

Company Profile



Disclaimer

All information provided, in any form, by Linview Realty Inc. and/or its representatives is believed to be accurate to the best of their knowledge. The majority of information gathered and provided to both Buyer and Seller is of a verbal nature and is therefore subject to interpretation of the party receiving the information.

We encourage the person receiving the information to use their own means of verifying this information to their own satisfaction and their decisions should reflect their research.

Agricultural

Data used in doing comparisons regarding productivity of land or other agricultural enterprises has been gathered with a degree of consistency. The majority of the information is gathered from independent sources and is general information and should not be considered specific.

This information is not intended to be used to obtain financing or to influence any buying or selling decision. It is intended to bring to the attention of the buyer/seller the need to do thorough research using the appropriate independent sources when buying or selling an agricultural property.

Residential

Information gathered has come from the Seller and is, to the best of our knowledge, accurate, however we have not physically verified any information given to us. (i.e. insulation, wiring, drain tile etc.) We encourage the Buyer/Seller to use an independent source of information regarding the evaluation/inspections of the property and base their decisions on this information.

Mission Statement



Linview Realty strives to create successful clients by providing independent and impartial sources of information as well as the human resources that are needed to make the best property decisions for each situation.

Our mission is guided by the underlying premise that success promotes success and the only way to ensure that our clients make decisions that will result in positive outcomes is to provide them with clear information from as many sources as possible.

Our success is directly proportional to the success of our clients!

Management & Ownership



Dennis Penner
Joyce Penner



- Dennis & Joyce Penner founded Lin-View Agencies in 1990. They built the company up as an independent real estate brokerage committed to excellence and integrity.
- In 2009, they sold the company to their daughter & son-in-law, Barry & Christine Coggins, at which time it became Linview Realty Inc.
- Dennis has remained on as Sales Manager and Joyce continues to be the Broker until Christine completes her Broker qualifications.



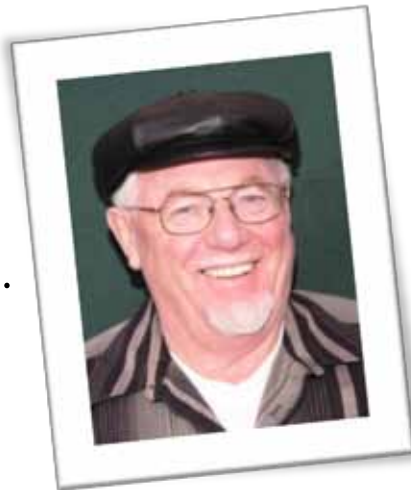
Christine Coggins
Barry Coggins



Sales Team

Dennis Penner

Dennis is the sales manager of the Company. He has over 32 years of experience in the real estate industry, most of it specializing in the poultry industry and agribusiness. Dennis has been in sales for over 45 years and he enjoys working with his associates as a team to assemble and market large land packages, while continuing to list and sell farms and farmland throughout the province. He lives in Linden with his wife, Joyce, and has a son and a daughter, both married.



John Thiessen

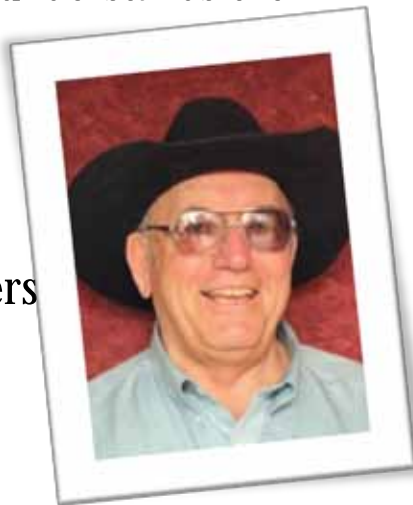
John has worked in the agriculture industry for 25 years, covering all three prairie provinces. For the last ten years he has been active in real estate sales in central Alberta, specializing in farmland and residential and agricultural sales in the Acme, Beiseker, and Carbon areas. John assembles and markets large land packages throughout the province. He attributes his success to working as a team with Company associates and clients, as well as with other professionals. He lives in Acme with his wife, Kathy, and they have two married sons.



