



PHOTO: Arkansas State Parks

SHOULD YOU BUY IMPROVED OR UNIMPROVED RECREATIONAL PROPERTY?

Every recreational land buyer will have to answer a key question: Should you buy a property that has improvements like an access road and power, or would you rather purchase an unimproved tract that will require putting in those features later?

Getting to the best answer for you requires some thought, so it's important to understand the advantages of improved recreational properties vs. unimproved properties, so you can determine which type of property will best fit your needs.

Our company, PotlatchDeltic, sells both improved and unimproved recreational properties, and we've seen more and more interest in improved properties. In north central Idaho, our sales pace has more than doubled over the past year for 6 to 20-acre properties that have improvements like roads, water, internet connectivity and power.

To help recreational land buyers in making this decision, here's a look at the advantages of each type of property:

3 advantages of buying an improved recreational property.

- Buying an improved property reduces the time you would have to spend on getting the tract ready to use. Many buyers don't want to have to find local contractors or work with the local utility companies for these improvements, so an improved property makes sense for them. One of the biggest perks to buying a subdivision style of property is that there is a lot of cost sharing between parcels, both on the front end to run the utilities and in the future for sharing in road maintenance and snow plowing.
- You can use an improved property right away, whether it's for camping or as a home base for your recreational and hunting activities, because the property will have good access.
- If you want to build a cabin or home, you'll be further along the process of getting the site ready, because some of the basic improvements will have been completed already.

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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!

RECREATIONAL STATE SPOTLIGHT: ARKANSAS

FOR RECREATION, ARKANSAS HAS A BIT OF EVERYTHING

If you love to get outdoors and you're looking for a place for a wide variety of activities, Arkansas is the place for you.

Boating or fishing on a lake? Check. Hunting for deer, turkey or ducks? Yep. Cycling or hiking? Of course.

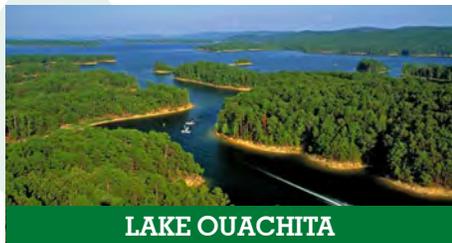
"There is definitely something for everyone here in Arkansas when it comes to the outdoors," said Mark Knight of Davis DuBose Knight Forestry & Real Estate, a PotlatchDeltic Preferred Broker who specializes in selling Arkansas recreational and timberland properties. "Everyone who buys a recreational property has a favorite activity, though in some cases, people simply want a place to get away from it all in a beautiful setting and to relax."

Recreational land buyers want a convenient home base for their outdoor activities. As you start to hone in on a property, think about two geographic factors: You'll want to be within a reasonable drive of your full-time home, so you can easily use your getaway on weekends. And you'll want to be near spots for your favorite activities.

With this in mind, here are some great spots for different activities in Arkansas:

• Boating and fishing:

Recreational lakes abound in Arkansas. Greers Ferry Lake, 60 miles north of Little Rock, attracts anglers looking for bass, walleye and catfish. Lake Hamilton, Lake Catherine and Lake



Ouachita are big reasons why Hot Springs is such a popular area for both full-time residents and vacationers. And in southwest Arkansas, Lake Greeson is surrounded by 15 parks, adding to its visual appeal and presenting more opportunities for people to use the lake.

• **Hunting:** The experts at Davis DuBose Knight Forestry & Real Estate recommend five areas for hunters to focus on in the state when they are looking to be near quality hunting opportunities:

– White River Refuge: It's one of the top-rated areas in Arkansas for trophy bucks, spanning Arkansas, Phillips, Monroe and Desha counties.

– Felsenthal Wildlife Refuge: Located in Ashley County, this is also a good area for bucks, and as a bonus, Felsenthal also offers opportunities for fishing.

– White Rock Wildlife Management Area: This heavily forested area in northwest Arkansas has a wide variety of wildlife, such as deer, bear, rabbit squirrel and turkey.

– Muddy Creek Wildlife Management Area: With narrow valleys and rugged mountains, hunters can enjoy spectacular scenery while they seek such game as deer, duck and coyotes.

– Buffalo National River: This is one of the few free-flowing, unpolluted rivers in the continental U.S., running through an area with hardwood trees, great views and quality hunting for deer, elk, turkey and black bear.



• **Hiking and Biking:** Recreational trails abound throughout the state. There are numerous multi-use trails around the state for hikers and bikers, like the Rattlesnake Ridge Natural Area in Pulaski County. Northwest Arkansas has many too, where the Walton family has supported building of extensive bike trails, like the Coler Mountain Bike Preserve near Bentonville, and the Fitzgerald Mountain Trail System near Springdale.

No matter what you like to do outdoors in Arkansas, the recreational land sales experts in the PotlatchDeltic Preferred Broker Network can help you find a home base for all your activities.

It's a great time to think about having a spot for you, your friends and your family this summer and fall. Contact one of the experts in our network today to get the process started.

