMARY

The Drummond South Ranch, with over 8,418 acres in total under fence with a mix of 6,848± deeded acres and the balance of land leased from various neighbors, is now offered for sale after being owned by the same family for nearly 100 years. Frederick Drummond operated the ranch for nearly 50 years, eventually passing it along to his children. This scenic working cattle ranch is located nearly 20 miles northwest of Tulsa on a direct line, sits right above Keystone Lake, and is around three miles southwest of Skiatook Lake. One can see downtown Tulsa from several of the high points on the ranch.

This ranch is made up of the rolling hills covered with the typical species of native tall grasses, in addition to the abundant stands of trees that dominate this sector of the Cross Timbers ecoregion. Numerous draws run throughout the ranch. Several of those draws at times can have water backed up in them from Keystone Lake during periods of high flows from the Arkansas River that feeds Keystone Lake.



The ranch has been operated over the last 100 years by the same family as a working cattle ranch, typically running around 600 head of mother cows and calves annually. However, the general location of this Drummond South Ranch, with its proximity to Keystone and Skiatook Lakes, and the short drive to the Tulsa Metroplex, it's become obvious that this land is moving in a transitional path that looks to be headed way beyond cattle ranching. This large landholding is nearly impossible to duplicate because of its unmatched location. The incredible proximity to Tulsa, Keystone Lake, and Skiatook Lake are just a few of the high points. The rolling hills of tall grass, the timbered areas full of blackjack and post oak trees, and the deep draws are home to an assorted wildlife population. The views from various high points on the ranch are stunning.





Click on map above for link to MapRight map of property.



LOCATION

The Drummond South Ranch is in the southernmost part of Osage County, just to the northwest of Tulsa, Oklahoma. It is directly east of the town of Cleveland, which sits across Keystone Lake from the ranch maybe three miles. The southeasternmost corner of the ranch is about 20 miles northwest of Tulsa as the crow flies, or 30 miles by road. Hominy is six miles north of the ranch and New Prue is four miles east, all connected by hard-surface roads. The Keystone Lake is less than a mile south of the property and can be viewed from several points on the ranch. Skiatook Lake is three miles to the northeast.



LOCALE

Osage County is the largest county by area in Oklahoma, comprising over 2,300 square miles of land in northeastern Oklahoma. It is the home to the Osage Indian Tribe, with its headquarters located in Pawhuska, which also serves as the county seat. The rich and colorful history of the county is anchored by the Osage Nation and their remarkable oil production history that started with the first successfully completed well in 1901.

The county is often referred to as the hub of traditional ranching as it is renowned for its countless cattle herds on the bountiful grazing lands. With many large historical ranching operations still going on today, it's simply a way of life here on a daily basis to see cowboys in their pickups pulling trailers loaded with their ranch horses going down the road or stopped at a local café for lunch. The beautiful grass and tree-covered hills go on for miles, interspersed by draws with seeping springs along with seasonal and year-round streams. The Kansas state line forms the county's northern boundary, and the Arkansas River, the 6th longest river in America, is the southern boundary.





GENERAL DESCRIPTION

This Drummond South Ranch is currently home to around 600 cow/calf pairs. There are two homesteads on the property, one occupied by the ranch manager, and the other is used in conjunction with a hunting outfitter for his customers. There are five sets of working pens on the ranch, two of which are used for shipping and receiving livestock. The many different pastures with plenty of water sources means that this ranch can continue to be a cow/calf operation or be combined with or replaced entirely with a summer stocker cattle operation.





With the wide-open grass meadows coupled with an estimated 50 percent or so cover of brush and trees, this tract of land is a good working ranch and has a very strong recreational component. Whether you're heading out to the ranch for a day of hunting, to try your