Sales Team

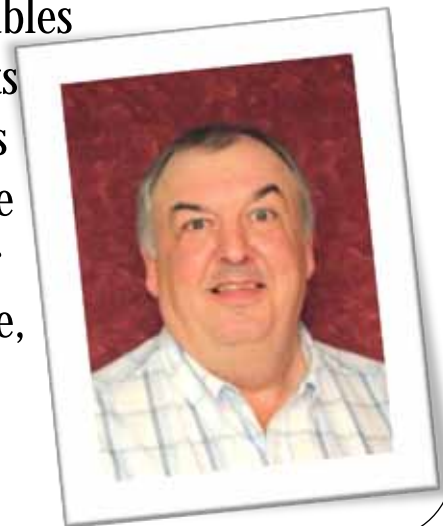
Garry Kellsey

Garry has over 50 years of diverse experience in livestock purchasing, ranching, and grain farming in central Alberta. He has been active in the agricultural real estate market around Carstairs and throughout the province for over five years. He enjoys teaming up with Company associates to market land packages and understands the dynamics of all stages of ranching, from purchasing to selling. Garry lives near Carstairs with his wife, Betty, and has two daughters and two sons, all married.



Ray Widmer

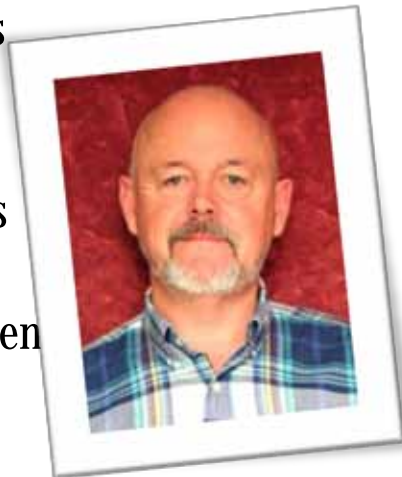
Ray brings over ten years of experience in rural real estate and over 35 years of mixed farming experience in the Olds area with his two brothers. Ray specialized in agricultural and large land package sales in the Olds, Torrington and Wimborne areas as well as throughout the province. He identifies with his farming clientele and understands the farming cycles. This enables him to work with clients and Company associates to effectively market the property. Ray lives near Torrington with his wife, Tammy, and their two teenage daughters.



Sales Team

Barry Coggins

Barry grew up in a small farming community in middle England. He spent seven years learning British military discipline, followed by stints in media, sales and with the local municipal authority. Barry holds an honours Bachelor degree from the University of Plymouth. He moved to Canada in late October, 2008 and enjoys the prairies. He draws on the experience of the team at Linview as well as conversations with local farmers. He lives in Linden with his wife, Christine.



Christine Coggins

Christine was born and raised in Linden and has returned to her small town roots. She has worked in law firms as a real estate paralegal and for several oil and gas companies as an investor relations professional, most recently in England. She has also pursued further education at Mount Royal College and the University of Lethbridge. She uses her tenacity and the skills she gained through these experiences to promote her residential clients' properties. Christine resides in Linden with her husband, Barry.



Residential

- Residential property is an important part of our business. Linview associates are familiar with all types of residential housing options. Ensuring the satisfaction of both seller and buyer is of utmost importance.



- Predicting the selling price on a property is often difficult. We track sales activity and take into account the selling prices of as many comparable properties as possible. We then present this information to our clients and together determine the asking price for the property.

Commercial & Special Projects

- Small town commercial properties are often very difficult to sell. We have been successful many times because of our ability and willingness to pursue creative financing options.
- Because we can also do cash flows for these enterprises, prospective buyers and financial backers can easily see their financial future in regards to a specific property.



- Linview has been instrumental in advancing several special housing projects designed to meet niche housing needs in Linden. Most recently, we worked with a developer to provide condos designed for the 50+ demographic with ground-floor garages for each unit and common woodworking and craft rooms.

