



## IF YOU PLAN TO BUILD ON YOUR PROPERTY, HERE'S FOUR THINGS TO CONSIDER

Recreational property buyers often want to someday build on their land, whether it's going to be a primary home, a hunting cabin or a storage shed.

But no matter what kind of structure you're planning to build, the time to think about it is before you buy, because you'll want to be sure the property you purchase is a good fit for that use.

Ben Ballard of PotlatchDeltic sees all kinds of uses by the buyers at Sportsman's Estates, a rural residential PotlatchDeltic community southeast of St. Maries, Idaho. One buyer is building a structure that will serve as a shop, storage space and cabin. Others are camping on their properties for now, with plans to build a primary home or cabin in the future.

"Buying property and building later can make a lot of sense," Ben says. "You spread out your costs over time while you create the property you really desire. And as you spend time in the area, you determine what type of structure will best fit your needs in terms of sleeping capacity, storage needs, you name it."

So to plan ahead, here are four things that Ben suggests buyers consider if they think they want to build on their recreational property someday:

### 1 Make sure the property has good road access, and easy access to power.

Roads should be in good shape, and power should be available within a reasonable distance. This is an advantage of buying in a developed rural community like Sportsman's Estates, or others that PotlatchDeltic has for sale - like Tie Creek near Orofino, Idaho and Living on the Edge in Ely, Minnesota.

### 2 Get an idea of what will be required to get water on the site.

Rural real estate brokers like the experts in the PotlatchDeltic Preferred Broker Network should be able to get you well reports for nearby properties, so you can get an idea of well depths in the area. This is also a good way to find out who the well contractors are in your area.

### 3 Decide whether you want to live in an area with CC&Rs.

Some rural buyers like to be in a community with covenants, conditions & restrictions (CC&Rs), which may regulate anything from the types of structures allowed to whether you're able to keep non-functioning cars and trucks on the property. Pros: These regulations can ensure that your neighbors don't do something with their property that is out of character with the area.

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### So many ways to connect with us!



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

## PotlatchDeltic Brokers Named as Best Brokerages 2019

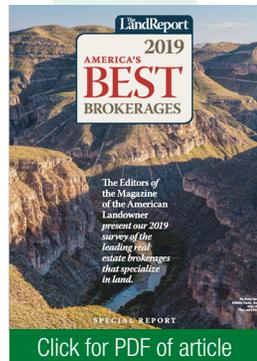
These brokerages have been named among “America’s Best Brokerages 2019” by the prestigious, The Land Report for the 10th consecutive year! We’re proud that our brokers have consistently been included in the list since its inception. Congratulations to every member of the PotlatchDeltic Preferred Broker Network for making Land Report’s annual list of top land brokers!!

- United Country – Musick & Sons Auction & Real Estate Services, Idaho
- LandRadar.com by Close Converse, Minnesota
- Davis DuBose Knight Forestry & Real Estate, Arkansas
- Southeastern Land Group, Alabama
- Tom Smith Land and Homes, Mississippi
- United Country – Southern States Realty (f/k/a Gibson Realty & Land Company), Mississippi

AND, through their United Country Real Estate affiliation:

- United Country Banning Junction Real Estate, Minnesota
- United Country Northwest Land & Lifestyle Properties, Idaho

Brokers in the PotlatchDeltic Preferred Broker Network are experts in all aspects of recreational property sales. With decades of experience and deep knowledge of their geographic areas, they understand everything from what makes a quality hunting property to understanding how to ensure that a property fits a buyer’s exact needs. Congratulations to all. Keep up the good work!



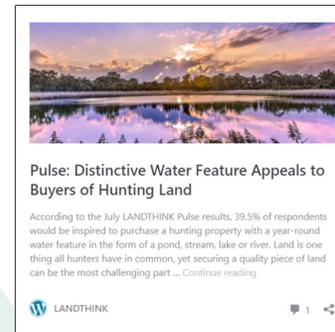
## What Hunting Property Feature Would Make You More Likely To Buy?

We asked. You answered!

PotlatchDeltic sponsored the July 2019 LANDTHINK Pulse and the results are in. Are you surprised to find out that 39.5% of respondents would be inspired to purchase a hunting property with a year-round water feature in the form of a pond, stream, lake or river? Wondering what the next biggest factors were? Click on through and have a read.

Many of our properties have exactly what these hunters are looking for! What’s important to you? Whether you’re looking for land in Alabama, Arkansas, Idaho, Minnesota or Mississippi, start with PotlatchDeltic recreational properties. With properties from 20 to 200+ acres, we’re sure to have a property with all the features you’re looking for whether you’re buying for hunting, to make outdoor memories on your own land with family and friends or interested in a timberland investment. The best thing? When you buy land, it can be all of those things!

So, contact a member of our Preferred Broker Network and start your land search today!