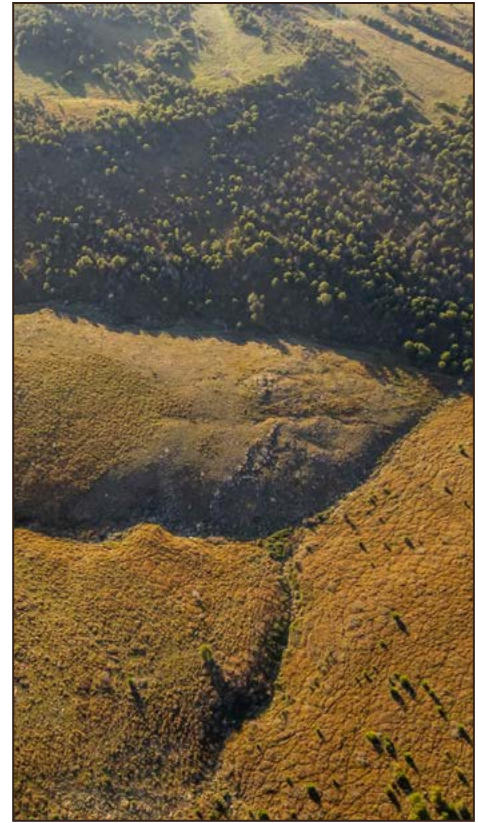


luck at fishing at any of the numerous spring-fed ponds, or to go exploring the hills and draws on your UTV or ATV, the ranch is just 30 minutes from Tulsa. Or you may want to spend the day out on the water on one of the two large nearby reservoirs just minutes from the ranch.



ACREAGE

Deeded Land:	6,848.26± Acres
BIA Leased Land:	1,339.75± Acres
Miscellaneous Leases:	230± Acres
Total Acres:	8,418.01± Acres



ELEVATION

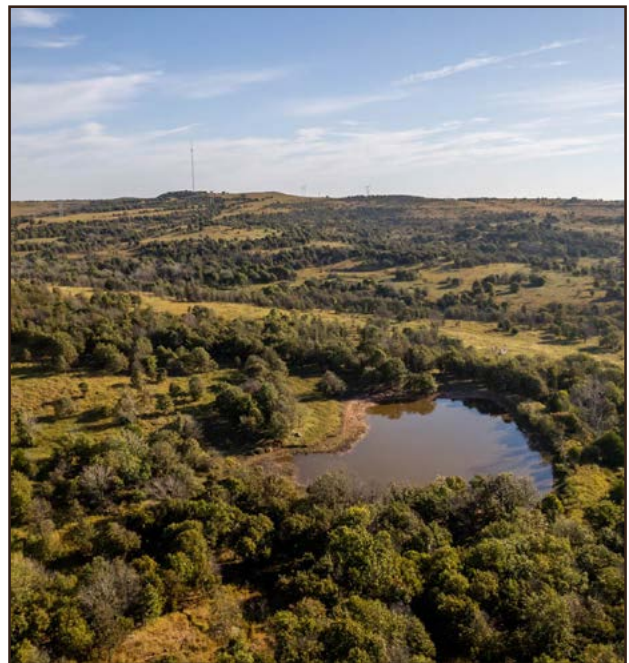
Elevation on the ranch ranges from 730 feet along the draws feeding into Keystone Lake, all the way up to 1,010 feet on the highest hills.





LIVESTOCK WATER SOURCES

The ranch is generously watered on the deeded land with over 45 spring-fed and run-off ponds, in addition to another 28 or more ponds on the lease land.



IMPROVEMENTS



There are two employee houses on the ranch. The manager's house is a modern prefabricated structure and is sited with several outbuildings, roping arena, and working pens. The second house is currently used for hunting guides, and, except for a hay barn and shop building, it is not overly improved.

