

PROPERTY PERSPECTIVE

Spring 2023 | Volume 12 | Issue 1

Buying recreational land from PotlatchDeltic has many advantages

Recreational land buyers sometimes ask us if there are advantages in buying property from PotlatchDeltic. The short answer: Yes.

Ben Ballard, PotlatchDeltic's real estate manager in Idaho, has answered this question plenty of times. He offers four reasons why PotlatchDeltic is a good choice for recreational land buyers:

1. As a large landowner, PotlatchDeltic often has many options to choose from, providing the buyer with a **wide range of sizes, locations, and land attributes**. These tracts can offer tons of privacy and natural beauty.

2. Often, PotlatchDeltic's land has been **managed for recreation and hunting**, which has led to improvements such as food plots, hunting stand locations and trails to be in place for the buyer to improve upon.
3. Much of PotlatchDeltic's land is in **desirable locations for outdoor recreation**, and in some areas of the country where the property adjoins large areas of public lands. Our land is often close to a wide range of activities, from fishing and canoeing to hiking and camping.
4. Land offered by PotlatchDeltic has been **professionally managed for timber growth** for years, sometimes decades. This management may include better tree genetics and silvicultural practices, making for a healthier forest for future growth. You may be buying a property for recreation, but the past years of good management will result in a solid timber investment for the future.

Another advantage: Buyers work with a company staffed by people who share a love of the outdoors, tied to deep knowledge of how to take care of a rural property.

"We enjoy doing the things that the buyers are interested in buying a piece of," says Ben, referring to both PotlatchDeltic

Be ready to build a cabin someday on your property



There are plenty of things to think about if you're deciding where to build a cabin on a recreational property. Some considerations may be obvious, but others may not come to mind right away.

In terms of obvious things, consider the topography of a site and what zoning regulations will allow on a certain piece of land, for example. But beyond that, it's important to think about details like what direction a cabin should face, and whether trees on the site are a plus or not.

A recent [PotlatchDelticLandSales.com](#) blog post walks through some of the important considerations, and even if you don't plan to build in the near-future, it's always a good idea to have a cabin site in mind for the future.

"Many of our buyers are thinking about establishing a legacy for their family by building a cabin," said Tom



Photo credit: Steve Keating, cabinlife.com

Smith, a member of the PotlatchDeltic Preferred Broker Network who sells land in Mississippi and Louisiana. "And whether that's going to happen next month or in five years, it's smart to plan ahead."

Broker News

Arkansas Preferred Broker Rebrands

In 1962, Jerry T. Davis created a vision to establish a highly principled land and forest management company. As Davis DuBose Knight Forestry & Real Estate carries on that legacy, they recently launched a new company name and logo as part of an ongoing evolution of the company's brand.

Moving forward, the company will be referred to as DDK Forestry & Real Estate. The refreshed name and logo reflects who they are today and symbolizes their future growth.

Partners Ray Galloway and Mark Knight will continue to provide leadership to the Forestry & Real Estate divisions, respectively. Ray has been with the firm since 2003, and Mark joined in 2004 and has served as CEO since 2018.

DDK Forestry & Real Estate will continue to provide forestry management, land brokerage, and appraisal services in Arkansas, Texas, Oklahoma, Louisiana, and Mississippi.



IN OUR BUYERS' WORDS...

"Kirstin Darry [Northwest Land & Lifestyle Properties, a PotlatchDeltic Preferred Broker] and Ben Ballard [PotlatchDeltic] were awesome to deal with and I would recommend them to anyone without reservation. Kirsten spent 2-4 hours walking our land with us."

Ralph S. | Idaho Buyer, April 2022

Meet
TOM SMITH
(AKA "THE LAND MAN")

PotlatchDeltic Preferred Broker,
Tom Smith Land & Homes - Mississippi

Nicknamed "The Land Man", Tom enjoys having the ability to move clients to diverse tracts.

He loves spending time on his farm & enjoys an empty nest with his wife of 25 years now that their 2 daughters are grown.

He once took an amazing hunting trip to Argentina, and he sounds great singing in the shower!

