



**Sportsman Estates, St. Maries, ID**

## 'RECREATIONAL DISTANCING' DRIVES RECREATIONAL REAL ESTATE SALES

Recreational real estate sales are strong in rural areas around the country, as the COVID-19 pandemic is proving to be a positive factor in driving demand in states like Idaho, Alabama, Louisiana, Arkansas, Mississippi, and Minnesota.

The trend was highlighted recently in a story in Commercial Investment Real Estate Magazine, with Durango, Colorado real estate pro Justin Osborn saying that many recreational land purchasers are first-time buyers looking to own their own rural property to “hunt to fill their freezer.”

At PotlatchDeltic, we call this trend “recreational distancing” – people leaving urban areas to find a place to have a campsite or cabin where they can get away from the stresses of city life.

In Idaho, the number of online visitors checking out our PotlatchDeltic recreational properties has increased by over 75% year over year, driven in large part by West Coast buyers coming from California, Oregon, and Washington.

“North Central Idaho offers a place with great recreational opportunities, from hunting and fishing to skiing and kayaking,” said Ben Ballard, PotlatchDeltic’s Idaho real estate manager. “People who have been coming here for years for recreation are telling us they want to spend more time here, so they want a home base for their activities.” Sales in Idaho remain brisk with just a few properties currently available. While new listings will come online next Spring, interested buyers should start their land search now.

Buyers looking to get a place of their own are finding that working with a real estate pro is a safe process, even as the pandemic wears on. “By using technology in the process along with procedures for social distancing, we are able to safely help people buy property,” said Mark Knight of Davis DuBose Knight Forestry & Real Estate in Arkansas, a member of the PotlatchDeltic Preferred Broker Network.

Here are three examples of what’s working in recreational real estate sales during the pandemic:

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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!

# BROKER SPOTLIGHT: LATAH REALTY, IDAHO



If buyers are looking for recreational land in Latah County, Idaho, odds are they're going to work with Latah Realty. Since 2015, about 55 percent of the county's land sales transactions have been handled by the brokerage

Ask broker Sean Wilson why his company has built such a major presence in the county, and the answer is simple – it's because of the quality of Latah Realty's team.

"Our people are longtime locals who know the area and are well-versed on the ins and outs of selling to recreational land buyers," said Wilson, who has lived in the county for more than 25 years. "Our team aims to add value to the transaction. There's no high pressure, and we take the time to listen, so we know what the buyer wants."



Sean Wilson, Co-Owner/Broker & Misty Curry, Realtor® (L to R)

The dozen or so professionals at Latah Realty, a member of the PotlatchDeltic Preferred Broker Network, work with a combination of local buyers and out-of-state folks from states like California and Washington who want a place to enjoy all that rural Idaho has to offer.



Meghan Smith, Realtor® & Jessica Dahlinger, Broker (L to R)

Latah County and its county seat, Moscow, is close to an extraordinarily wide range of options for outdoor recreation, from hunting, fishing, and skiing to hiking, riding ATVs and camping.

Wilson has long known about the quality PotlatchDeltic brings to land management. In fact, he owns

a recreational property that was owned by the timber company until 1999. "With PotlatchDeltic property, you know it will be clean and well cared for," he said. "What you see is what you get."

What motivates the recreational land buyers who come to Latah Realty? The number one buying reason is simply wanting to own their own piece of property. That motivation is followed closely by a desire to have a legacy property they can pass down to their children.



Bret Carpenter, Realtor®

After they buy a home base, they can have fun outdoors year-round in north central Idaho, whether it's hunting for deer, elk, or turkey; fishing for cutthroat trout in the St. Joe River and small-mouth bass in the Dworshak Reservoir; or cross-country skiing on scenic mountain trails.

"We've found if we do a good job helping people with their questions, the rest of the land sale will take care of itself," Wilson said. "A buyer can already see the appeal of a property. Our job is to help them figure out how to make it work, whether it's getting financing, figuring out where they can build a cabin, or checking into how to get water and power to a property."

That's why it's important to work with a realty company that understands the needs of a recreational real estate buyer and knows the area. In Latah County, the choice is pretty simple – that's Latah Realty.

## For more information about Latah Realty or its PotlatchDeltic listings:

128 East Third Street | Moscow, Idaho 83843

Phone: 208-883-1525

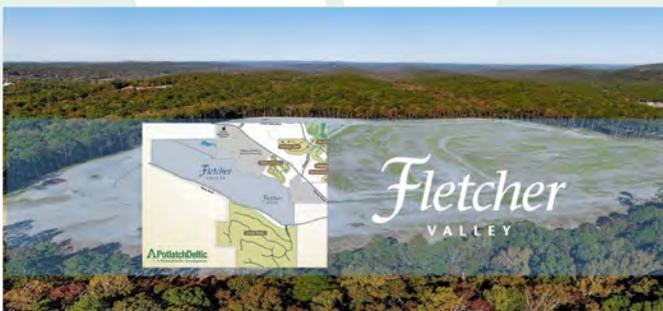
Website: [latahrealty.com](http://latahrealty.com) | Email: [sean@latahrealty.com](mailto:sean@latahrealty.com)

## IN THE NEWS

Stay up to date on our news & stories online at [PotlatchDelticLandandHunt.com](http://PotlatchDelticLandandHunt.com)

### INTRODUCING FLETCHER VALLEY, A NEW RESIDENTIAL DEVELOPMENT IN WEST LITTLE ROCK BY POTLATCHDELTAIC.

This long-awaited development launched in November. Lots are now available in the first neighborhood, Fletcher Ridge, and new homes will be available in late 2021. For more information: [FletcherValley.com](http://FletcherValley.com).



