It's now heading towards summer, and you are thinking about buying that recreational property you've always dreamed about. But you’re wondering how to determine what the return on your investment should be, or even if you should look at a recreational land purchase that way.

The simple answer is this: Don’t look at a recreational property purchase only in financial terms, because there are so many other ways you will benefit from going ahead and making the move now.

“The memories and the wildlife are the richest return” for people who own a smaller tract with timber, says Tom D. Martin, president of the American Forest Foundation. In a recent New York Times story, he talks about how owning a smaller property in the woods can make sense for someone who plans to enjoy the land for reasons beyond its financial return.

The recreational land sales experts in Potlatch’s Preferred Broker Network agree. While regular timber harvests on a property may provide funding for such things as land improvements — and it’s certainly important to understand that part of a purchase - the Potlatch brokers find that most of their recreational land buyers are purchasing property in 2017 for other reasons.

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Southeastern Land Group joined the Potlatch Preferred Broker Network in early 2017. The Southeastern Land Group team helps people purchase Potlatch-owned recreational and timberland investment properties throughout Alabama, which is a natural fit with its core business being rural land sales.

The company was founded in 2003 as AlaLandCo, with the goal of helping people buy and sell farms, timberland, and recreational properties in Alabama. In 2015, AlaLandCo became Southeastern Land Group, and has grown from focusing solely on Alabama to now providing these same services in Alabama, Mississippi, Georgia, Florida and Tennessee.

The team is passionate about helping people buy and sell land, and the results are proof of that. With more than 20 full-time land brokers and agents and two office administrators, the company sells properties both large and small to a wide variety of buyers.

Jonathan Goode is leading Potlatch recreational property sales for Southeastern Land Group in Alabama, working with his colleague Rick Bourne. Both have significant experience in selling all types of rural properties, giving them the ability to help buyers understand both the recreational and investment sides of a purchase.

For Goode, the work ties into his love of the outdoors. He lives on a 70-acre farm near Marion in Perry County, Alabama, where his family grows much of its own food and enjoys spending time in the outdoors.

“Like many people, I want my children to have opportunities to be in the garden, to play in the creek, and to enjoy hunting, fishing and just being outdoors.” he says.

Jonathan is an Accredited Land Consultant (ALC), a prestigious designation of the Realtors Land Institute (RLI) earned by land brokers who have demonstrated significant skill and knowledge in their field. He served as president for the Alabama Chapter of RLI in 2016. Jonathan is a co-host of the weekly radio program, The Land Show, and is a contributor of land-related articles for LandThink.com and the RLI blog.

“Being part of the Potlatch Preferred Broker network is a real privilege,” Jonathan says. “We appreciate the opportunity to serve in a network that includes some of the top land sales professionals in the country. Prospective buyers appreciate property that has been well managed, and Potlatch is known for being good stewards of their lands.”

For more information about Southeastern Land Group or its Potlatch land listings
16396 Highway 280 West
Dadeville, AL 36853
Phone 256-825-4331
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Email: Jonathan@selandgroup.com

-working with a consulting forester can ease your mind as you buy

Most recreational land buyers would not qualify as experts on timber, whether it’s understanding the current value of timber on a property or evaluating a property’s potential for timber growth. But with the right help, there is no need to worry about what you don’t know, says Mark Knight of Davis DuBose Knight Forestry & Real Estate in Little Rock, Arkansas.

“First, the brokers in the Potlatch Preferred Broker Network, like me, all have deep experience in selling timber properties,” Knight says. “Beyond that, we have access to resources that can provide as deep an analysis as is needed for a property.”

This often involves working with a consulting forester. Some of the brokerages in the Potlatch network, like Davis DuBose, also offer timber consulting services. In other cases, Potlatch brokers have longstanding relationships with consulting foresters in their areas — professionals who know the timber and land conditions well in their respective geographic regions.

“As with any major purchase or decision, it’s important to work with an expert,” Knight says. “There is no substitute for experience, and you should do your homework before hiring someone as a consultant.”

A recent article in Forest Landowner magazine, published by the Forest Landowners Association, lays out some key things to think about in hiring a consulting forester. Among them:

• A true consulting forester charges for services. This is important, because a contract for services should lay out what is expected and how the consultant should put the consulting customer’s needs first.

• Using an experienced, highly trained consulting forester pays off with more peace of mind in your recreational land purchase, and in truly understanding the timber on a property.

• Consulting foresters can do much more than provide evaluations of property. After you buy, a consultant can help you work with contractors on such tasks as site preparation and tree planting, and can you be your partner as you work to improve your property long-term.