“ UNDER ALL IS THE LAND. WHERE IT ALL BEGAN. NATURE. WILDLIFE. IT CHANGES FAMILIES. - TOM SMITH



Real Estate Showcase

With properties from 20 to over 200 acres and prices to fit any budget, your search begins here!



ALABAMA



MINERAL SPRINGS 80

80 acres | \$155,950

Chilton County, Alabama

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

Property Listing

ARKANSAS



MCC 446

50 acres | \$182,700

Miller County, Arkansas

For more information about this, or other Arkansas/Texas properties, contact:
Mark Knight, DDK Forestry & Real Estate
(501) 219-8600 | www.forestryrealestate.com

Property Listing

IDAHO



SANTA CREEK ESTATES

13 - 23 acres | from \$185,000

Shoshone County, Idaho

For more information about this, or other Idaho properties, contact:
Kirstin Darry, Northwest Land & Lifestyle Properties
(208) 772-3000 | www.nwlandlifestyle.com

Community Listing



MISSISSIPPI



SPORTSMAN'S PARADISE

76 acres | \$169,575

Madison County, Mississippi

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

Property Listing

LOUISIANA



ACADEMY ROAD

80 acres | \$239,600

Claiborne Parish, Louisiana

For more information about this, or other Louisiana/Arkansas properties, contact:
J.D. Neeley, United Country - Neeley Forestry Service
(870) 836-5981 | www.ucneeleyforestry.com

Property Listing



Continued from Page 1

employees and the company's real estate partners in the Preferred Broker Network. "Having come here from out of state, I have a lot in common with the buyers that want to move to Idaho, seeking a lifestyle with mountains, rivers and abundant hunting."

As another example, Kirstin Darry, a PotlatchDeltic Preferred Broker in St. Maries, Idaho, built her home on a parcel that was created by PotlatchDeltic. She knows well the process of taking a rural piece of land and turning it into a home.

Kirstin and other PotlatchDeltic Preferred Broker Network members have firsthand experience that's invaluable in helping buyers turn a dream into reality.

John Capriotti, a PotlatchDeltic real estate manager working in the Southeast, adds that a timber company like PotlatchDeltic is well-versed in doing land sales with processes in place that make a transaction run smoothly. Many issues that you may encounter when buying from another recreational property owner have been identified and resolved by PotlatchDeltic before the land is offered for sale.

In fact, working with a real estate expert who understands recreational property should be a must for anyone looking for a recreational tract. And PotlatchDeltic is well-suited to supply the knowledge and experience that's needed for a successful buying decision.

PotlatchDeltic 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 with us online at PotlatchDelticLandSales.com. We look forward to helping you with your property search!

ALABAMA

Southeastern Land Group
Jonathan Goode
jonathan@selandgroup.com
Dadeville, AL
(256) 825-4331 | selandgroup.com

ARKANSAS/TEXAS

DDK Forestry & Real Estate
Mark Knight
mknight@forestryrealestate.com
Little Rock, AR
(501) 219-8600 | forestryrealestate.com

ARKANSAS/LOUISIANA

United Country Neeley Forestry Service
J.D.Neeley
jdneeley@neeleyforestry.com
Camden, AR
(870) 836-5981 | ucneeleyforestry.com

IDAHO

Latah Realty
Sean Wilson
sean@latahrealty.com
Moscow, ID
(208) 883-1525 | latahrealty.com

Northwest Land & Lifestyle Properties

Kirstin Darry
kirstin@nwlandlifestyle.com
St. Maries, ID
(208) 772-3000 | nwlandlifestyle.com

United Country, Musick & Sons

Earl Musick
earl@musicklandgroup.com
Grangeville, ID
(208) 983-0069 | ucidaholand.com

GEORGIA/SOUTH CAROLINA

To be among the first to know when properties are released, **join our interest list** or **email us**.

MISSISSIPPI

Tom Smith Land and Homes
Tom Smith
tom@tomsmithland.com
Ridgeland, MS
(601) 898-2772 | tomsmithland.com

