When a hunter is thinking about buying a recreational property, the first question is often: “How good is the deer hunting here?”

Certainly, deer can dominate the conversation. But depending on the part of the country you’re in, hunters are often also interested in other game, such as turkey, rabbit, quail or grouse.

So are there different property considerations for this smaller game? The short answer is no: A quality hunting property is a quality hunting property, period.

“Basically, the characteristics that promote quality of deer on a property are also going to help the quality of all types of game,” says Potlatch preferred broker Rod Osterloh of Close-Converse Properties in Brainerd, Minnesota.

It’s also important to look at the adjoining properties. “If you want to have quality game, it’s important for your neighbors to have the same mindset, or to be next to a management area,” says Potlatch preferred broker Mark Knight of Davis DuBose Knight Forestry & Real Estate in Little Rock, Arkansas.

So with this in mind, here are three questions Potlatch brokers say are important to ask:

1. Does the property have good food sources for game?

Certainly, property owners can install or upgrade food plots for deer. But for all types of game, it’s important to understand what types of trees and foliage are good food sources, and whether they are abundant on the property.

“‘If you want to have quality game, it’s important for your neighbors to have the same mindset’”

- Mark Knight, Potlatch Preferred Broker

Broker story continued on Page 2
hunting excursion with his son, Daniel, who also works for the company.

“We’re duck hunting fanatics,” he says. “We got our limit. It’s been a good hunting year!”

When it comes to duck hunting, Neeley enjoys both field and timber hunting.

He explains the difference. “Field hunting is a bunch of hunters standing in a flooded field. There may be duck blinds and pop-up blinds in those fields. But a green timber hunt, well that’s revered and considered the ultimate fun.”

Neeley described the ducks coming in to feed on acorns under the water while he and his son stood waiting in a flooded stand of timber. “Nothing like it,” he says.

In addition to duck hunting, Neeley also enjoys deer and elk hunting. On a recent bow-hunting trip to New Mexico, he bagged an elk. Now, he can’t wait to share the experience with his son. “I’m going to take Daniel out for his elk hunt on the Continental Divide,” he says.

For the Neeley family, good stewardship is paramount. “We take care of the land and the game. We have food plots for the deer right now, to make sure they’re cared for during the winter months.”

His enjoyment of the outdoors isn’t limited to hunting. The entire family enjoys spending time at their cabin on the family homestead. “We all enjoy riding ATVs,” he says. “And my daughter loves getting out and walking or jogging the trails.”

Neeley’s passion for the outdoors has been extremely helpful in his business. “It gives me a unique perspective when helping clients find that perfect piece of property.”

His work with United Country-Neeley Forestry Service allows him to spend time where he’s happiest, out in the woods and back country roads of Arkansas. However, the most important thing for Neeley is who is out there with him. Whether at work or at play, he says, “It’s all about family spending time together.”

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**Broker in the Woods:**

**J.D. Neeley**

Continued from page 1

![J.D. Neeley bags an elk with his bow in New Mexico.](image)

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**It’s All Relative**

Rick Musick of United Country-Musick & Sons has an inventor of a well-known pantry staple in his family tree.

“The guy that invented Bisquick was my grandmother’s uncle,” says Musick. “He worked for General Mills at the time. Every Sunday morning as my mom made biscuits for us, she’d tell us the story of her great-uncle, the inventor of the Bisquick and how he was responsible for our Sunday breakfast.”

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**Traveling Bucket List**

Pete Prutzman of Kingwood Forestry Services, Inc. set and accomplished a scenic milestone for himself.

“My goal was to visit all 50 states by the time I turned 50,” Prutzman says. “And I did it! I’m a Pennsylvania native, but we’ve lived in Arkansas for 36 years. There’s natural beauty in all 50 states.”

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**BROKER NEWS**

Idaho Preferred Broker Rick Musick and Pottlatch Real Estate Land Specialist Ben Ballard kick off 2015 talking to ranchers and farmers at the Western Idaho Ag Show in Caldwell, Idaho in late January, 2015. How many head of cattle do you need grazing land for??