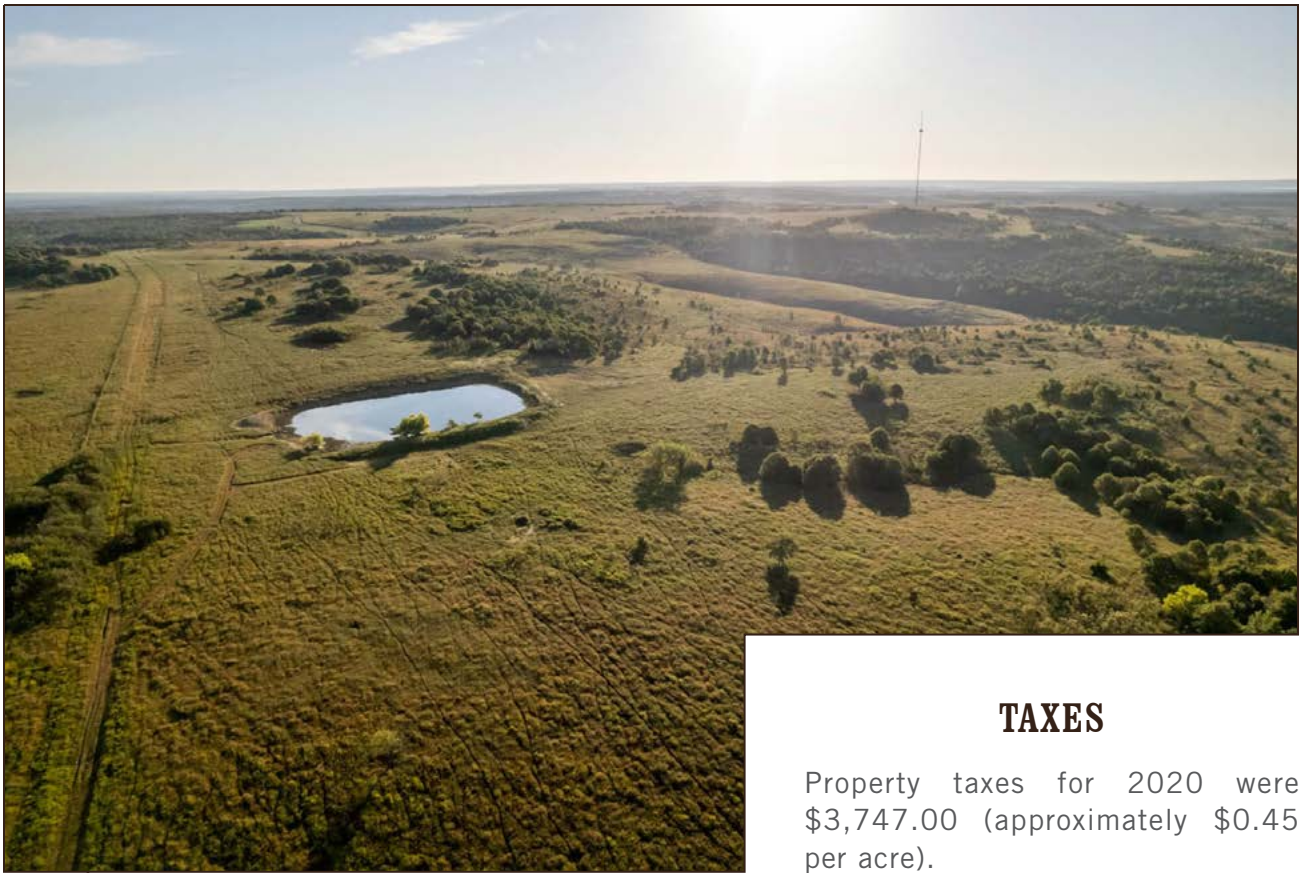




CLIMATE

The average annual precipitation for this area is 44 inches and generally occurs over 78 days throughout the year. Typically, most of this moisture will be rainfall, along with around 9 inches of snowfall. The normal year will produce around 234 sunny days. The average high in July can be around 92 degrees, while the average low in January may reach down to 25 degrees. Temperatures usually reach over 80 degrees from mid-May through mid-September, with June, July, and August as the months when the humidity is generally the highest. There are approximately 200 frost-free days each year.





TAXES

Property taxes for 2020 were \$3,747.00 (approximately \$0.45 per acre).



MINERAL RIGHTS

As is typical in Osage County, the Osage Nation owns all the subsurface mineral rights, so there are no mineral rights included in the sale.





BROKERS COMMENTS

The sale of this 8,418± acre ranch, of which 6,848.26 acres are deeded, has now come to the public market after being owned and operated by one of the most notable ranching families in the ranch world. They have been running approximately 600 cow/calf pairs on the ranch annually for many years, in addition to leasing out the whitetail deer hunting. With a tract of land of this size and only two residences on it, this is a true wildlife paradise only a 30-minute drive from Tulsa. The whitetail deer hunting is high on the trophy scale level here, and there are also healthy populations of turkey, bobwhite quail, bobcat, and feral hogs. There is very good fishing in many of the spring-fed ponds.

This is a unique opportunity to own such a large tract of land situated so close to the Tulsa metroplex that will produce a net positive return while at the same time providing nearly unlimited recreational opportunities. With little infrastructure to maintain and a practical tax status, the carrying requirements to own this property are very manageable. This amazingly setting is limited only by the next owner's imagination and creativity. It's been over 100 years since anyone else has had an opportunity to own this property.





