With pricing for recreational property returning to normal after the downturn and more confidence by buyers in the economy’s prospects, buying activity for Potlatch land is picking up.

“Buyers we are working with are more confident about making a purchasing decision,” said Rod Osterloh of Close-Converse Properties, a Potlatch Preferred Broker in Minnesota. “And the summer and early fall are great times to buy, as people get ready to use the property for the coming hunting season.”

As always, buying a property starts with deciding the general area you want to be in. And buyers often have an affinity for a certain area: Often, the buyer grew up in that area, or may have friends and family nearby. And of course, the type of recreation comes into play, whether it’s looking for quality deer hunting or proximity to family recreational activities.

Another factor driving the increased demand for land is apprehension about the stock market.

“Buyers we are working with are more confident about making a purchasing decision. The summer and early fall are great times to buy, as people get ready to use the property for the coming hunting season.”

-Rod Osterloh, Close-Converse Properties
INTO THE FOREST

Q: Why Invest in Timberland?
A: There are lots of reasons to invest in timberland but I’d sum it up with these three reasons:
(1) It enjoys strong returns with low volatility.
(2) It’s a great hedge against inflation.
(3) Having it in your portfolio provides diversification.

Timberland is both a factory and a warehouse. When storing timber on the stump waiting for prices to increase, the timber continues to grow in size. Not so with stocks or gold. You do not grow more shares of stock or grow more ounces of gold while waiting for price increases.

Q: Why Invest in Timberland? Continued
A: In addition to these three reasons, timberland is a tangible asset that you can enjoy and use for a homesite, camping, hunting, recreation and more!

For more information and insights, please visit our new Online Resource Library and see Bob’s full presentation on “The Fundamentals of Timberland Investing.”

Bob King has been in the land brokerage and forest management business for over 25 years. He has achieved the esteemed Accredited Land Consultant designation awarded by the Realtors Land Institute (RLI). Bob is currently the national instructor for the “Timberland Evaluation” course for RLI. In 2004, Bob was named “Land Broker of the Year” by the South Carolina RLI Chapter, and he was President of the South Carolina RLI Chapter in 2003, 2004 and 2007. We are pleased to have him as a contributor.

TIME TO BUY, NOW?
Continued from page 1

said. “They worry about the value of their holdings going to zero. And while values of land dropped during the recession before they recovered, the values certainly never dropped that low, which is reassuring for buyers.”

In addition to seeking recreational opportunities, many buyers also are attracted by the potential for income, tied to the timber on the property.

“Having income potential is a major bonus for many of our buyers, and we can help someone understand the timber markets and the possibility for that income,” said Mark Knight of Davis Dubose Knight Forestry & Real Estate, a Potlatch Preferred Broker in Arkansas.

There are also several other factors making this an excellent time to buy. Interest rates remain low, and more lending institutions are making loans on land, part of an overall trend of increased real estate lending around the country.

A key in making a buying decision, both Osterloh and Knight say, is to give yourself plenty of time to find the perfect property for you.

“The more ‘must haves’ you can tell us at the start, the better we can narrow down choices for you,” Knight said. “But even with that, we find that buyers usually need to look at a number of properties before they find the property that fits their needs.”

And with fall around the corner, the time to start that process is now.

POTLATCH RANKED #5 TOP TIMBERLAND OWNER IN THE US

Moving up from #9 last year, Potlatch was ranked #5 in the 2015 ranking by Forisk’s North American Timberland Ownership List. A small percentage of our overall ownership is available for sale, and we are proud to be able to share our heritage of conservation and our commitment to renewable resources.

Looking to become a private timberland owner yourself?
We’d love to welcome you to the club!

AMERICA’S BEST BROKERS

Congratulations to members of the Potlatch Preferred Broker Network for making Land Report’s annual list of top land brokers for the 5th consecutive year!!