**Visit the PotlatchDeltic Channel on LandThink for more information about recreational and hunting land!**

**[Click here.](#)**

## Reviews

Your PotlatchDeltic buying experience is important to us and we dedicate the time and resources to personally address each customer’s needs and exceed their expectations. We are proud of our commitment to our customers and delivering the highest level of service available. We appreciate the buyers who took the time to share a “pat on the back” and tell us how our people helped exceed their expectations.

“Your team did a good job, even with some unexpected things that came up during the [process]. Job well done!”  
David B. | Idaho Buyer, 1/25/19

“I was very happy with the quick response and friendly demeanor of your [broker]. Plus, your local forester responded quickly. Great experience overall!”  
Charles K. | Minnesota Buyer, 1/16/19

## ON OUR LAND



In learning about PotlatchDeltic, you might have seen that the company is a real estate investment trust, or REIT. So, what is a REIT, and why does that matter to you as a recreational land buyer?

A REIT is a company that owns, operates or finances income-producing real estate. PotlatchDeltic is a timber REIT, owning nearly 1.9 million acres of timberlands in Alabama, Arkansas, Idaho, Louisiana, Minnesota and Mississippi, and a small percentage of select acreage is available for sale. In a 2019 ranking of the top timberland owners in North America, PotlatchDeltic was ranked No. 5.

As a story on the SeekingAlpha website describes, “timber REITs are among the leaders in sustainable forestry, with all four timberland REITs having 100% of their land third-party certified as sustainable either by the Sustainable Forestry Initiative (SFI) or the Forest Stewardship Council (FSC).”

In fact, timber REITs generally plant significantly more trees in a given year than they harvest, the story says.

This commitment to sustainable practices, tied to having a wide range of properties for sale, is a good equation for recreational land buyers looking for a property that’s been well taken care of by a company like PotlatchDeltic with deep forestry and real estate experience.



With Properties From 20 to Over 200 Acres and Prices to Fit Any Budget

YOUR SEARCH BEGINS HERE.



## LITTLE FORK CR8

Little Fork, Minnesota | 40 acres

**\$40,000**

Conveniently located right off a county road, this 40+/- acre parcel already has an entrance built. Bordering public lands perfect for recreational pursuits like hunting and fishing, the property features aspen tree coverage and public road access. This great getaway location for your hunting camp or Northwoods cabin has year-round access and is a must-see property!

For more information about this, or other Minnesota properties, contact:  
Charlie Chernak, Bear Island Land Co.  
218-235-6239 | [charlie@bearislandland.com](mailto:charlie@bearislandland.com)



## SPORTSMAN'S ESTATES, PARCEL B

St. Maries, Idaho | 7 acres

**\$61,790**

Sportsman's Estates, located less than 10 miles Southeast of St. Maries, ID, is a newly created rural residential property, consisting of eight available parcels ranging in size from 7.4 acres to 25.3 acres. These conveniently located parcels, directly off Highway 3, offer the opportunity for excellent buildings sites, territorial views, and ample acreage to expand and play. With access to thousands of acres of timberland right out your back door, plus the proximity to town, these are the quintessential Idaho lifestyle properties. Just 2 parcels left!

For more information about this, or other Idaho properties, contact:  
Tom Moore, United Country – Northwest Land & Lifestyle Properties  
208-772-3000 | [tom@nwlandlifestyle.com](mailto:tom@nwlandlifestyle.com)



## FIVE MILE CREEK

Cleburne County, Arkansas | 79 Acres

**\$140,403**

Live water on this timberland investment with Five Mile Creek on site! This is a great recreational property with deer, bear and turkey hunting opportunities. Tucked in off the road on a hill outside Drasco in Cleburne County AR, there is also a pine timber plantation on property. Don't miss this great opportunity!!

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



## PROSPECT ROAD 130

Butler County, Alabama | 130 acres

**\$215,250**

Prospect Road 130 is located on a paved road in South Butler county, an area known for excellent timber growing soils and big deer. The property consists mostly of loblolly pines planted in 2014 with some hardwoods in the SMZ's. There are several food plots in place for hunting. It's only 13 miles to Georgiana and 9.5 miles to Georgiana making this a great getaway location!

For more information about this, or other Alabama properties, contact:  
Jonathan Goode, Southeastern Land Group  
256-825-4331 | [info@selandgroup.com](mailto:info@selandgroup.com)



## WEST TIMBER 119

Holmes County, Mississippi | 119 Acres

**\$287,250**

This is a well-managed timber tract in Holmes County, MS with an emphasis on stewardship that includes wildlife. The interior road system is very good with blacktop frontage and utilities available. Located just 10 minutes off I-55, you could be out enjoying the recreational opportunities on this land every weekend! This will be an ideal place for someone wanting both hunting and a nice timber stand.