Farms and Farmland

- Farmland sales make up the majority of our business, and we take our understanding and knowledge of the industry and its people very seriously.
- Specialization in the farming industry is a growing trend and Linview has kept up with the knowledge base required to understand these operations.
- This has enabled us to successfully market over 65 specialized farms, from the Peace River district to Lethbridge.



Multiple Seller Land Packages

- Putting together a land package for a buyer (such as an investor or a colony) that involves 2 to 20 sellers is a very complex process. It is essential that each seller is treated with respect. Experience has taught us that it is critical to have tools in place that allow us to develop a high degree of fairness with each seller.
- One of the tools we have incorporated is a Price Calculation spreadsheet. It allows each quarter of land to be individually priced, using a common denominator. This concept is important for tax issues and estate planning

Price Calculation For Your Area

\$9,694,740 Total Price
 \$9,258,908 Land Price
 \$1,443,473 Total Assessment
 6793.2 Total Acres
 6223.61 Total Cultivated
 569.59 Total Pasture

\$1,427 Land & Improvements per acre
 \$1,363 Land per acre
 \$1,405 Per Cultivated acres
 \$906 Per Pasture acres
 \$15,023 Annual Oil revenue

Name	Land	Total	Asses	Acres	Cult	Past	Oil	Build	Per Acre	Per Acre T
Land owner 1	\$914,611	\$1,065,329	123,240	632	475.66	156.3	\$2,203	\$150,718	\$1,447.17	\$1,685.65
Land owner 2	1,108,242	1,108,242	171,068	797.94	720	77.94	\$0	\$0	1,388.88	1,388.88
Land owner 3	759,786	759,786	107,802	550.28	456.97	93.31	\$3,000	\$0	1,380.73	1,380.73
Land owner 4	714,650	714,650	118,283	480	477	3	\$360	\$0	1,488.86	1,488.86
Land owner 5	672,095	672,095	101,516	470	410	60	\$0	\$0	1,429.99	1,429.99
Land owner 6	767,428	767,428	127,905	560	560	0	\$0	\$0	1,370.41	1,370.41
Land owner 7	868,400	868,400	133,850	640	600	40	\$4,660	\$0	1,356.88	1,356.88
Land owner 8	1,698,399	1,858,399	276,617	1243	1228.95	14	\$4,800	\$160,000	1,366.43	1,495.15
Land owner 9	200,199	200,199	33,367	148.25	148.25	0	\$0	\$0	1,350.41	1,350.41
Land owner 10	175,174	175,174	22,196	160	120	40	\$0	\$0	1,094.84	1,094.84
