WILL YOU BECOME A LANDOWNER IN 2016?

Thinking of buying in 2016? Here’s some things to think about…

It often can take a while to decide on the recreational property that’s right for you, so if you are thinking 2016 is the year to take action, it’s a good idea to start the process now.

So as you start thinking about looking at properties, here are four things to think about in the current recreational real estate market:

1. It’s important to first decide what your goals are to focus your search.

As some examples of the questions you should ask: Is your goal to have a first-class hunting property right away, or would you prefer to improve a property over time with selective clearing and planting of food plots? Are you looking for potential timber income? And do you need to be certain distance from home?

"A buyer can waste a lot of time by looking at properties before knowing exactly what would be a good fit,” says J.D. Neeley of United Country Neeley Forest Service in Camden, Arkansas, a Potlatch Preferred Broker. “As an example, what’s the point in looking at properties 5 hours away if you you..."
Q: When you are starting to look for timber / recreational property to buy, what are some things to think about as you consider the timber part of the purchase?

A: First, it's important to get detailed information about the timber stands on the property you are considering. This is why Potlatch picks brokers who have experience and knowledge in the forestry aspects of a recreational property purchase.

It's important to differentiate the uplands from the bottomlands, the pine from the hardwoods, etc. Also, with this information, you can get a sense of the potential for management and timber harvesting, knowing the acreage and age of the various stands.

Even if a property has been freshly harvested, it may still have timber value, though of course that would be more long term. In some cases, buyers actually prefer a cutover property, where they can replant pine or hardwood, or clear areas for pasture or food plots, in order to design the property so it's perfect for them.

Regardless of the property, it's important to work with a professional who understands the forest on the property and its potential.

Pete Prutzman is the President of Kingwood Forestry Services in Arkansas and is part of the Potlatch Preferred Broker Network. Pete holds a Bachelor of Science in Forestry from Penn State University, and worked with the U.S. Forest Service prior to going into forestry consulting and the real estate business. He is a Registered Forester and a Real Estate Broker in Arkansas and Oklahoma. Pete is currently President of the Arkansas Forestry Association, serves on the Board of Directors of the Forest Landowners Association and is a member of the Association of Consulting Foresters and the Society of American Foresters.

IN THE KNOW

Most everyone has a bucket list. So, we asked, “What’s something that’s on your bucket list that you can do in the state you live and sell property in”?

We got some interesting answers....

Tom Smith, Tom Smith Land and Homes

As an avid angler of Mississippi’s lakes and streams, there’s still one fish he’s yet to hook. “I want to catch a Blue Marlin off the Gulf Coast,” he said. “I want to put one on the wall.” Wishing you smooth seas and a strong hand as you get ‘reel’ with it Tom!

Natalie Cowart, United Country – Banning Junction/Moose Lake Real Estate

“I’m a native Minnesotan but I’ve never owned snowshoes,” Natalie Cowart tells us. She’d love to get out there and walk in the woods in a new pair of snowshoes ... snowshoes that is! And, she’ll do that when it's the perfect cold, for her - light snow, about 10 inches of snow on the ground and it’s at least a balmy 25". Maybe this is the year she gets those cute shoes after all!

BROKER SPOTLIGHT

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Consultant, Scott brings a wealth of experience to his work, and finding just the right buyer for a seller, or just the right property for a client never gets old.

“I really enjoy helping clients figure out exactly what they’re looking for and putting all the pieces together to make a perfect fit,” he said. “I can walk a piece of property with a client and offer logging, reforestation and investment advice.”

Indeed, he also serves as the International Timberland Director for United Country.

That experience is important, Scott said, “After all, this will be one of the largest investments someone will make.”

He thrives on keeping on top of this ever-changing industry and customer satisfaction is what motivates him.

“My job changes daily,” he said. “There’s always a new piece of dirt, a new landowner, I love helping people take a piece of raw property and develop it into their dream.”

