



## IT MAKES SENSE TO BUY RECREATIONAL PROPERTY FROM A TIMBER COMPANY

As you consider where to look for a recreational property to call your own, it makes sense to think about buying from a landowner that knows how to care for rural timberland - like a timber company.

As with any major buying decision, it's important to ask the right questions if you are thinking about investing in a rural recreational property. And as you get more information, consider these five reasons why buying from a timber company like PotlatchDeltic can be a good idea:

### **1** PotlatchDeltic's foresters are experts at growing quality timber that will provide a quality environment for wildlife and recreation.

It's important to grow timber in a way that provides a mix of more mature and younger trees, helps to prevent erosion, and creates shelter for deer, turkey and other wildlife. Each type of tree carries its own unique value, and it's important to understand the types and ages of trees on a property you're considering, along with the soil conditions.

### **2** Timberland investments have acted as a solid hedge for inflation over time, and while there are no guarantees of future returns, many buyers like buying a recreational

### property with quality timber as part of an overall investment strategy.

Properties with a timber component provide a financial benefit when tied to a long-term, well-thought-out timber management plan. A timber company like PotlatchDeltic can direct you to experts who help a buyer establish and manage a plan.

## “Buy from a landowner that knows how to care for rural timberland - like a timber company”

### **3** Rural properties are different from region to region, and a timber company will have experts available that understand the exact area you're interested in.

As an example, the timber and terrain are very different in northern

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

# BROKER SPOTLIGHT

## United Country – Neeley Forestry Service | Arkansas

Since J.D. Neeley's father started a forestry consulting business in southern Arkansas in 1972, Neeley Forestry Service, Inc. has expanded to become a full-service, one-stop shop for recreational land buyers and property owners through its affiliation with United Country Real Estate.

United Country - Neeley Forestry Service, part of the Potlatch Preferred Broker network, has five real estate brokers/agents, with over 60 years of combined real estate experience. The team also has six Registered Foresters, one Certified Wildlife Biologist, two Certified General Appraisers, and one Registered Appraiser.



"We understand all the pieces of the land sales puzzle, from how a property will offer recreational opportunities to its potential for timber harvesting," says J.D. Neeley, President of United Country - Neeley Forestry Service. J.D. joined the business in 1985 and has since overseen its growth and geographic expansion around Arkansas and into neighboring Louisiana.

Located in what's called the "wood basket" of south Arkansas and north Louisiana, Neeley said his company's prospective buyers are often looking to invest in timberland while also looking for a spot for hunting and other recreational activities.

Recreational buyers are looking for land to hunt, camp or ride their ATVs on, and the Neeley team's familiarity with Arkansas and neighboring Louisiana, combined with their love of being outdoors, comes in handy when folks are seeking to buy land for recreational use.

Tying nicely into J.D. Neeley's work, his entire family loves the outdoor lifestyle. And in keeping with the company's history as a family enterprise, J.D.'s son Daniel works at the company, making it a three-generation business. Daniel manages the Technical Services at Neeley Forestry Services and specializes in land sales marketing, forest inventory valuations, and the company's use of drones (sUAVs and Remote Pilots).

The United Country - Neeley Forestry Service team has nine experienced team members, including Real Estate and Appraisals Manager Josh

Barkhimer. Barkhimer, through an appointment by Gov. Asa Hutchinson, is a member of the Arkansas Appraiser Licensing and Certification Board. Other staff members include Arkansas Region Manager Ricky O'Neill and Sam Crawford, Louisiana Region Manager. Ricky is a Registered Appraiser and Certified Wildlife Biologist and was named Forestry Educator of the Year in 2016 by the Arkansas Forestry Association. Sam joined the United Country-Neeley Forestry Service team in July 2018, when the company opened a branch office in Shreveport to serve the north and central Louisiana market. Sam's forestry career has spanned more than 40 years with 32 of those years as President of The Crawford Forestry Group, Inc.



J.D. & Daniel Deer hunting

There isn't much public land open for hunting in the southern part of Arkansas, O'Neill says, driving demand for land sales to hunters who want property of their own. Also, buyers are often looking to reallocate some of their assets, buying a piece of land they can pass down to their family.

The company often forms relationships with families that last for generations, Neeley says. "In our management business, we often are working with land that we originally managed for parents, and that we now manage for their children or even their grandchildren."

But what Neeley finds most enjoyable in his work is seeing the company's clients enjoy their property and what it brings to them, both recreationally and financially. "I love to see properties well-managed and producing good timber revenues," he says. "Helping people maximize their returns is very rewarding."

### For more information about United Country – Neeley Forestry or its PotlatchDeltic land listings

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Neeley Forestry Service

## INTO THE FOREST

### PotlatchDeltic Offers Exclusive Campsite Leases

In a first, PotlatchDeltic offered exclusive campsite leases in selected popular recreation areas of North Idaho. The three areas selected for this initial rollout are Gold Center Creek, east of Clarkia, The Dredges on the Palouse River, and Scofield/Washington Creeks, east of Headquarters. PotlatchDeltic is already in the planning process to add additional sites for the 2020 camping season.

