OPTIMIZING YOUR OUTDOORS, ONLINE

Back in the day, bringing along bulky maps and field guides was the only way to figure out where you were going in the woods and what types of wildlife you saw along the way. Of course, in the digital age, that’s no longer the case. In addition to online mapping and wildlife facts, a variety of websites and apps can be helpful if you are buying or improving a rural property, or if you are figuring out nearby recreational options.

Below is a list of a few helpful online tools that may soon have you wondering how you ever lived without them. Of course, be sure you have service where you’re going or that you can download what you need and access it when you’re offline.

**Avenza.com:** This mapping site offers a way to search for and browse thousands of professionally made maps that can be exported to Apple or Android devices. Users can find their location, record GPS tracks, find different places and create place marks to remember where spots of interest are.

**Onxmaps.com:** This is another excellent option for online mapping that is designed for mobile devices. Onxmaps.com caters to the outdoorsman, offering features for hunters that include delineating public and private lands, property boundaries, back roads and trails.

**The Night Sky:** This app helps kids learn about constellations. By using geo-tracking, The Night Sky shows the stars and planets.

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**BROKER SPOTLIGHT**

Tom Smith Land & Homes

Tom Smith of Tom Smith Land and Homes is known as “The Land Man” for a very good reason— he’s the only local real estate professional who focuses solely on the land market.

He and his 22-member team, serve the needs of buyers, investors and sellers throughout Mississippi.

Tom had spent many years climbing the corporate ladder, including 15 years with Wal-Mart, where he rose to the rank of Vice President of Operations. He lived in 11 different states and traveled the world, but after 27 years in corporate America what he wanted most was to come home.

Home for him is Mississippi. “I was born and raised in Meridian,” he said. “As a kid I hunted and fished. I was always outside.”

Still an avid outdoorsman, Tom wanted to live and work in a place that would offer him plenty of...
Q: Given the volatility this year in the stock market, does that increase people’s interest in buying land? And how does land compare as an investment?

A: Certainly, when the stock market is having significant swings, that will cause investors to look even more at other alternatives, such as land. We have been seeing some of that so far in 2016.

A key to any investment is buying in at a fair price. And if you decide to purchase timberland, based on history, it can be a smart move. According to the National Council of Real Estate Investment Fiduciaries, if you invested $1 in timberland in 1986, on average you would now have $28, compared to $16 if you had invested in the S&P 500 over that time.

Of course, past performance is not a guarantee of future trends. That said, the value outlook appears bright going forward due to the continued strength of the market for new homes, which plays a major role in driving demand for lumber and, in turn, timber.

It’s important that you work with a real estate expert who knows land, so you can properly weigh all these sorts of factors into your buying decision.

For more information and insights, please visit our 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.

INTO THE FOREST

HAPPENINGS

POTLATCH EARN REAL ESTATE MERIT BADGE

Boy Scouts and Girl Scouts of Clearwater County (Idaho) celebrate the purchase of a property from Potlatch that will be used for hiking and camping. The transaction was part of a Potlatch swap/purchase with another, more remote Scout-owned tract, which helped the group gain the funds for its new property, which offers easier, year-round access.

BROKER SPOTLIGHT

Continued from page 1

opportunities to pursue his hobbies. For him, Mississippi has it all. “We have amazing deer and duck hunting as well as terrific bass fishing,” said Tom. “Best of all nothing freezes over here, so I can fish all year round!”

It’s also a great place to raise a family, and Tom, his wife Ellen, and their two daughters, Kathleen and Samantha, spend many happy hours boating on Lake Caroline.

In 2002, he launched Tom Smith Land and Homes and quickly found his niche. “No one was really focusing on land,” he said.

Business has grown by leaps and bounds and Tom is delighted to be a Potlatch Preferred Broker. “Potlatch land has been superiorly managed over time making it an above-average investment.”

As an Accredited Land Consultant, Tom provides specialized knowledge to his clients. “I don’t just sell you land,” he said. “I can offer advice on how to design, develop and maintain it.”