Land owner 11	661,371	661,371	107,604	478.97	463.97	15	\$0	\$0	1,380.82	1,380.82
Land owner 12	411,122	411,122	68,520	313.84	313.84	0	\$0	\$0	1,309.97	1,309.97
Land owner 13	169,215	219,215	17,703	160	100	60	\$0	\$50,000	1,057.59	1,370.09
Land owner 14	0	0	0	0	0	0	\$0	\$0	#DIV/0!	#DIV/0!
Land owner 15	213,330	213,330	33,805	158.97	148.97	10	\$0	\$0	1,341.95	1,341.95
Name	Legal		Asses	Acres	Cult	Past	Oil	Build		
Land owner 1	S/E 1/4 S-28 T-0 R-25 W-4		22610	156.54	70	86.54				
Land owner 1	NW 1/4 S-21 T-0 R-25 W-4		37060	158.14	158.14					
Land owner 1	N/E 1/4 S-21 T-0 R-25 W-4		24210	158.08	90	68.08	\$241			
Land owner 1	N1/2 1/4 S-21 T-0 R-25 W-4			1.72		1.72		\$150,718		
Land owner 1	N/E 1/4 S-20 T-0 R-25 W-4		29360	157.52	157.52		\$1,962			
Land owner 2	SW 1/4 S-35 T-0 R-25 W-4		37250	160	160					
Land owner 2	NW 1/4 S-35 T-0 R-25 W-4		20390	160	110	50				
Land owner 2	NW 1/4 S-28 T-0 R-25 W-4		36630	160	160					
Land owner 2	N/E 1/4 S-28 T-0 R-25 W-4		33830	157.94	140	17.94				
Land owner 2	S/E 1/4 S-34 T-0 R-25 W-4		28580	160	150	10				
Land owner 3	NW 1/4 S-20 T-0 R-25 W-4		14600	71.31	68	3.31				
Land owner 3	SW 1/4 S-28 T-0 R-25 W-4		36860	158.97	158.97					
Land owner 3	NW 1/4 S-34 T-0 R-25 W-4		13330	160	120	40				
Land owner 3	N/E 1/4 S-34 T-0 R-25 W-4		28720	160	110	50	\$3,000	\$0		
Land owner 4	N/E 1/4 S-18 T-0 R-24 W-4		36920	160	160					
Land owner 4	S/E 1/4 S-22 T-0 R-25 W-4		36600	160	157	3	\$360			
Land owner 4	SW 1/4 S-22 T-0 R-25 W-4		38950	160	160					
Land owner 5	N/E 1/4 S-27 T-0 R-25 W-4		38133	160	160					
Land owner 5	S/E 1/4 S-27 T-0 R-25 W-4		36383	160	150	10				
Land owner 5	SW 1/4 S-27 T-0 R-25 W-4		26999.8	150	100	50				
Land owner 6	NW 1/4 S-33 T-0 R-25 W-4		16880	80	80					
Land owner 6	N/E 1/4 S-33 T-0 R-25 W-4		36000	160	160					
Land owner 6	SW 1/4 S-33 T-0 R-25 W-4		32930	160	160					
Land owner 6	S/E 1/4 S-33 T-0 R-25 W-4		38500	160	160					
Land owner 7	S/E 1/4 S-30 T-0 R-25 W-4		36630	160	160		\$2,300			
Land owner 7	SW 1/4 S-20 T-0 R-25 W-4		34750	160	145	15	\$2,360			
Land owner 7	NW 1/4 S-30 T-0 R-25 W-4		31320	160	145	15				
Land owner 7	N/E 1/4 S-30 T-0 R-25 W-4		33150	160	150	10				
Land owner 8	S/E 1/4 S-19 T-0 R-25 W-4		34108	149.22	149.22					

