

The LandReport®

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THE MAGAZINE OF THE AMERICAN LANDOWNER \$15



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AMERICA'S
BEST
BROKERAGES

Who: Rural property brokerage specializing in timberland, farmland, recreational properties, and pastureland as well as representing timber REITs in Arkansas, Louisiana, Mississippi, Oklahoma, and Texas.

Wow: Sale of the 200-acre Cedar Lake Estate in South Arkansas that included a 16-acre private fishing lake.

Insight: "The merger of Weyerhaeuser and Plum Creek will have a great impact on our region in 2016 — hopefully a positive one," says Harris DuBose.

Eshenbaugh Land Company

www.thedirtdog.com
(813) 287-8787

2015 Sales: \$50 - \$100 Million

Insight: Steady market for the year with anticipated improvement throughout Central Florida in 2016.

**Frank Hardy
Sotheby's International
Realty**

www.frankhardy.com
(434) 296-0134

2015 Sales: \$50 - \$100 Million

Who: Expertise in land, farm, estate, and waterfront offerings with an emphasis on discretion and professionalism.

Wow: Represented the owners in the sale of Pleasant Point, a priceless 21-acre tract in close proximity to Colonial Williamsburg that included an early American home dating to 1760.

Jon Kohler & Associates

www.jonkohler.com
(850) 508-2999

2015 Sales: \$100 - \$250 Million

Who: Southeastern leader in plantations, ranches, and other high-quality land.

Wow: Sold Greenwood Plantation, which was on the

market for the first time since 1899. The property comprises old-growth longleaf pine forest as well as an antebellum mansion considered one of the finest examples of Greek Revival architecture in America.

Insight: "2015 marked the official return to 'normalcy' in the plantation market inventory," says Jon Kohler. "Buyers continue to seek diversity in their plantation investment aside from quail numbers."

**Larson & McGowin
Properties**

www.larsonmcgowin.com
(251) 438-4581

2015 Sales: \$50 - \$100 Million

Who: Timberland and recreational property specialists with a half-million acres under management.

Wow: Marketed and sold a 22,000-acre ownership in Tennessee, Mississippi, and Alabama.

Insight: "2015 was an active year with buyers relying heavily on fundamentals when setting prices and expectations," says Broker Chandler Graham. "With a bumpy start to 2016 in the stock market, many investors may be looking to diversify further into timberland."

Lile Real Estate

www.lilerealestate.com
(501) 374-3411

2015 Sales: \$50 - \$100 Million

Who: Little Rock-based specialists in agricultural, recreational, and timberland throughout the Mid-South.

Wow: Offered the historic Belcher Hunting Club, which generated six legitimate bids.

Insight: "We found very few quality investment-grade farms trading, due in large part to the significant decline in commodity prices and prospective divesting

landowners wanting to wait for prices to increase before placing their property on the market," says Broker Gar Lile.

**Mossy Oak Properties
Cache River Land & Farm**

www.arkansaslandandfarm.com
(501) 278-5330

2015 Sales: < \$50 Million

Who: Arkansas-based authorities on rural land with opportunities in hunting, fishing, and farming centering around row crops, cattle, and timber resources.

Wow: Sales up 6.5 percent year-to-year with ducks continuing to dominate thanks to above-average market price when owners can document good duck production.

Insight: Poor commodity prices, a wet spring planting season, and high humidity in the night pollination season put a damper on per-acre gains during most of 2015 with an upward trend in prices seen in last quarter.

**Mossy Oak Properties
Coastal Land & Real Estate**

www.mossyoakproperties.com
(912) 674-2700

2015 Sales: < \$50 Million

Who: Full-service brokerage focused on rural land, recreational land, farmland, and timberland with a special expertise in transitional development land.

Wow: Listed the 249-acre Blueberry Farm in Clinch County, Georgia, for \$3.5 million.

Insight: "2015 was a solid year in the Georgia land market with an increase across the board in demand for land," says Broker Terrell Brazell. "We are looking for more quality inventory to keep up with the demand."

**Mossy Oak Properties
Delta Land Management Co.**

www.arkansaslandforsale.com
(866) 604-4707

2015 Sales: \$50 - \$100 Million

Who: Leaders in row-crop agriculture, waterfowl hunting properties, and recreational tracts with a new second office near Marshall, Arkansas.

Wow: Closed on a 460-acre farm for a longtime investor after just 10 days on the market.

Insight: Sold more recreational properties than agricultural for the first time in a decade.

**Mossy Oak Properties
Dixie Land & Wildlife**

www.mossyoakproperties.com
(731) 610-2473

2015 Sales: \$50 - \$100 Million

Who: Investment or recreational properties emphasizing wildlife, timber, and natural resources.

Wow: Brokered a 1,200-acre duck- and deer-hunting property adjoining Shiloh National Battlefield featuring row crops, hunting, and park access.

Insight: "I don't buy the election-year thing," says Brad Hawkins. "People can use it either to motivate to buy or to sell."

**Mossy Oak Properties
Forest Investments**

www.mossyoakproperties.com
(601) 684-1516

2015 Sales: < \$50 Million

Who: Experts in the acquisition, sale, and management of timberland and recreational properties in Louisiana and Mississippi with an emphasis on locating and analyzing forestland investments, 1031 exchanges, and helping clients purchase land through self-directed IRAs.

Insight: Thanks to the drastic drop in oil and gas prices, "we have clients looking to dispose of nonessential holdings or considering ways of holding on to their property through timber sales or downsizing," says Rick Taylor.