If you’re looking to buy a Potlatch recreational property — or have already purchased a tract — you are working with a broker who is part of the Potlatch Preferred Broker Network. But what does that designation mean?

Quite simply, it means you are working with one of the top recreational real estate experts in the country — a veteran pro who works closely with Potlatch to help buyers find the perfect recreational properties for their needs.

“The brokers in our network have done every kind of recreational deal you can think of, from soup to nuts,” says Shawn Sunnarborg, Lake States Regional Manager for Potlatch and a key driver in the creation of the Potlatch broker network more than 15 years ago.

Continued on page 4
Heading outdoors to hunt, camp or do other outdoor activities in the winter should involve some advance planning. After all, the weather this time of year can sometimes be unpredictable.

Tom Smith, one of the Southeast’s top recreational land brokers, goes out in the woods all year long, and has some tips that can come in handy as you prepare for your next outdoor excursion.

“Even after checking the weather, surprises can happen with the weather changing,” says Tom, a member of the Potlatch Preferred Broker Network. “You never want to be caught unprepared.”

With this in mind, here are six tips from Tom as you pack for your next trip:

1. Consider taking a heated jacket, which can be adjusted to match the temperature. Some of them are rated to keep you warm even when the temperature drops below zero.

2. A compass can be a major help if you lose your bearings, and don’t depend on using the compass on your cell phone. What if your phone runs out of power?

3. Most outdoors enthusiasts know that wearing layers gives you the ability to adjust to the weather, but also think about what will happen to your head if it rains. Bring a couple of extra head covers so you can bring out an extra if needed.

4. People often overpack their gear but don’t pack enough food. Remember to bring food that’s high in protein. One favorite snack of Tom’s: quick-dried fruits in zip-lock bags.

5. Fanny packs might seem a bit dorky, but don’t worry about it. They can come in very handy. As an example, 6-ounce bottles can easily fit in a pack and provide a good amount of water for your trip.

6. Make sure your cell phone stays charged by bringing two battery-charger travel packs.

As you get outside this winter, it’s a good time to think about buying your own piece of recreational property as a base for your excursions. If you’re in Mississippi, Tom Smith is a great resource, and in other states, another member of the Potlatch Preferred Broker Network can help. Give one of them a call today.

For more information about Tom Smith Land and Homes or its Potlatch land listings
601 Crescent Blvd, Suite 103 | Ridgeland, MS 39157
Phone 601-209-3284 | Website: www.TomSmithLand.com
Email: tom@tomsmithland.com

BROKER IN THE WOODS

WHAT’S IN YOUR WOODS

In the South, how should a land buyer look at pines vs. hardwoods in terms of timber value for a property?

Answered by our own Mississippi broker partner, Tom Smith of Tom Smith Land & Homes:

A combination of pine and hardwood trees is definitely common on Southern properties, and to determine future timber value, there’s more to it than knowing that pines grow more quickly than hardwoods. By working with a real estate expert who understands timber, you can understand the demand for each type and age of timber, which drives the property’s total timber value.

The market for pine, which is a soft wood, is driven by new home construction, while the demand for hardwood, like oak and maple, is driven by demand for products like hardwood flooring. With the US homebuilding market returning, the good news is that demand for both soft and hard woods is increasing – and both are trends that are expected to continue. With timber prices on the rise due to this increased demand, now could be a great time to buy.

Understanding all this isn’t simple. So it’s important to make sure you work with someone who is knowledgeable on the markets and truly understands how to determine timber value as you make your buying decision.

Not sure what type of tree you’re looking at? Start here with this helpful tree identification field guide app from the Arbor Day Foundation or contact any member of Potlatch’s Preferred Network.

And, for more information and insights, please visit our Online Resource Library.

’TIS THE SEASON

HOLIDAY TRADITIONS: Natalie Cowart, United Country – Banning Junction/Moose Lake

From cutting down the tree as a family to dancing and singing around it, Natalie Cowart, a Minnesota Preferred Broker, and her family know how to make the holiday memorable!

Keeping a tradition passed down from her Grandmother alive that pays homage to its Danish roots is great fun in the Cowart family.