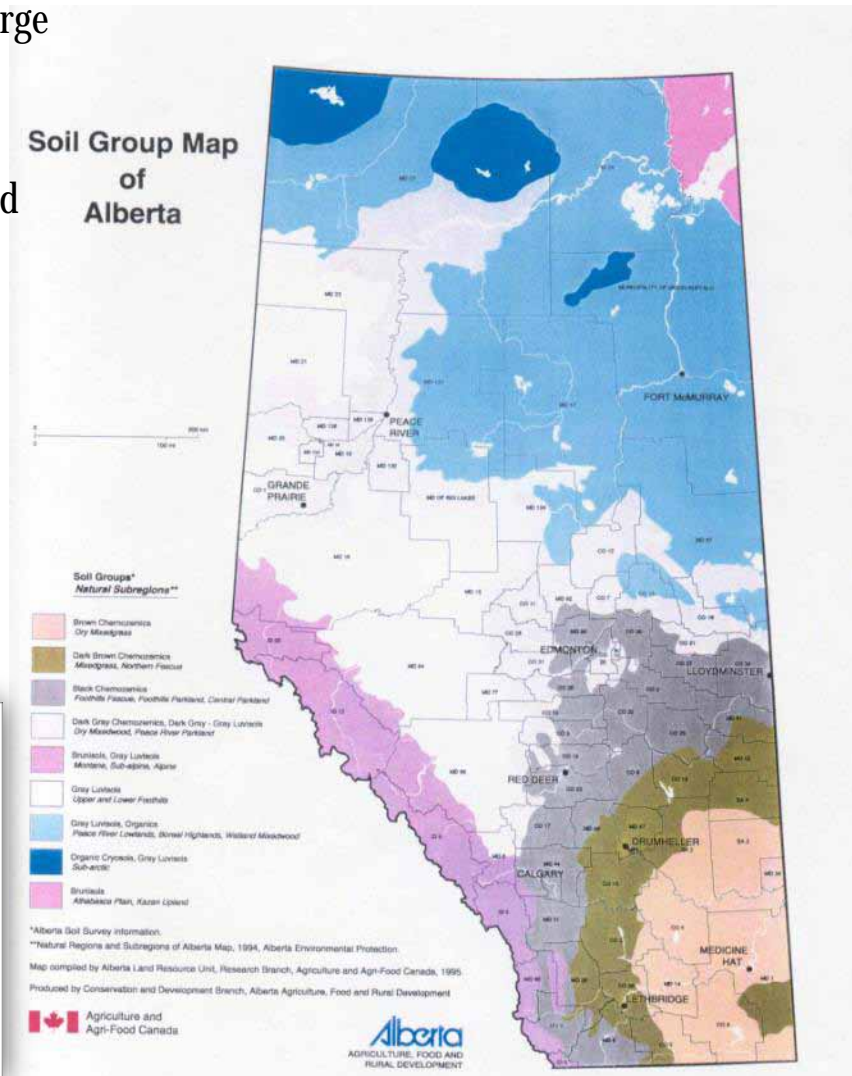
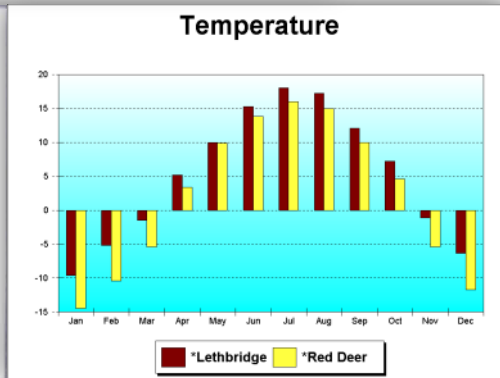
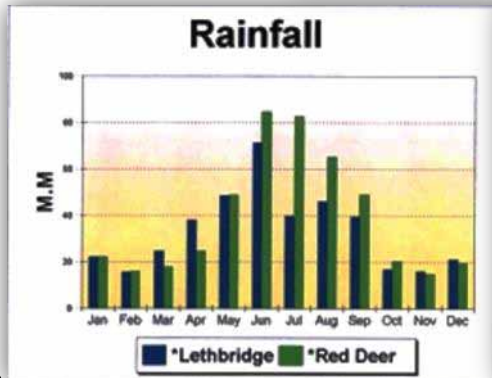
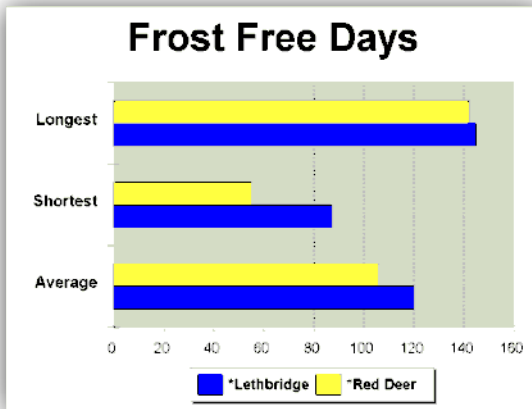
Multiple Seller Land Packages