PRICE

\$18,838,215



** Some of the outstanding photography herein was provided by Adler Grey Real Estate Media Collective. (Contact information is available upon request.)*

NOTICE: Offering is subject to errors, omissions, prior sale, change or withdrawal without notice, and approval of purchase by owner. Information regarding land classifications, acreages, building measurements, carrying capacities, potential profits, etc., are intended only as general guidelines and have been provided by sources deemed reliable, but whose accuracy we cannot guarantee. Prospective buyers should verify all information to their satisfaction. Prospective buyers should also be aware that the photographs in this brochure may have been digitally enhanced.



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Land... that's where it all begins. Whether it is ranch land or family retreats, working cattle ranches, plantations, farms, estancias, timber or recreational ranches for sale, it all starts with the land.

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Our business began by cultivating long-term relationships built upon personal service and expert counsel. We have continued to grow today by being client-focused and results-oriented—because while it all starts with the land, we know it ends with you.

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SALES | AUCTIONS | FINANCE | APPRAISALS | MANAGEMENT

ADDITIONAL SERVICES OFFERED BY HALL AND HALL

- 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. [Wes Oja](#), [Jerome Chvilicek](#), or [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. [Wes Oja](#), [Jerome Chvilicek](#), or [Dan Bergstrom](#) at (406) 656-7500 and [Brant Marsh](#) at (406) 596-2111 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, ranchland, 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. [Stacy Jackson](#) at (903) 820-8499 is available to describe and discuss these services in detail and welcome your call.
- 5. SPECIALIZED LENDING** - Since 1946 Hall and Hall has created a legacy by efficiently providing capital to landowners. In addition to traditional farm and ranch loans, we specialize in understanding the unique aspects of placing loans on ranches where value may be influenced by recreational features, location and improvements and repayment may come from outside sources. Our extensive experience and efficient processing allows us to quickly tell you whether we can provide the required financing.

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OKLAHOMA BROKER RELATIONSHIPS ACT

TITLE 59. Oklahoma Statutes. Sections 858-351 through 858-363.

Effective November 1, 2000. Amended as of November 1, 2013.

Section 858-351. Definitions.

Unless the context clearly indicates otherwise, as used in Section 851-351 through 858-363 of the Oklahoma Real Estate Code:

1. "Broker" means a real estate broker, an associated broker associate, sales associate, or provisional sales associate authorized by a real estate broker to provide brokerage services;
2. "Brokerage services" means those services provided by a broker to a party in a transaction;
3. "Party" means a person who is a seller, buyer, landlord or tenant or a person who is involved in an option or exchange;
4. "Transaction" means an activity or process to buy, sell, lease, rent, option or exchange real estate. Such activities or processes may include, without limitation, soliciting, advertising, showing or viewing real property, presenting offers or counteroffers, entering into agreements and closing such agreements; and
5. "Firm" means a sole proprietor, corporation, association, or partnership.

Section 858-352. Repealed by Laws 2012, HB2524, c. 251, Section 9, eff. November 1, 2013

Section 858-353. Broker duties and responsibilities.

- A. A broker shall have the following duties to all parties in a transaction, which are mandatory and may not be abrogated or waived by a broker:
1. Treat all parties with honesty and exercise reasonable skill and care;
 2. Unless specifically waived in writing by a party to the transaction:
 - a. receive all written offers and counteroffers,
 - b. reduce offers or counteroffers to a written form upon request of any party to a transaction, and
 - c. present timely all written offers and counteroffers;
 3. Timely account for all money and property received by the broker;
 4. Keep confidential information received from a party or prospective party confidential. The confidential information shall not be disclosed by a firm without the consent of the party disclosing the information unless consent to the disclosure is granted in writing by the party or prospective party disclosing the information, the disclosure is required by law, or the information is made public or becomes public as the result of actions from a source other than the firm. The following information shall be considered confidential and shall be the only information considered confidential in a transaction:
 - a. that a party or prospective party is willing to pay more or accept less than what is being offered;
 - b. that a party or prospective party is willing to agree to financing terms that are different from those offered;
 - c. the motivating factors of the party or prospective party purchasing, selling, leasing, optioning, or exchanging the property; and

- d. information specifically designated as confidential by a party unless such information is public.
 - 5. Disclose information pertaining to the property as required by the Residential Property Condition Disclosure Act; and
 - 6. Comply with all requirements of The Oklahoma Real Estate License Code and all applicable statutes and rules.
- B. A broker shall the following duties and responsibilities only to a party for whom the broker is providing brokerage services in a transaction which are mandatory and may not be abrogated or waived by a broker:
- 1. Inform the party in writing when an offer is made that the party will be expected to pay certain costs, brokerage service costs and approximate amount of costs; and
 - 2. Keep the party informed regarding the transaction.
- C. When working with both parties to a transaction, the duties and responsibilities set forth in this section shall remain in place for both parties.