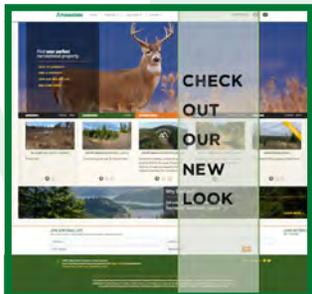
IN THE NEWS

Stay up to date on our news & stories online at PotlatchDelticLandandHunt.com

OUR WEBSITE HAS BEEN UPDATED!

Check out our new bells, whistles & clicks!

- Improved search capability.
- Easier-to-read News & Blog.
- New Video Library.
- Easier to contact our brokers with questions.
- And there's always new listings to preview!!



THE LAND REPORT NAMES MINNESOTA'S HERITAGE FOREST THE TIMBERLAND DEAL OF 2020

The sale of these 72,440 acres to The Conservation Fund was one of the largest conservation transactions in Minnesota history. For more about this transaction visit our News & Blog for the featured article.



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Properties from 20 to over 200 acres ad prices to fit any budget

YOUR SEARCH BEGINS HERE.



EAST CULLEN TRACT

Webster Parish, Louisiana | 56 acres

\$180,040

Close to town, this 56-acre tract has county road access, gentle topography and utilities are accessible. The entire tract consists of a well-stocked natural pine stand with immediate income potential. This tract has immediate homesite, hunting, and timber investment income opportunities!

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



SUGAR GROVE

Logan County, Arkansas | 61 acres

\$181,475

This is an excellent recreational property that is close to Blue Mountain WMA, the National Forest, and the Petit Jean River. With frontage along both Highway 217 and Old State Highway 109, the site is very accessible with utilities (water & electricity) to the property. The timber on property has immediate income potential as well. Looking for a convenient, affordable recreation and timber property? This is it!

For more information about this, or other Arkansas properties, contact:
Mark Knight, Davis DuBose Knight Forestry & Real Estate
501-219-8600 | mknight@forestryrealestate.com

JUST RELEASED! Rural Recreational Homesites



No CCRs or HOAs
Close to St. Maries, ID
6+ acre parcels from low \$100s
Adjacent to state recreational land

SPORTSMAN'S ESTATES

St. Maries, Idaho | 5-20+ acres

From the low \$100s

20+ Rural Recreational Homesites just released in North Idaho!

Located just 7 miles from St. Maries, ID, these parcels are excellent building sites with utilities, county-maintained roads and no CCRs or HOAs. And with thousands of acres of recreational state timberland just out their back door, new owners will be living the Northwest Lifestyle! Learn more about the Sportsman's Estates parcels that were just released this summer at our website.

For more information about this, or other Idaho properties, contact:
Kirstin Darry, Northwest Land & Lifestyle Properties
208-659-3070 | kirstin@nwlandlifestyle.com



CARROLLTON 86

Carroll County, Mississippi | 86 acres

\$199,350

Hunting and investment potential! This Carroll County, MS tract is packed with possibilities and wildlife. Deer and turkey are abundant and enjoy the habitat variety of this unique property. This acreage boasts hardwoods in the bottoms along creeks and has potential for future timber investment. Enjoy road frontage and the advantages of being surrounded by large land owners. Join the club of stewarding your OWN LAND and call today to see this 86 + acres!

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



DALLAS COUNTY 80

Dallas County, Alabama | 80 acres

\$200,625

Located in an area known for producing large numbers of deer and quality whitetail bucks, this property is a great hunting and timberland opportunity. It is a good-looking stand of timber on good soils with a good internal road system too. Two creeks flow through the property, and there's a beaver pond/duck hole. The combination of pine plantation and great deer, turkey, and waterfowl hunting opportunities makes this a very special property.

For more information about this, or other Alabama properties, contact:
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SHOULD YOU BUY IMPROVED OR UNIMPROVED RECREATIONAL PROPERTY?

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Featured article on the PotlatchDeltic channel on LandThink.com

3 advantages of buying an unimproved recreational property.

- An unimproved property is like a blank canvas, giving you the opportunity to decide where you want to put roads and where you want to run power and water.
- If you're willing to take the time, you can find helpful local resources to recommend contractors and to give information on who to talk to for utilities.
- If you enjoy doing clearing and working with heavy equipment, it can be rewarding to make some improvements yourself. One of our Idaho buyers loves getting out on his property with a backhoe and doing site work himself, for example.

There are also some other factors to consider as you make this decision. As one example, some buyers gravitate to improved properties that are

in subdivisions with covenants, conditions and restrictions (CC&Rs) to regulate such things as the location and size of structures, or the types of animals allowed on the property. In Idaho, most buyers don't want such restrictions, but certainly, CC&Rs appeal to one segment of buyers.

If this decision-making process seems a bit complicated, it doesn't have to be. The key is to work with a real estate expert who specializes in recreational properties. This expert will be invaluable during the sales process and provide valuable input as you think about such things as: making sure a property has legal access, identifying the location on the property for a quality homesite, or determining the quality of a tract's wildlife and timber.

Then, after the sale, the best recreational real estate brokers stay involved, helping property owners by giving referrals to contractors, providing information about utilities, and offering advice for things to do in the surrounding area.

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. We look forward to helping you with your property search!

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