The exclusive leases give the lessee reserved and guaranteed use of the site from April 10th to December 10th, which covers the entire summer recreation time and the primary fall hunting seasons. Most sites are located along nice water features such as streams, rivers or ponds; and most are set up to allow multiple RV/Campers and are perfect for large groups of family or friends that like to recreate together.

These exclusive campsites were offered by online bid and that process ended at the end of February. But don't worry, if you missed the bid process, there are several great campsites remaining that were not taken in the auction. Those sites are now offered with a "buy-it now" lease price on a first come-first served basis. So, check out the PotlatchDeltic website to see if one of the remaining sites is of interest to you and be

sure to check back later this year to prepare to enter a bid to get your campsite early in 2020!

Why lease? Leasing is a great way to insure that your campsite site will be available when you get there, that the site you want is yours for the season without having to be on site at the first thaw to secure your campsite and you can secure and leave your equipment on property on a site that you've leased.

Thinking that leasing or a permit might be right for you?  
Visit [www.recreation.potlatchdeltic.com](http://www.recreation.potlatchdeltic.com) for more info!



Wanna see one of the Idaho campsites?  
◀ Click here.



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

YOUR SEARCH BEGINS HERE.



## BUGLE RIDGE, PARCEL 8

**\$69,750**

Clearwater County, Idaho | 21 acres

Located in a beautiful rural setting, Bugle Ridge is only a 15-mile drive to downtown Orofino and the Clearwater River famous for world-class Steelhead and Salmon fishing. Another 15 minutes and you're at the Dworshak Reservoir. All-season recreation is available with summer four-wheeling, camping & hiking, fall wildlife, such as deer, elk, turkey, & bear who are attracted to this private land from adjacent State Land and winter snowmobiling and cross-country skiing. With scenic territorial views of the Idaho hillsides, you'll also find seclusion for your rural campsite or off-grid cabin and an opportunity to escape from the busy day to day life.

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



## SORRELS ROAD

**\$76,100**

Jefferson County, Arkansas | 21 acres

Located in the Arkansas Delta just a few miles south of Watson Chapel, these 20 acres enjoy public road frontage and access to utilities along Sorrels Road. With its year-round access this would be a great homesite nestled on a lot with excellent outdoor recreational opportunities – hunting, camping, four-wheeling - both nearby and on your own 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



## JOHNSON CREEK 80

**\$99,900**

Cloquet, Minnesota | 80 Acres

The perfect recreational opportunity awaits on this rolling wooded 80-acre parcel with a water feature on site! In addition to an Aspen and Hardwood mix throughout, Johnson Creek meanders through the site. Future owners can walk the cleared trail for a beautiful view of the creek and rolling terrain. Perfect for all-weather recreation - hunt, camp or four-wheel!

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



## MADISON PINES NE

**\$287,500**

Madison County, Mississippi | 150 acres

Northeast Madison Co. is a great place to be. That's where you'll find this fantastic opportunity to invest in a managed timberland tract. Part of the total acreage is in 11-year-old pines and will be ready to thin in a few years. The remainder was recently harvested and is ready for reforestation. Close to I-55, the new owner could be on an afternoon stand in minutes! With frontage on Hwy 16 the opportunities are endless on this tract.

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



## WILCOX 285

**\$599,900**

Wilcox County, Alabama | 285 Acres

In a very good region for whitetail deer hunting and for timber production, this is the perfect recreational property. The mix of hardwoods and pines and their varying ages will allow for staggered wildlife habitat and timber income when harvesting. A couple of small streams flow through the property providing water for the wildlife. And there's an internal road system through much of the property. This is a must-see!

For more information about this, or other Alabama properties, contact:  
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# IT MAKES SENSE TO BUY RECREATIONAL LAND FROM A TIMBER COMPANY

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Minnesota compared to southern Minnesota. With this in mind, a northern Minnesota land buyer would be smart to work with a company that has real estate experts who know the ins and outs of properties in that part of the state – northern Minnesota pros like Rod Osterloh, Charlie Chernak and Natalie Cowart of the PotlatchDeltic Preferred Broker network.

**4** Determining comparable properties to help you assess your optimal purchase price can be challenging in some rural areas. Experts that represent timber companies, such as PotlatchDeltic, are well-suited to determine what a fair price for a particular property should be.

Many different factors play into a recreational property's value, from the quality of the timber, to access, to the quality of wildlife in the surrounding area. For rural real estate experts like those in the PotlatchDeltic Preferred Broker network, it's important to include all these factors, while leveraging years of experience in evaluating rural properties.

**5** With deep experience in selling rural properties, a timber company like PotlatchDeltic will help you navigate the buying process with ease.

It's important to work with a seller that understands everything from making sure the property has the proper title to properly representing all the timber on the property. PotlatchDeltic's Preferred Brokers can guide a buyer through the buying process smoothly.

A great place to start your recreational property buying journey is to contact one of the experts in the PotlatchDeltic Preferred Broker network. They specialize in selling recreational properties that have been cared for by PotlatchDeltic, one of the nation's top timber companies – a company that believes in managing properties for long-term value.

## 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!

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