

## BROKER SPOTLIGHT

### DDK Forestry & Real Estate

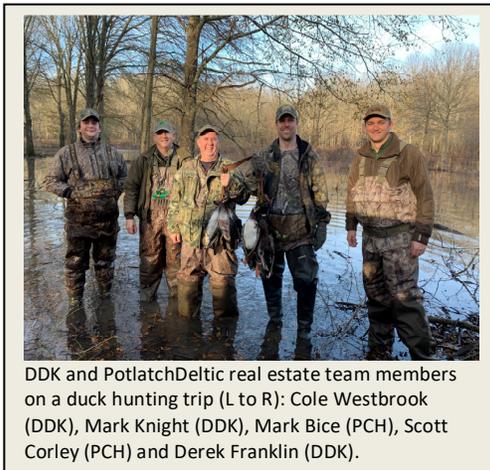


At DDK Forestry & Real Estate in Arkansas, knowing both recreational real estate and forestry creates a win-win for buyers. With real estate experts and registered foresters on staff, the DDK team helps people find properties for hunting and recreation that also provide long-term value as the trees grow.

“Our buyers tend to come from Arkansas, and also from Louisiana, Texas and Oklahoma,” said Mark Knight, part owner and CEO for DDK. “We specialize in rural properties and are well-suited to help someone navigate the ins and outs of a land purchase.”

Knight, who has a B.S. in Agricultural Business/Agronomy and an MBA from the University of Arkansas, heads up sales of PotlatchDeltic properties for DDK, and says PotlatchDeltic properties are an excellent value for recreational land buyers. “PotlatchDeltic has quality properties for sale, and a major plus is how the professional land managers at PotlatchDeltic have cared for the property, and they are always so helpful in providing property data for potential buyers,” Knight said. “Also, the company does much of the paperwork, reducing the hassles for a buyer.”

Deer and turkey hunting is a big attraction for many of DDK’s PotlatchDeltic buyers, while buyers are also often looking to add to an existing land holding or to have the opportunity for other recreational pursuits like RV-ing or hiking. And for many, taking some of the economic value of the timber on a property can make owning it and caring for it more affordable over time.



DDK and PotlatchDeltic real estate team members on a duck hunting trip (L to R): Cole Westbrook (DDK), Mark Knight (DDK), Mark Bice (PCH), Scott Corley (PCH) and Derek Franklin (DDK).

Knight, who leads the company with business partner Ray Galloway, says technology continues to help the buying process in a significant way. “We can direct someone to a property even if we aren’t able to meet them right away, instead of waiting a week, or sometimes more, to schedule a showing,” he said. “And with all the tools available online, buyers can get a tremendous amount of information about a property before they ever set foot on it.”

Knight and a team of six professionals manage as many as 50 PotlatchDeltic property listings at any one time. His team works closely with PotlatchDeltic to pick out tracts for sale that offer prime recreational opportunities, whether it’s a tract in Perry County that has hardwood trees and a creek on the property, or recreational land in Van Buren County that’s near the Sugar Loaf Recreation Area and all it has to offer. Knight loves visiting new places around the state and sharing these undiscovered parcels with buyers who love the land the way he does.

With buyers ranging from retirees looking to build a vacation home to couples that have purchased land for camping and fishing with their younger children, Knight shares his clients’ passion for recreation. In fact, he and his wife, Tiffany, are passing along this love for the land to their sons. “Our kids are at an age where soccer and baseball are a big part of life, but they are also developing an appreciation for the outdoors,” Knight said. “That is such a wonderful thing to pass down through the generations, I think.”

**For more information about DDK Forestry & Real Estate or its PotlatchDeltic land listings**

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