“Even though as kids we cringed when we had to hold hands and do this, now we have such fun doing it”, says Natalie. They walk, dance and even stomp around the Christmas Tree and sing songs on Christmas Day or Christmas Eve, sometimes in two rings so everyone can join in! Inside or outside, in a living room or a garage - the tradition continues every year and traditionally ends with a Danish song that means - “Christmas until Easter”.

A favorite time of year, Christmas includes cutting down their own tree. “Decorating it is the fun part for me - even if they are typically 13 to 15 feet tall!! ” All the better to dance around, right??
REAL ESTATE SHOWCASE

WITH PROPERTIES FROM 20 TO OVER 200 ACRES AND PRICES TO FIT ANY BUDGET –
YOUR SEARCH BEGINS HERE.

TIE CREEK, PARCEL 24
Orofino, Idaho | 20 Acres
$39,750

This rural planned community tucked away within one of the most beautiful settings of Clearwater County with many lots overlooking the Dworshak Reservoir, located just ½ mile away! All lots are nicely wooded and large enough to provide privacy. Residents get to enjoy the area wildlife, and they also enjoy spectacular mountain views and landscapes!

For more information about this, or other Idaho properties, contact:
Rick Musick, United Country – Musick & Sons
208-983-0069 | rick@ucidaholand.com

RISON NE
Cleveland County, Arkansas | 40 Acres
$96,400

Hardwoods galore decorate this prime Cleveland County hunting tract that’s located just northeast of Rison off of Hwy 133. Surrounded by timbered tracts, this property offers long term investment potential and excellent game refuge.

For more information about this, or other Arkansas properties, contact:
Mark Knight, Davis, DuBose & Knight Forestry & Real Estate
888-695-8733 | mknight@davisforestry.com

SIX MILE LAKE RETREAT
Bena, Minnesota | 42 acres
$53,500

This land just screams for your hunting camp. With easy paved road access and mile after mile of public land surrounding it, this acreage is an avid sportsman’s dream. This tract southeast of Bena and southwest of Ball Club is a hunting and recreational paradise.

For more information about this, or other Minnesota properties, contact:
Jody Osterloh, LandRadar.com by Close-Converse
218-828-3334 | jody@closeconverse.com

MADISON TIMBER HAVEN
Madison County, Mississippi | 126 acres
$378,000

Looking for a great opportunity for someone to purchase a tract that will provide immediate recreational opportunities and long term timber returns? This 126 acre tract may be it! The 2 year old pine plantation has been intensively managed to produce maximum return over the next 30 years and it’s perfect for hunting, camping, recreation and more!

For more information about this, or other Mississippi properties, contact:
Scott Lindsey or Patrick Gibson, United Country – Gibson Realty & Land
601-250-0017 | gibsonrealty.mccombms@gmail.com
Continued from page 1

“They’ve been working in their areas for years, and they know the property as well as knowing people who can be key parts of the process, like appraisers, title experts and zoning officials.”

The Potlatch Preferred Broker Network has members in Arkansas, Idaho, Mississippi and Minnesota who handle sales of Potlatch properties in their parts of the country. “We have been extremely picky in who we choose for the Network,” Shawn says. “Anyone who starts a land discussion with one of our brokers will quickly find out how knowledgeable they are.”

The Network’s brokers develop a close relationship with Potlatch’s internal real estate managers and staff, and the brokers have a keen understanding of the Potlatch properties in their areas.

Also, the Potlatch brokers share best practices and information with each other on a regular basis, including at an annual get-together where the discussion can include anything from tips for making transactions go even more smoothly to learning about new ways to use technology to help buyers.

“For buyers, knowing that the broker they are working with is in the Potlatch network is like seeing a seal of approval, giving them a high level of confidence in that broker,” says Jim Lemieux, Senior Manager-Real Estate in Idaho for Potlatch.

“Our broker network has many of the top recreational real estate professionals in the country, and that shows in how they do their work every day.”

For some third-party verification of that quality, consider that nine of the Network’s brokers were named to Land Report magazine’s list of “America’s Best Brokers 2015,” and that a number of the Potlatch brokers have been on the list numerous years.

“It’s pretty amazing what our brokers know,” says Shawn Sunnarborg. “But know this too: If they don’t know something, they will get you an answer—quick!”

Want to share your Potlatch experience with us?
Take our survey now or email us. We’d love to hear from you!

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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