

# Oberholtzer Recalls

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with their accountant to understand details about taxes and how the money will be handled," Oberholtzer advised.

A big part of the challenge is dealing with the emotions of parting with a farm into which they've "put a lifetime of blood, sweat, and tears."

For those considering buying a farm, they need to evaluate their goals as far as they are able, he said. The property and its location will need to meet financial, social, church, emotional, and schooling needs.

"As a realtor, my main job is to fine-tune their thinking so they can make an intelligent decision," said Oberholtzer.

After a family has decided on a farm property that would fit their needs, putting together the money frequently becomes the main concern.

"Financing is the biggy," Oberholtzer said. He's seen various means to help potential buyers realize their dream of owning a farm. For a dairy farmer, that could mean raising heifers to build a milking herd while working for another farmer, for example.

For many folks, the the ability to buy a farm



**Mahlon Oberholtzer has been selling farms out of his home office in Smoketown since 1977.**

means moving out of their home area to more affordable lands.

The good news is that some parts of Pennsylvania  
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