“While timber may not be the top factor in your decision in a recreational land purchase, understanding the timber on a property and its potential is important,” Knight says. “Every property is different in terms of timber and in the quality of the land, and we want every buyer to feel confident in their purchase.”
WITH PROPERTIES FROM 20 TO OVER 200 ACRES AND PRICES TO FIT ANY BUDGET –

YOUR SEARCH BEGINS HERE.

SIDE LAKE 40
St. Louis County, MN | 42 acres
$39,900
Located near Long Lake, this very private parcel is accessed by a National Forest Road and is completely surrounded by hundreds of acres of government land. It boasts a nice mix of high and low land with predominately aspen tree cover.

For more information about this, or other Minnesota properties, contact:
Charlie Chernak, Bear Island Land Co.
218-365-2800 | charlie@bearislandland.com

MUTCH CREEK, TRACT 2
Benawah, ID | 15 acres
$75,500
Within 5 minutes of charming St. Maries, Idaho is this recreational building lot that offers beautiful views of the St. Maries valley. With year-round access, power and phone already available, this lot is perfect for building your dream home or cabin. The rolling wooded acreage also has a seasonal creek meandering through it along the west side of the property.

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

CRENSHAW HIGHLAND
Crenshaw County, AL | 63 acres
$105,500
The property is located along Oliver Myers Road (paved) with frontage on both the north and south side and a great internal road as well as pine plantation running through it. With year-round access, this parcel is great for a homesite or recreational activities like hunting or fishing.

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

HOPE SOUTH
Hampstead County, AR | 90 acres
$139,314
This property may be the investment you been looking for or that large homesite with lots of elbow room! Access to the property is via County Road #56 which runs along the northern boundary of the property providing nearly one-half mile of paved frontage.

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

CARROLL COUNTY 115
Carroll County, MS | 115 acres
$287,455
This property really offers everything! Mature timber for the investment side, great roads for ATV riding with the family, mixed hardwoods for hunting, pond for fishing and established food plots! The property is also conveniently located to Carrollton and Greenwood, MS. Once you ride through the property and see the hills & bottoms and pull up to the food plot that touches the lake, you will know you have found the right property for you.

For more information about this, or other Mississippi properties, contact:
Tom Smith, Tom Smith Land and Homes
601-898-2772 | tom@tomsithland.com
“For some people, they are seeing that their children are getting older, and they want their own place to make memories,” says Natalie Cowart of United Country Banning Junction Real Estate in Moose Lake, Minnesota. “For other buyers, they’ve been leasing hunting land, or using land that friends own, and they want the flexibility to use a property whenever they want.”

...owning a smaller property in the woods can make sense for someone who plans to enjoy the land for reasons beyond its financial return.

Potlatch brokers say this is one of the best times to buy recreational property in recent memory. For those who want to finance their purchase, interest rates remain low. At the same time, property values are rising in many areas, and with a stronger economy, more people are ready to go ahead and buy.

It’s also important to realize that there is no guarantee what the future holds for values, either for timber or for recreational properties. This is another reason for recreational land buyers to consider all the advantages of owning a getaway of their own, and to think in a long-term way that doesn’t focus simply on financial return.

As the recent New York Times story describes, serious timber investors usually consist of companies or high-net-worth individuals who are buying properties that are thousands of acres each. While Potlatch sometimes sells properties of this size, its recreational property sales program is geared towards folks who want to buy smaller tracts, which can be anywhere from 10 to 40 to a few hundred acres.

But no matter the size of the tract, Potlatch properties have many common traits. The property has been well cared for from a timber perspective. It will provide quality opportunities for such pursuits as hunting and hiking, either onsite or nearby. And a buyer will work with a Potlatch broker who specializes in being a knowledgeable, helpful resource for recreational land buyers.

“When you own your own property, it takes so much of the guesswork out of planning your recreational activities,” says Jonathan Goode of Southeastern Land Company, who handles Potlatch recreational property sales for Alabama. “You will have a home base for all your activities, and it’s fun to start planning hunting trips or outings with your family when that home base is already established.”

So, while it’s a good idea to understand the quality of the timber on a property you are looking to buy, it’s just as important to think about the purchase beyond timber value. And it’s smart to think about the advantages of buying in 2017 rather than later.

After all, the sooner you buy, the sooner you can be out on the property, enjoying it.

“None of us are getting any younger,” says Cowart. “Who wants to wake up two or three years from now and think about how they missed the opportunity to spend more time with their family and friends out in the woods?”

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!