Building on your property starts with the right questions.

If you’re thinking of someday having a cabin on your recreational property, the time to start thinking about it is before you buy the land.

This is something the brokers in the Potlatch Preferred Broker Network talk about with buyers all the time. In some cases, the buyer may want to look for property that already has a structure on it; in other cases, they just want to have the option for the future.

“There are a number of questions to be answered if you think you want more than simply having open space to hunt on,” said Charlie Chernak of Bear Island Land Co. in Minnesota.

Chernak’s company sells a variety of recreational properties, sometimes with structures, sometimes without. This fall, Bear Island is offering a new 12x16 hunting cabin on one of its listed properties. The cabin has room for six bunks and a wood stove, perfect for hunters.

Other Potlatch Preferred Brokers also have relationships that can help in getting a structure built. Natalie Cowart of Banning Junction Real Estate in Minnesota, J.D. Neeley of Neeley Forestry Service in Arkansas, and Rick Musick of Musick & Sons in Idaho are each affiliated with the United Country real estate group, which works with Rocky Building on your property starts with the right questions.
Arkansas is best known for its duck hunting, and Knox is passionate about it.

“One of the most special outdoor pursuits is sitting in a blind, 30 minutes before sunrise and watching the ducks come in,” says Knox.

He’s eagerly anticipating the November 23rd start of the season, and it looks like it’s shaping up to be a good one.

“This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report. “This spring saw abundant moisture in much of the heart of North America’s most important duck breeding areas,” said Ducks Unlimited Chief Scientist Dale Humburg in a recent report.

And if there’s one thing you can count on if you own Potlatch property in Idaho, “there’s always going to be snow.”

Q&A

How do prospective buyers get the information needed prior to participating in an auction, and what kinds of things should they know?

It used to be that when you bought a property, you first traveled to the site to check it out. But in today’s market, buyers can “visit” the property online through webinars, and auction information packages can be sent via email. Our goal is to provide all the information needed to make a decision. Knowledge is paramount.

Prospective buyers need to learn as much as possible about the property they’re interested in before the auction. Buyers also need to know what type of auction they are participating in, so they can bid accordingly. Is it a live auction, an Internet auction or a hybrid of the two? We have seen that with the popularity of online bidding more and more people are quickly becoming comfortable with the auction process.

Finally, anyone participating needs to understand auction terms and conditions, and a great source for that information is the National Auctioneer Association’s website.

It is a great place to find a Glossary of Terms you’ll need to know, learn more about the industry and the code of ethics its members adhere to.

Editor’s Note: In late September 2013, the Musick Auction Team successfully marketed for auction 6 Potlatch properties. Of the properties, 4 either sold or had offers at or since auction and are expected to close before the end of the year. It has been a smooth process for all involved leading to more happy Potlatch buyers. Thanks Rick & team for a job well done!

Broker News

Potlatch is proud to announce that United Country-Banning Junction Real Estate Inc., serving East-Central Minnesota and owned by Tom Jensen and Natalie Cowart (pictured here with Potlatch’s Shawn Sunnarborg, far right), was the No. 1 real estate/auction office in United Country’s Minnesota network for 2013. Additionally, the office ranked as the No. 9 franchise in United Country’s international network of nearly 550 offices for the same time period. Keep up the good work!
After years of working as a land surveyor for the U.S. Forest Service, Charlie Chernak knew what he wanted to do: start a real estate company. He already dabbled in real estate, so he figured why not focus on selling property to other northeastern Minnesota folks who share his passions for hunting, fishing and the outdoors?

Now, 18 years later, Chernak’s company, Bear Island Land Co., is a thriving real estate operation in Ely, Minnesota. Bear Island’s 12 real estate professionals sell many types of property, with a special focus on meeting the needs of the recreational buyer.

So what has changed over the years? The answer is simple, he says: technology.

“We used to just run ads in newspapers and real estate guides, and people would come visit a property, and that’s how it worked,” Charlie says. “Now most everything is done through the internet, which helps people narrow their choices before they come to visit.”

Bear Island’s recreational buyers tend to be Minnesotans who have a tie to the area. Many are folks who grew up locally and then left, but now want to reconnect by purchasing a recreational property for their families.

Ely is a 4 ½-hour drive from Minneapolis, making it convenient for outdoor enthusiasts who want to come up for a few days and enjoy their properties. Deer hunting is a big draw, followed by grouse hunting, and the area also offers a variety of other recreational activities.

Bear Island is the largest real estate company in the Ely area, with over 500 listings, and takes pride in how it combines a personal touch with skill in technology. In addition to running a top-notch website, the company connects with buyers through such social media channels as Facebook, Twitter and LinkedIn.

But no technology replaces the need for a personal relationship with a buyer – one that is centered on trust.

“It is up to us to understand everything involved in how someone wants to use a property, and then be ready to help,” Charlie says. “They may want to know who to talk to about financing, or to understand a municipality’s rules. If we don’t know the answer, we get the buyer quickly to someone who does.”

Bear Island has enjoyed a longtime, successful relationship with Potlatch and is currently showing approximately 150 Potlatch listings.

“We can always tell a buyer with confidence that Potlatch property has been cared for, and that there won’t be any surprises,” Charlie says. “The quality of the experience is shown by how many Potlatch buyers later buy adjoining properties.”

Chernak and his staff never stop learning, always thinking about ways they can help buyers.

“While I loved doing surveying work, real estate has proven to be even more rewarding,” Charlie says. “There is nothing better than helping people buy Potlatch property that will become a legacy for their family.”

To connect with Charlie Chernak and the Bear Island Land Co. team, and to learn more about its Potlatch land listings in Minnesota, call 218-365-2800 or toll-free 888-621-2268, or visit www.mnlands.com.
Mountain Log Homes. Rocky Mountain offers cabins of all shapes and sizes.

With all this in mind, what are three things to think about if you plan to someday put a structure on your recreational property?

1. The tract needs to have a suitable spot for a structure that fits how you plan to use the land. For example, you probably wouldn’t want to put a structure in the middle of a hunting property, where noise would disrupt wildlife. Instead, you may want to build on a corner of the property.

2. Think about utilities. If you will want to have running water or electricity someday, think about whether it would be feasible to run utilities to the site and/or to dig a well. This varies from state to state and location to location so be sure to confirm the information with local authorities.

3. Know if there are any restrictions, such as covenants, conditions and restrictions (CC&Rs) that would dictate what you can put on the property. For example, would it be okay to put a trailer on the property if you don’t want to build a permanent structure?

When you’re ready to get started, start with a Potlatch broker. They get these questions all the time and can help you figure out everything related to building a structure on a property.