- Finding suitable land locations and then dealing with the sellers to gather a large enough package is often a multi-year project
- Years of visits to Hutterite Colonies all over Alberta have resulted in the development of trust and friendship. This has proven to be a most important ingredient in the success of land package sales. When selling to a Colony, we are careful to see that the community is aware of who is interested in purchasing property.
- We work closely with engineering companies, groundwater resource people, financial advisors and municipalities in order to facilitate good communication regarding the Development Permit.
- Thus we can make the transition of people from a different culture into the community more acceptable.



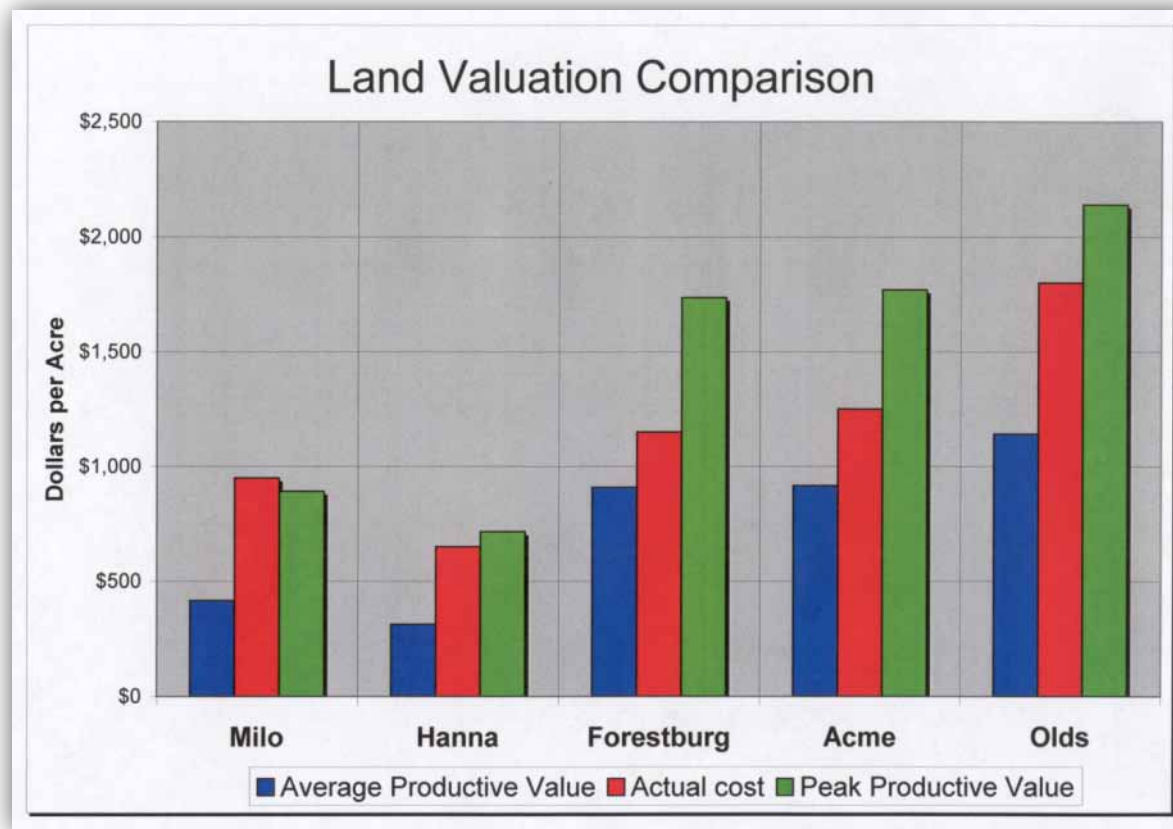
Information is the Key

- Whether dealing with small residential properties or large land packages, the key to our success has been the applicable information that we have gathered and then presented to our clients.
- They can then use this information to make an informed decision