He doesn’t miss his days in corporate America a bit because he’s found his true calling.

“I have a passion for what I do,” he said. “I don’t have to go to work-- I get to go to work!”

For more information about Tom Smith Land & Homes or its Potlatch land listings
61 Crescent Blvd., Suite 103| Ridgeland, MS 39157
Phone: 601-898-2772
Website: www.tomsmithland.com | Email: tom@tomsmithland.com
TIE CREEK, PARCEL 16  
Orofino, Idaho | 20 acres  
$59,900

Tie Creek Subdivision is a rural planned community tucked away within one of the most beautiful settings of Clearwater County overlooking the Dworshak Reservoir. All lots are nicely wooded and large enough to provide privacy for your dream home or cabin. Additional neighboring acreage available.

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

STONEY CREEK  
Zim, Minnesota | 160 Acres  
$134,900

What's better than 160 acres of woods, water and wildlife? Add a pond and meandering creek through the property and you have and ideal hunting and recreational site! Mix in Aspen and other Northern hardwoods along the creek bed. A few ponds south of the creek make for wildlife galore! Abuts state land to south & east!

For more information about this, or other Minnesota properties, contact:  
Natalie Cowart, United Country Real Estate – Banning Junction/Moose Lake  
218-485-0229 | natalie@unitedcountry.com

BANKS 40  
Banks, Arkansas | 40 Acres  
$110,800

Located in the northwestern Bradley County, Highway 278 runs along a portion of the east boundary providing excellent access and approximately 400 feet of frontage and utility access. A small pond, its excellent location and fine forest make this a perfect recreational getaway or your next home site!

For more information about this, or other Arkansas properties, contact:  
J.D. Neeley, United Country - Neeley Forestry Service Inc.  
870-836-5981 | jdneeley@neeleyforestryservice.com

MADISON COUNTY PINE  
Madison County, Mississippi | 126 Acres  
$378,000

Located only 15 miles east of I-55 this is a great opportunity for someone to purchase a tract that will provide immediate recreational opportunities and long term timber returns. The tract has paved frontage on Pat Luckett Road with electricity and water available.

For more information about this, or other Mississippi properties, contact:  
Scott Lindsey, United Country - Gibson Realty & Land Company  
601-250-0017 | gibsonrealty.mccombms@gmail.com
overhead at any given time. Or if there are cloudy conditions, it can offer advice on when the best nights will be to look overhead at the stars.

Oh my stars!

Whitetail 365: This blog on the FieldlandStream.com website, by writers Scott Bestul and Dave Hurteau, offers a combination of fun hunting items and helpful tips on such topics as planting food plots and picking the best bow for bow hunting. And if this blog doesn’t suit your fancy, there is a wide variety of other blogs related to outdoor activities on the site.

Find the big bucks.

MyLandPlan.org: Offered by the American Forest Association, this website offers a lot of good information if you are looking for an introduction to growing, managing and harvesting timber, and that’s valuable if that’s going to factor into your buying decision. The site also offers a way to subscribe to the association’s quarterly magazine, called Woodland, which offers information for forestland property owners.

Wood you like more info?

Recruitment.gov: This site, produced by seven agencies including the National Park Service, Fish and Wildlife Service, and Forest Service, includes information on thousands of parks, forests, lakes, museums, and areas managed by federal agencies around the country. It also offers a way to make reservations at many of the areas, along with links to information on visiting certain areas of the country.

Get out and recreate!

Online resources are endless and new ones come online daily, so look for this to be a recurring feature. And, if you want to kick it old-school and talk to a member of our team, please do! We’d love to hear from you so give us a call, come meet us for coffee in our offices or let’s get out in the woods on a property tour.

We like to call this app “Customer Service”. At Potlatch we know that your next land buying experience is in our hands and we’re committed to making it everything you think it should be…and more!

#TeamPotlatch #BuyingLand #ExceedingExpectations

OPTIMIZING YOUR OUTDOORS, ONLINE

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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