Section 858-354. Repealed by Laws 2012, HB2524, c. 251, Section 9, eff. November 1, 2013

Section 858-355. Repealed by Laws 2012, HB2524, c.252, Section 9, eff. November 1, 2013

Section 858-355.1. Brokerage agreements – Services provided to both parties in a transaction – Disclosures.

- A. All brokerage agreements shall incorporate as material terms the duties and responsibilities set forth in Section 858-353 of The Oklahoma Real Estate License Code.
- B. A broker may provide brokerage services to one or both parties in a transaction.
- C. A broker who is providing brokerage services to one or both parties shall describe and disclose in writing the broker's duties and responsibilities set forth in Section 858-353 of The Oklahoma Real Estate License Code prior to the party or parties signing a contract to sell, purchase, lease, option, or exchange real estate.
- D. A firm that provides brokerage services to both parties in a transaction shall provide written notice to both parties that the firm is providing brokerage services to both parties prior to the parties signing a contract to purchase, lease, option or exchange real estate.
- E. If a broker intends to provide fewer brokerage services than those required to complete a transaction, the broker shall provide written disclosure to the party for whom the broker is providing brokerage services. Such disclosure shall include a description of those steps in the transaction for which the broker will not provide brokerage services, and also state that the broker assisting the other party in the transaction is not required to provide assistance with these steps in any manner.

Section 858-356. Disclosures – Confirmation in writing.

The written disclosure as required by subsection C of Section 858-355.1 of this title shall be confirmed by each party in writing in a separate provision, incorporated in or attached to the contract to purchase, lease, option or exchange real estate. In those cases where a broker is involved in a transaction but does not prepare the contract to purchase, lease, option, or exchange real estate, compliance with the disclosure requirements shall be documented by the broker.

Section 858-357. Repealed by Laws 2012, HB2524, c. 251, Section 9, eff. November 1, 2013

Section 858-358. Duties of broker following termination, expiration or completion of performance.

Except as may be provided in a written brokerage agreement between the broker and a party to a transaction, the broker owes no further duties or responsibilities to the party after termination, expiration, or completion of performance of the transaction, except:

1. To account for all monies and property relating to the transaction; and
2. To keep confidential all confidential information received by the broker during the broker's relationship with a party.

Section 858-359. Broker compensation – Determination of Relationship –Breach of Duty.

- A. The payment or promise of payment or compensation by a party to a broker does not determine what relationship, if any, has been established between the broker and a party to a transaction.
- B. In the event a broker receives a fee or compensation from any party to the transaction based on a selling price or lease cost of a transaction, such receipt does not constitute a breach of duty or obligation to any party to the transaction.
- C. Nothing in this section requires or prohibits a broker from charging a separate fee or other compensation for each duty or other brokerage services provided during a transaction.

Section 858-360. Abrogation of common law principles of agency – Remedies Cumulative.

- A. The duties and responsibilities of a broker specified in Sections 858-351 through 858-363 of The Oklahoma Real Estate License Code shall replace and abrogate the fiduciary or other duties of a broker to a party based on common law principles of agency. The remedies at law and equity supplement the provisions of Sections 858-351 through 858-363 of The Oklahoma Real Estate License Code.
- B. A broker may cooperate with other brokers in a transaction. Pursuant to Sections 858-351 through 858-363 of The Oklahoma Real Estate License Code, a broker shall not be an agent, subagent, or dual agent and an offer of subagency shall not be made to other brokers.
- C. Nothing in this act shall prohibit a broker from entering into an agreement for brokerage services not enumerated herein so long as the agreement is in compliance with this act, the Oklahoma Real Estate Code and the Oklahoma Real Estate Commission Administrative Rules.

Section 858-361. Use of “agent” in trade name.

A real estate broker and the associates of a real estate broker are permitted under the provisions of this title to use the word “agent” in a trade name and as a general reference for designating themselves as real estate licensees.

Section 858-362. Vicarious liability for acts or omissions of real estate licensee.