### POTLATCHDELTAIC AND THE CONSERVATION FUND CLOSE ON 72,440-ACRE TRANSACTION

In November, the previously announced sale of 72,440 acres of forestland in northern and central Minnesota to The Conservation Fund was completed.

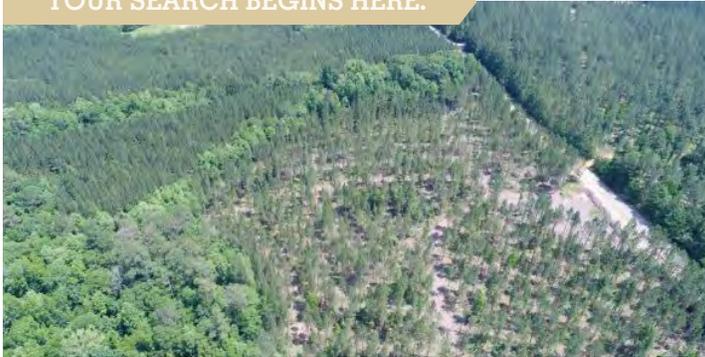
The Conservation Fund will manage the forestland, now called Minnesota's Heritage Forest, for wildlife, water quality and sustainable timber harvesting, while continuing traditional recreational uses, including hunting and fishing. The national nonprofit dedicated to protecting environmentally and economically significant natural spaces will work with county, state, tribal, and local governments to determine the best conservation and sustainable management outcomes for the forestland, with the goal of transferring ownership to public and tribal entities over the next decade.

PotlatchDeltic continues to offer thousands of acres of recreational land to buyers in Alabama, Arkansas, Idaho, Louisiana and Mississippi. Interested buyers are encouraged to contact one of the experts in our Preferred Broker Network for more information.



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

YOUR SEARCH BEGINS HERE.



## BOSWELL ROAD 40

Butler County, Alabama | 40 Acres

**\$85,500**

Located in south Butler County, Alabama along Boswell Road, this beautiful tract features a good mix of both hardwood and pine timber. Brushy Creek runs through the property providing a good water source for wildlife. The site is accessible along a paved county road, Boswell Road, with 1/4 mile of frontage in South Butler County, Alabama. Approximately 12 acres of pine timber has recently been thinned. There's a timber reserve on a remaining 16+/- acres that will be thinned soon.

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



## HUCKLEBERRY ESTATES, PARCEL 7

Orofino, Idaho | 22 acres

**\$99,950**

With a short commute into town, Huckleberry Estates could be your new home! Parcel 7 of Huckleberry Estates is approximately 22 acres that is part of a new development near Orofino, Idaho. Access to the property is along Huckleberry Butte Road, a county-maintained year-round. Utilities are available with power at the road and septic approval in place. Parcels are selling fast, but many are still available and there are no covenants, codes & restrictions (CC&Rs). Get your piece of Idaho today!

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



## WEST HOMER TRACT

Claiborne Parish, Louisiana | 26 acres

**\$100,335**

The West Homer Tract is located in Claiborne Parish on the western border of the city limits of Homer, Louisiana. The tract has access to LA-3062 Road with an easement to the tract and historical woods road access from US HWY 79 Bypass! The entire tract consists of a well-stocked pine plantation established in 2009. The topography on the tract is gently rolling. This tract has immediate hunting and timber investment opportunities!!

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



## MADISON COUNTY 150

Madison County, Mississippi | 150 acres

**\$289,650**

Be in your deer stand, hooting for that daylight gobbler, or at your country getaway in just 39 minutes from Madison, MS. This 149.5 ± acre timberland tract is located in Madison County on Highway 16 east of Canton, MS with 2 gated entrances. This frontage will also allow you to pick your perfect home/cabin site for peaceful country living. Deer and turkey signs are plentiful! In the years to come, you will have a beautiful stand of pine timber that will provide a return on your investment while you're enjoying the outdoors.

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



## DICKSON ROAD

Drew County, Arkansas | 338 acres

**\$799,370**

Great diversity for wildlife and recreational activities on this approximate 338 acres of timberland west of Monticello, Arkansas in Drew County. The tract consists of pine plantation, hardwoods, and mixed pine/hardwood. The tract has a gated entry and good interior roads and is accessible from a paved road. The timberland will also be a great opportunity for investment. 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

# 'RECREATIONAL DISTANCING' DRIVES RECREATIONAL REAL ESTATE SALES

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- Some buyers are choosing to take solo property tours, with the real estate professional setting up the tour ahead of time, and if technology allows, providing commentary remotely via video chatting services as the potential buyer tours the property.
- By doing the work necessary to quickly narrow down the list of possible properties for a buyer, our real estate experts reduce the need for repeated in-person meetings.
- Having a good idea of how you want to use the property is key, which in turn helps the real estate professional show you properties that will fit your needs.

If you are thinking of spending more time away from the city, in a place where you'll never lack for things to do with your family, PotlatchDeltic has properties that could work for you. Contact one of the recreational real estate experts in the PotlatchDeltic Preferred Broker Network today to start the process!

**"Recreational Distancing" – people leaving urban areas to find a place to have a campsite or cabin where they can get away from the stresses of city life.**

## 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!

### ALABAMA

Southeastern Land Group  
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### Northwest Land & Lifestyle Properties

Tom Moore  
[tom@nwlandlifestyle.com](mailto:tom@nwlandlifestyle.com)  
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Banning Junction Real Estate  
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Moose Lake, MN  
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[www.PotlatchDelticLandSales.com](http://www.PotlatchDelticLandSales.com)

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