For more information about United Country – Gibson Realty & Land or its Potlatch Land listings
4124 Highway 24W | McComb, MS 39648 | Phone: 601-250-0017
Website: www.gibsonrealtyms.com | Email: lindseyforestry@hotmail.com

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BIRDS EYE BLUFF
Orofino, Idaho | 634 Acres
$840,500
Enjoy scenic views of the Dworshak Reservoir in multiple directions from this large remote wooded tract. The property borders Idaho Department of Lands to the north and east and it also borders the Army Corps of Engineers land between the property lines and the reservoir. Property has plenty of trees for privacy including some marketable timber.

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

BANKS 40
Banks, Arkansas | 40 acres
$110,800
The Banks 40 is located in the northwestern part of Bradley County, just north of the town of Banks and about 10 miles west of Warren, AR. Looking for a large home site? Utilities are available along the highway! A small pond is located along the south boundary. With all that is available, this may be the property you have been looking for!

For more information about this, or other Arkansas properties, contact: J.D. Neeley, United Country – Neeley Forestry Services Inc. 870-836-5981 | JDNeeley@NeeleyForestryService.com

PORTAGE LAKE 38
Wilkinson, Minnesota | 38 Acres
$61,500
Picture your hunting camp nestled in Aspens overlooking a wildlife-attracting wetland on these 38+ acres midway between Walker and Cass Lake. Growing trees woven around large, open wetland areas in the northeast and southwest corners offer great spots for deer stands. This land is surrounded by lakes and is within the Welsh Lake State Forest and Chipewa National Forest boundaries. Hunt, birdwatch, hike, snowmobile, four-wheel, ski, snowshoe, and camp here with your family and make lasting memories!

For more information about this, or other Minnesota properties, contact: Jody Osterloh, LandRadar.com by Close-Converse 1-866-403-LAND (5263) | Jody@CloseConverse.com

CARROLL COUNTY PINE
Carroll County, Mississippi | 39.8 Acres
$95,450
This affordable 39.8 acre tract is in a great area for trophy deer and turkey hunting! This tract sits atop the beautiful hills of Carroll County only miles from the Mississippi Delta! There is one massive hardwood bottom running through this property that is sure to be the corridor of many large Carroll County bucks. With the city convenience of Greenwood not far, this makes the perfect tract for the weekend warrior!

For more information about this, or other Mississippi properties, contact: Tom Smith, Tom Smith Land and Homes 601-209-3284 | Tom@TomSmithLand.com
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really only want a 3 hour drive or less?"

2. If you are going to finance your purchase, consider that interest rates won’t stay this low forever.

"Interest rates are still extremely low, but it seems like everyone is expecting them to go up in 2016," says Rod Osterloh of Close-Converse Properties in Brainerd, Minnesota, a member of the Potlatch Preferred Network. "We are finding that a lot of people are taking advantage of the low rates right now, knowing this may not last."

3. With the economy improving and buyer demand growing, prices for recreational properties in many areas are going up.

As one example, in the Northern Minnesota area where Rod Osterloh sells property, the pressure is on prices to go up for high quality, in-demand property and availability plays a big part in that.

4. Now is a good time to start looking at properties so you can be ready to use your property in 2016.

Many people may think winter isn’t a good time to look at recreational properties, but Potlatch brokers suggest that winter is actually a good time to start looking.

“It’s nice to be in popular recreational areas at a time when things are a bit more quiet," Osterloh says. "And since it often takes a little while to narrow your options, starting in the Winter gives you time to buy a property so that you can get out and enjoy it in the Spring, Summer and Fall."

A critical part of the process is picking the right real estate professional to work with. The experts in the Potlatch Preferred Broker Network are well versed in everything from understanding zoning and rules in their local areas to knowing a property’s potential for recreational and timber purposes.

New year, new beginnings. Find a broker near you by checking out our broker list in this newsletter. Then, give one of them a call and get started now: Spring will be here before you know it.