A party to a real estate transaction shall not be vicariously liable for the acts or omissions of a real estate licensee who is providing brokerage services under Sections 858-351 through 858-363 of The Oklahoma Real Estate License Code.

Section 858-363. Associates of real estate broker - Authority.






Each broker associate, sales associate, and provisional sales associate shall be associated with a real estate broker. Associates shall not enter into a brokerage agreement with a party in the associate's name and shall only be allowed to enter into the agreement in the name of the real estate broker. A real estate broker may authorize associates to provide brokerage services in the name of the real estate broker as permitted under The Oklahoma Real Estate License Code, which may include the execution of written agreements.

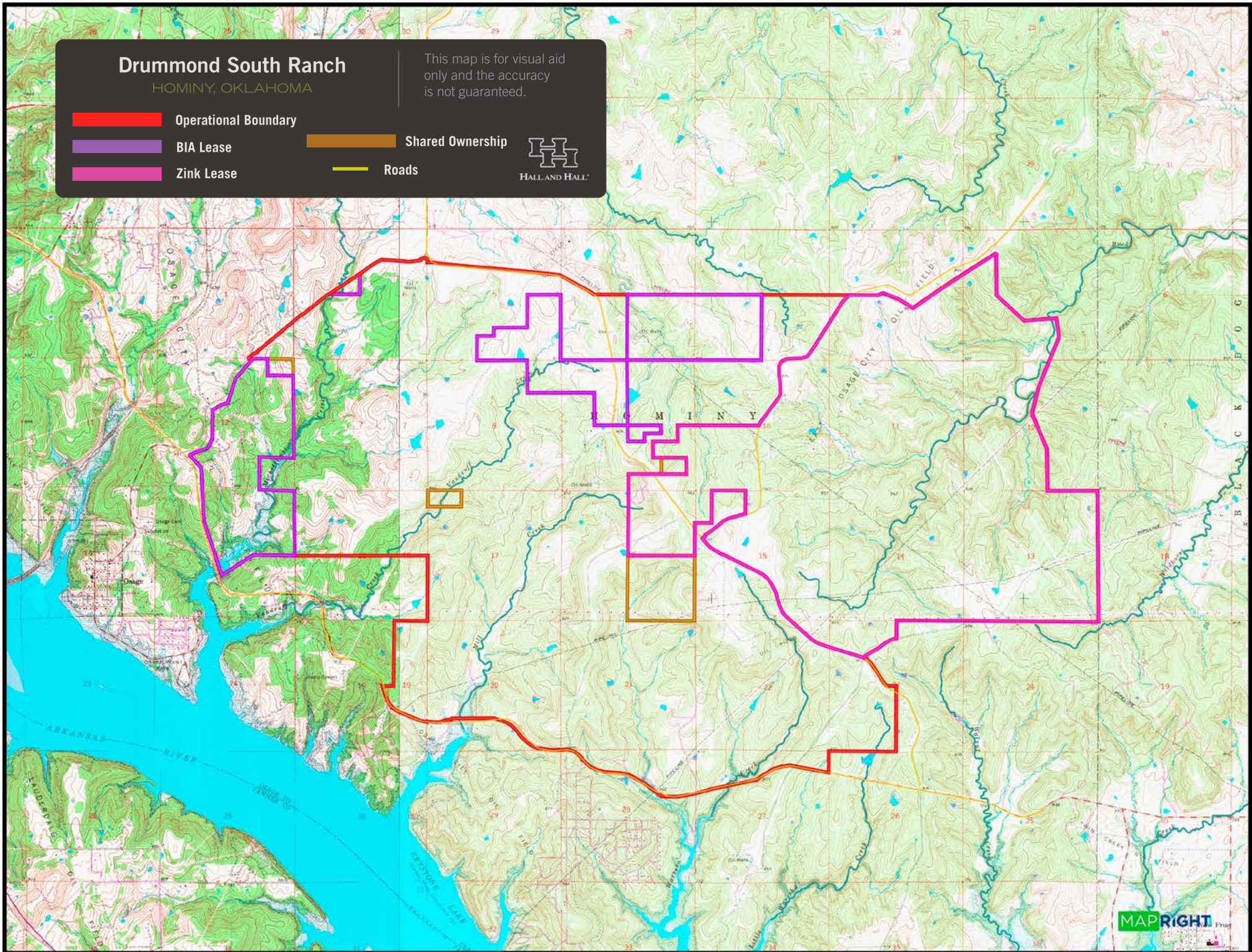
John Wildin of Hall and Hall is the exclusive agent of the Seller.