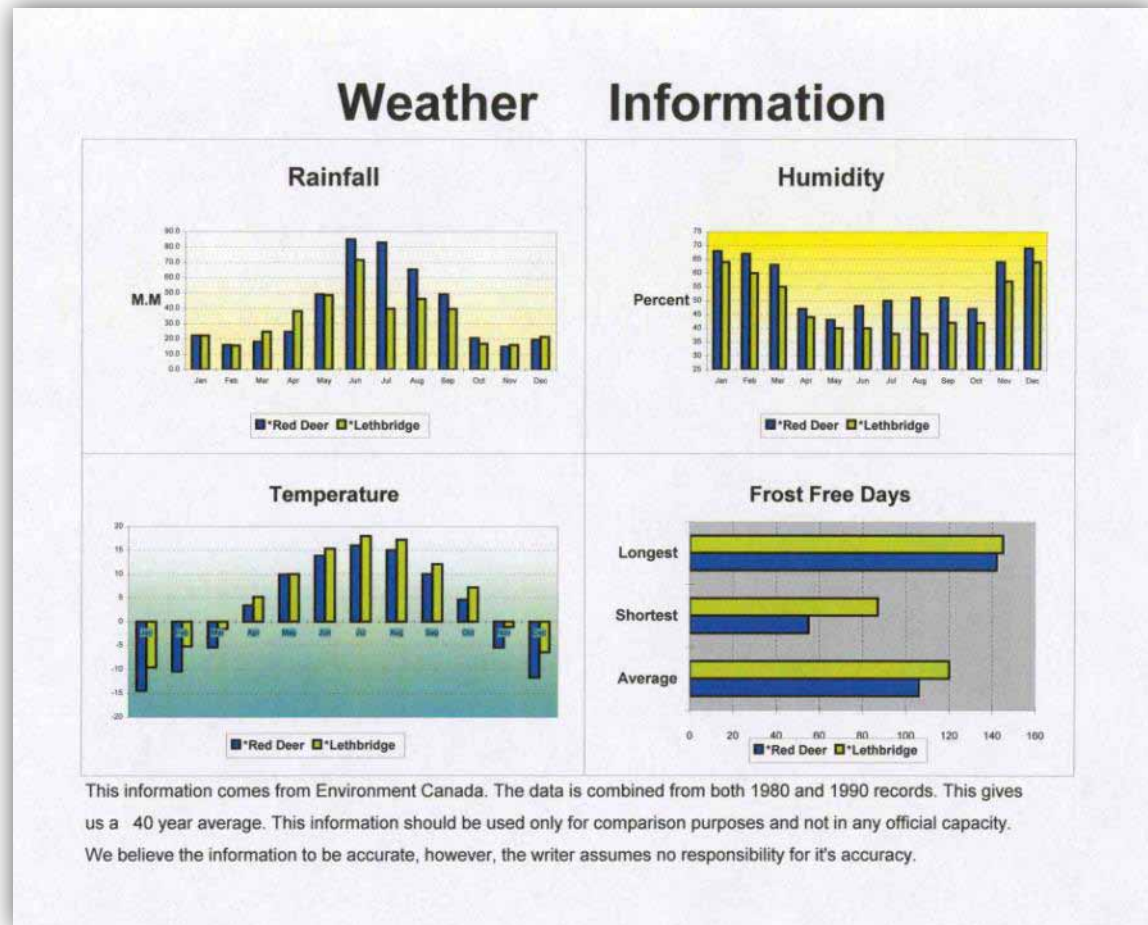
Land Valuation Comparison

- Linview's sales associates have access to information regarding soil classification, types of soil, and climatic conditions to help us recommend the most efficient use for different types of land. We use this information to develop a comparative land value approach.
- For example, with a grain farm we take into consideration the cost of the land and a twenty-year average for grain prices. We then compare this information with the same data from another area of the province, which lets us compare the productive value of the land.



Climate Data

- Linview Realty has purchased climate data from Environment Canada in order to make it available to clients.
- We have this information available for over 60 areas in Alberta enabling customers to make informed decisions regarding farming locations.



Cash Flow Projections

- We are able to do cash flows on any dairy, broiler, broiler breeder, or commercial egg farm in the province, using input cost information from Alberta Agriculture as well as from previous customers.
- We regularly obtain data from the provincial land titles office so that we can compile information about property values in any area of the province.