- Close-Converse Properties, Brainerd, Minnesota
- Bear Island Land Co., Inc., Ely, Minnesota
- Davis Dubose Knight Forestry & Real Estate, Little Rock, Arkansas
- Tom Smith Land & Homes, Ridgeland, MS
- United Country Gibson Realty & Land Company, McComb, MS

AND, through their United Country affiliation:
- United Country Banning Junction Real Estate, Moose Lake, Minnesota
- United Country Neeley Forestry Service Inc., Camden, Arkansas
- United Country Musick & Sons, Grangeville, Idaho

These eight brokerages have been named among “America’s Best Brokerages 2014” by the prestigious Land Report magazine in the fifth annual report. We’re proud that our brokers have consistently been included in the list since its inception.

Congratulations to all!
Filled with history, music and natural beauty, Mississippi features something for everyone. From incredible hunting and fishing, to discovering the birthplace of the blues, to finding the perfect patch of recreational property to invest in, visitors and residents alike enjoy what Mississippi has to offer.

Rich in cultural heritage, the state celebrates its musical legacy by designating the Mississippi Blues Trail and the Mississippi Country Music Trail to help explore the depth of the region’s influence in modern music.

History comes alive along The Natchez Trace Parkway, which runs 444 miles from Natchez to Nashville. The road was traveled by traders, missionaries, early settlers and Indians. In addition, Civil War battlefields and historical sites can be found along the Trace.

Beachcombers enjoy the world's longest man-made beach, stretching from along the Gulf Coast from Biloxi to Henderson Point.

In fact, outdoor adventure - including hunting, fishing, trail riding, and hiking - may be the true hallmark of the state.

Mark Bice, Senior Real Estate and Acquisitions Manager for Potlatch Corp., said, “Mississippi has some of the best hunting and fishing, as well as other outdoor recreational activities, in the U.S.”

Avid anglers appreciate the plentiful fishing opportunities. From freshwater fishing in lakes and streams to saltwater fishing off the Gulf Coast, Mississippi offers plenty of places to cast your line.

With more 1,000 square miles of public hunting lands in 53 wildlife management areas, and nine national wildlife refuges, the state offers bountiful hunting enjoyment, too. Along with public lands, there are private lands and skilled commercial outfitters eager to facilitate hunting excursions.

White-tailed deer, waterfowl and eastern wild turkeys abound in Mississippi, a fact Bice appreciates. “My son and I enjoy hunting,” he said. “It’s a family thing.”

Bice also enjoys exploring the forest and wooded acreage and he’s been actively traversing the area north of Jackson actively looking at Potlatch’s land holding in that area. Nearly 60% of Mississippi is covered by forests and the state has more tree farms than any other state.

Currently, Potlatch has 38 parcels listed for immediate sale in nine counties totaling nearly 4,000 acres. The parcels range in size from 20 acres to 400 acres, and include all kinds of land types. “A lot of the property is in close proximity to the Ross Barnett Reservoir and along the Big Black River tributary running north of Jackson.”

The 33,000-acre Reservoir and the 17,000 acres surrounding the lake offer a multitude of recreational prospects. Whether you want to hunt, fish, invest or just explore, there is no shortage of opportunities.

“We’re pleased with the opportunities in Mississippi,” Bice said. “There are some exciting parcels available.”

A view of the Ross Barnett Reservoir north of Jackson, Mississippi | Image by Marc Muench. National Park Service photo
WE HAVE A NEW WEBSITE TO SHOWCASE PROPERTIES & MORE

Visit us online
Take a clicking tour.
What will you find??

• A fresh new look on your computer, phone & tablet.
• More of the information you’ve asked for about recreational real estate at your fingertips.
• An easier-to-use navigation.
• Meet members of the Potlatch Preferred Network.
• And, take an online tour of more great hunting and recreational properties than ever before in Minnesota, Idaho, Arkansas, Wisconsin and Mississippi.

POTLATCH PREFERRED BROKER NETWORK

Let us show you why your Potlatch Preferred Broker is the only name you’ll need to know when it comes to buying property.
Please contact the broker nearest your area of interest or visit us at www.PotlatchLandSales.com.
We look forward to helping you with your property search!

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