Drummond South Ranch

HOMINY, OKLAHOMA

This map is for visual aid only and the accuracy is not guaranteed.

-  Operational Boundary
-  BIA Lease
-  Zink Lease
-  Shared Ownership
-  Roads

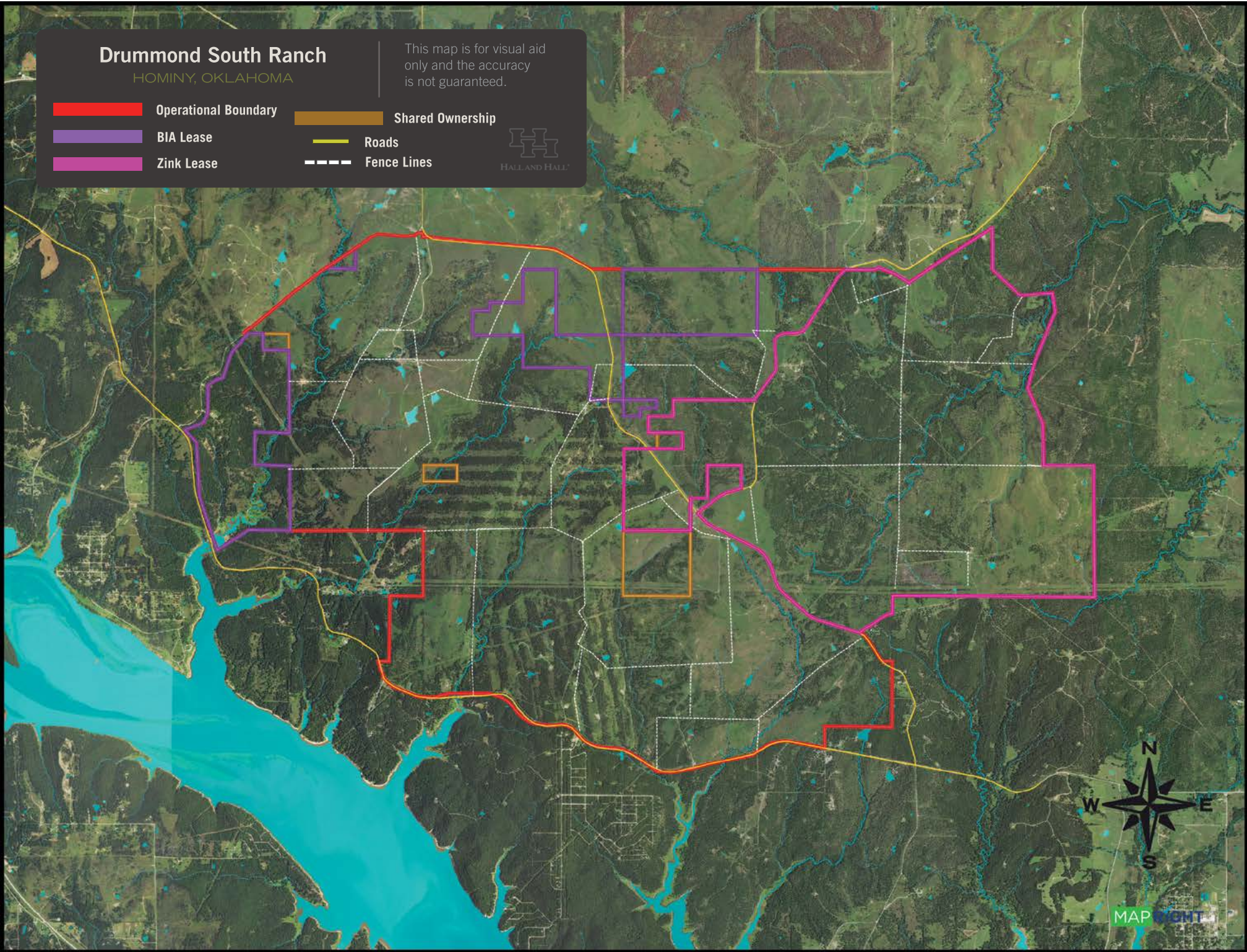


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- Fence Lines



MAPSIGHT

