

Oberholtzer Recalls Quarter Century Of Farm Sales

DAVE LEFEVER

Lancaster Farming Staff

SMOKETOWN (Lancaster Co.) — Mahlon Oberholtzer has some stories to tell from his 25 years of selling farms and homes in the area.

The realtor from Smoketown has seen the gamut — from speedy transactions between highly-motivated clients, to challenging deals that took up to eight years to complete.

One of Oberholtzer's most memorable experiences happened a number of years ago when he got an urgent call from a dairy farmer in the middle of the growing season.

"A man called our office in early July and said, 'I'm done farming. If someone gives me cash for the cattle and equipment, I'll finance the farm,'" Oberholtzer recalled.

Oberholtzer fortunately had a "tailor-made" buyer in mind. He contacted him immediately and settlement papers were signed within a few days.

Conversely, a recent settlement took a full eight years to accomplish. As part of the process, Ob-

“A guy called from the boonies of Alaska and said he saw the ad (for a farm) in *Lancaster Farming*. I sent him a video, and he called back and said, ‘I want that farm.’”

Mahlon Oberholtzer
realtor

erholtzer found himself at numerous township meetings to help bring about the rezoning and special approval needed to complete the deal.

After years of working through diverse situations and dealing with a wide range of personalities, Oberholtzer has certainly learned a lot about selling farms. Perhaps he's learned even more about human nature.

For families considering selling a farm, the first thing they should do is have "a good serious session

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