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Arkansas is known as the “Natural State”, and for those who live and work here, that description is perfectly apt.

From the beautiful Ozark Mountains to the scenic delta region, there’s something for everyone to enjoy.

Potlatch Preferred Broker Pete Prutzman of Kingwood Forestry Services, Inc., knows the state well. “Just as one example of how beautiful our state is, on a regular basis I make the drive from our office in Arkadelphia to our office in Monticello,” he says. “The drive takes me through thousands of acres of managed timberland. It’s an enjoyable drive through the trees.”

Those trees are at the heart of the state’s thriving timber industry. “Forest management practices (timber harvesting, prescribed burning, etc.) have broad public support and are widely accepted,” Prutzman says. “And, a long-standing infrastructure of logging contractors, wood dealers and transportation systems add value to timberland properties.”

Another bonus for recreational property buyers in Arkansas: low property taxes on rural timberland.

Another Potlatch Preferred Broker J.D. Neeley, of United Country-Neeley Forestry Service, says buying property in Arkansas is a good value all the way around. “For many buyers, reasonable timberland prices go into their thinking in terms of investment,” he says.

The abundance of sawmills, paper mills and plywood mills are testament to the state’s growing timber industry. But it’s the abundance of unspoiled beauty and variety of recreational opportunities that keep the Potlatch brokers and their families in the Natural State.

“What I love about Arkansas is the diversity in the landscape,” says Potlatch Preferred Broker Mark Knight of Davis DuBose Knight Forestry & Real Estate. “There is everything from acres and acres of unspoiled timberland, to the heritage and beauty of the delta with its miles and miles of row crops. And everywhere, you hear the stories that come from generations of families that have farmed the land.”

The delta region is famed for its delicious barbecue. “One of my favorite places for Delta BBQ is Jones in Marianna,” Knight says. “Jones BBQ is the only restaurant in the state to claim the title of James Beard Award Winner.”

To the west and north, rolling hills and famous trout rivers beckon tourists and residents alike.

“The abundance of sawmills, paper mills and plywood mills are testimony to the state’s growing timber industry. But it’s the abundance of unspoiled beauty and variety of recreational opportunities that keep the Potlatch brokers and their families in the Natural State.”

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The state is also famed for turkey, deer and duck hunting.

Arkansas is also home to 52 State Parks, which offer abundant places to relax whether it’s in a lodge, cabin, or campsite, or on a trail, lake, river or golf course.

Speaking of golf, if you enjoy the sport, then The Natural State Golf Trail is for you. Twelve courses in all corners of Arkansas provide challenging layouts amidst the gorgeous scenery.

Looking at the whole state, it’s this varied landscape, the four distinct seasons that includes mild winters and the many recreational opportunities that all contribute to making the state special.

And the best news? Most recreational areas of the state are rarely crowded. That’s perfectly fine with Neeley. “There’s still plenty of elbow room to enjoy the natural beauty of Arkansas,” he says.
Just as one example, in northern states, grouse thrive around aspen trees, which provide a good food source. In particular, they like to feed on aspen buds in the winter.

2. Is there water available on the property or nearby?
Do an inventory of the wetlands on your property or nearby. If there isn’t sufficient ground water on the tract already, consider the possibility of putting in a well and creating your own water source.

3. Does game have sufficient cover to protect it from predators?
When Potlatch offers a property for sale to hunters and other recreational users, that tract’s timber has been harvested in a way that won’t negatively impact the quality of game on the property.

That means leaving areas where game can gather, as opposed to simply clear cutting large areas of a property. It’s also important that a tract have areas of younger growth along with taller trees – giving the game spots to bed down and to hide from predators.

Buying recreational land? When asking and answering these and other hunting-related questions, it’s important to work with a recreational real estate broker who understands these topics on a local basis. Potlatch Preferred Brokers fit the bill — they have extensive knowledge of what makes a property a quality buy for hunters.

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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