BROILERS			\$1,200,000.00
=====			
20000 sq. feet of barn	8 week cycle	97% of quota	
=====			
57424 kg. per cycle	6.5 cycle's per yr.	373256 kg. per yr.	
Chickens sold @	\$1.21 per kg. =	\$451,639.76	
Pat. dividend	0.0% dollar sold =	\$0.00	
		Income	\$451,639.76
			=====
Chicks bought	\$0.548 each @ .07% mortality =	\$119,208.63	
Feed Con.	1.9 to 1 @ \$0.25 per kg.=	\$177,296.60	
Electricity		\$3,732.56	
Heating		\$18,662.80	
Insurance		\$4,000.00	
Trucking		\$0.00	
Catching		\$15,552.33	
Misc. sprays		\$300.00	
Repair & Maint		\$2,000.00	
Board Fees		\$4,665.70	
Bedding		\$1,400.00	
Wages		\$16,000.00	
Property Tax		\$600.00	
Misc. Expenses		\$600.00	
		Expenses	\$364,018.63
			=====
Profit after feed and chick =	\$0.71		
	=====		
Annual Profit before mortgage payments and interest =			\$87,621.13
			=====
Annual return on investment of	7%		
	=====		
=====			

This is not a financial statement. However, it reflects the income and expense of a poultry operation and has been verified by some of the leading poultry producers and feed companies in the province. The writer takes no responsibility for the accuracy of this document.

Marketing Strategy

- Of course all of this information is most beneficial if it results in a sale. For this reason Linview takes a very aggressive approach to marketing any property.
- The traditional “For Sale” sign is still one of the best marketing tools available for residential sales. A prospective buyer will usually drive around a community to see what is for sale and then call an agent for details on a property that interests them.
- Our listings are available to potential buyers anywhere in the world via our website at www.linview.ca. Here you will find links to the towns in Kneehill and Mountain View Counties as well as the County websites themselves and the agricultural ads in the Wheel and Deal.
- This resource has a broader base than just a real estate board in one city, as is the case with MLS companies. We can negotiate an equitable financial agreement with any agent from any locale, who is able to provide us with a buyer.
- Our newspaper advertising reaches people in many areas of the province. In a two-week time period, we will reach over 150,000 households.
- We regularly run ads in the Three Hills Capital, the Wheel & Deal, Rocky View Weekly, and Mountain View Gazette. As well, we place ads in local newspapers throughout the province where we have properties listed. Our advertising budget is easily the largest expense on our financial statements.



Conclusion

- Thank you for taking the time to look at our company profile. We hope that soon we will be able to consider you one of our many satisfied clients, or that we will be able to recommend your business expertise and resources to others.

- Locations where Linview has listed or sold properties:

Acme, Aidrie, Alliance, Ardrossan, Athabasca, Barrhead, Beiseker, Black Diamond, Blackfalds, Blackie, Bow Island, Bowden, Boyle, Brooks, Camrose, Carbon, Carstairs, Castor, Coaldale, Coalhurst, Collonton, Coronation, Crossfield, Daysland, Delburne, Delia, Diamond City, Didsbury, Donalda, Drumheller, Edberg, Elnora, Etzikom, Fahler, Ferintosh, Foremost, Forestburg, Fort Macleod, Fort McMurray, Fort Saskatchewan, Givvons, Girouxville, Gliechen, Gunn, Halkirk, Hand Hills, Hardisty, Holden, Huxley, Irricana, Legal, Lethbridge, Linden, Lougheed, Lousana, Meeting Creek, Michichi, Millet, Milo, Morinville, Morrin, Mossleigh, Nanton, New Norway, Okotoks, Olds, Orkney, Peace River, Picture Butte, Pincher Creek, Ponoka, Red Deer, Redwater, Rimbey, Rocky Mountain House, Rockyford, Rosalind, Rosebud, Ryley, Sangudo, Sedgewick, Shaughnessy, Sherwood Park, St. Alberta, Standard, Stettler, Stirling, Strome, Sunnyslope, Swalwell, Thorhild, Three Hills, Tilley, Tofield, Torrington, Trochu, Vermillion, Wainright, Wardlow, Wasketenau, Welling, Westlock, Wetaskiwin, Wildwood, Wimborne