For more information about this, or other Mississippi properties, contact:  
Tom Smith, Tom Smith Land and Homes  
601-898-2772 | [tom@tomsmithland.com](mailto:tom@tomsmithland.com)

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Cons: You may not want any sort of use restrictions on your property. One thing to consider as you decide about CC&Rs is the size of the parcels in the community. If you have a larger parcel and can't see your neighbors, it may not matter to you what they do with their property. Some PotlatchDeltic rural communities, like Tie Creek, have CC&Rs, while others, like Sportsman's Estates, don't.

## 4 Consider what there is to do in the surrounding area, which ties to whether you'll want to spend a significant amount of time on the property.

Sportsman's Estates, for example, is within easy reach of a wealth of recreational opportunities. This area of north Idaho has the St. Maries River and St. Joe River for fishing, kayaking, rafting and canoeing. It's close to thousands of acres of public land for hunting. And, it's only an hour from the shops and restaurants in the popular resort town of Coeur d'Alene and scenic Lake Coeur d'Alene.

"What's the point of buying a property and building a cabin on it if you don't want to spend a lot of time there?" Ben says. "At PotlatchDeltic, we focus on selling properties that are close to tons of things to do, both for kids and adults. It's such a joy to sell a piece of property and to hear how the buyer's family is enjoying it."

**So many of our buyers have plans and ideas for their new property. What's yours? Now that you've bought your dream recreational property – what's next? We'd ❤️ to see pictures or hear your stories about your property. Please share with us at [RealEstate@PotlatchDeltic.com!](mailto:RealEstate@PotlatchDeltic.com)**

## POTLATCHDELTAIC PREFERRED BROKER NETWORK

Let us show you why your PotlatchDeltic 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.PotlatchDelticLandSales.com](http://www.PotlatchDelticLandSales.com). We look forward to helping you with your property search!

### ARKANSAS

United Country  
Neeley Forestry Service Inc.  
J.D.Neeley  
[jdneeley@neeleyforestry.com](mailto:jdneeley@neeleyforestry.com)  
Camden, AR  
870-836-5981  
[www.ucneeleyforestry.com](http://www.ucneeleyforestry.com)

Davis Dubose Knight  
Forestry & Real Estate  
Mark Knight  
[mknights@forestryrealestate.com](mailto:mknights@forestryrealestate.com)  
Little Rock, AR  
1-888-695-8733  
[www.forestryrealestate.com](http://www.forestryrealestate.com)

### ALABAMA

Southeastern Land Group  
Jonathan Goode  
[jonathan@selandgroup.com](mailto:jonathan@selandgroup.com)  
Dadeville, AL  
256-825-4331  
[www.selandgroup.com](http://www.selandgroup.com)

### IDAHO

United Country  
Musick & Sons  
Earl Musick  
[earl@musicklandgroup.com](mailto:earl@musicklandgroup.com)  
Grangeville, ID  
208-983-0069  
[www.ucidaholand.com](http://www.ucidaholand.com)

United Country  
Northwest Land & Lifestyle Properties  
Tom Moore  
[tom@nwlandlifestyle.com](mailto:tom@nwlandlifestyle.com)  
Hayden, ID  
208-772-3000  
[www.northwestlandandlifestyleproperties.com](http://www.northwestlandandlifestyleproperties.com)

### MISSISSIPPI

United Country  
Southern States Realty  
Scott Lindsey  
[southernstatesrealty@gmail.com](mailto:southernstatesrealty@gmail.com)  
McComb, MS 39648  
601-250-0017  
[www.southernstatesrealty.com](http://www.southernstatesrealty.com)

Tom Smith Land and Homes  
Tom Smith  
[tom@tomsmithland.com](mailto:tom@tomsmithland.com)  
Ridgeland, MS 39157  
601-898-2772  
[www.tomsmithland.com](http://www.tomsmithland.com)

### MINNESOTA

United Country  
Banning Junction Real Estate  
Natalie Cowart  
[natalieunitedcountry@gmail.com](mailto:natalieunitedcountry@gmail.com)  
Moose Lake, MN  
612-390-3945  
[www.ucminnesota.com](http://www.ucminnesota.com)

Close~Converse Properties  
Brett Anderson  
[brett@closeconverse.com](mailto:brett@closeconverse.com)  
Brainerd, MN  
1-866-403-LAND (5263)  
[www.landradar.com](http://www.landradar.com)

Bear Island Land Co., Inc.  
Charlie Chernak  
[charlie@bearislandland.com](mailto:charlie@bearislandland.com)  
Ely, MN  
218-235-6239  
[www.mnlands.com](http://www.mnlands.com)



Preferred  
**BROKER**

[www.PotlatchDelticLandSales.com](http://www.PotlatchDelticLandSales.com)

CORPORATE OFFICE: 601 West First Street  
Spokane, WA 99201 | (509) 835-1500