



2021 RECREATIONAL LAND SALES TRENDS

As we wrap up the year and as hunting seasons are top of mind for many recreational land buyers, the land sales market continues to be strong.

The continuing pandemic has only intensified the desire for many people to want a place of their own, away from everything but trees and wildlife. We call the trend “recreational distancing.”

And with hunting, fishing, ATVing and other outdoor sports more popular than ever, recreational land buyers are seeing plenty of reasons to buy, say the experts in our PotlatchDeltic Preferred Broker Network, who sell property in the South, upper Midwest, and West.

According to Bill DeReu, Vice President of Real Estate for PotlatchDeltic, here are six trends we’re seeing in the market right now:

1. The wave of urban residents wanting a getaway hasn’t slowed.

Our brokers in Idaho continue to see tremendous interest from people who live in California, Oregon, and Washington. In Arkansas, we see interest from people in cities like Little Rock and Memphis. And in Alabama, Louisiana and Mississippi, buyers are coming from urban areas in those states and from Texas and Georgia.

Some want to have a place to build a cabin. Others want to have hunting land of their own. And we are seeing that recreational land buyers are often willing to drive longer distances to their properties than in previous years.

2. More recreational land buyers are financing their purchases.

For decades, the recreational land market has been dominated by cash buyers, and cash buyers are certainly a major force in the market, often moving money from the stock market to invest in land. But as properties draw a wider range of buyers, and properties increase in price, we are seeing more buyers use financing.

In some regions, the split is 70/30 towards cash buyers, but in other areas we are seeing a 50/50 split, a new trend. And many areas have quality lenders who understand recreational property and are making land loans. Local brokers keep a pulse on available financing options and can make introductions to get financing discussions underway.

3. Buyer demographics are trending younger.

Says Earl Musick of United Country Musick & Sons, a PotlatchDeltic Preferred Broker in Idaho: “We mostly worked with retiree buyers in the past. Now it’s people in their late 30s to about 55.”

The reason: these buyers want to build a legacy for their kids, teaching them how to love the outdoors, with the idea that their children will carry the tradition forward. And parents like the idea of getting their kids away from the TV and electronic devices, giving families the chance to truly connect.

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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: NORTHWEST LAND & LIFESTYLE PROPERTIES



Kirstin Darry

Whether it's helping a family buy a getaway property or selling a large tract to an investment firm, Idaho's Northwest Land & Lifestyle Properties specializes in matching buyers with rural properties that fit their needs.

Northwest Land & Lifestyle Properties, with offices in St. Maries and Hayden, Idaho, knows all the aspects of helping recreational property buyers, from understanding someone's hunting needs to determining how timber values figure into a sale.

Being part of the PotlatchDeltic Preferred Broker Network makes sense, says Kirstin Darry, who leads the brokerage's efforts in the St. Maries area, where she and PotlatchDeltic sell undeveloped tracts and developed homesites to buyers from states like Washington, Oregon, California, and Utah. With more people able to work from anywhere, and with many people planning for retirement, buyer interest is strong for getting away to North Idaho and towns like St. Maries.

Rural land buyers are also drawn to Idaho for its wide range of recreational opportunities - from unlimited hiking trails to abundant hunting areas, to lakes and rivers for boating and fishing.

Knowing the St. Maries area and its recreational land counts: Kirstin, a St. Maries resident, has worked in real estate for close to 20 years and has lived in North Idaho since 2008.

"A key to our success in the St. Maries area is that Kirstin works closely with PotlatchDeltic to get the developed properties ready, as opposed to just putting

a sign up," says Tom Moore, Owner and Designated Broker/Forester of Northwest Land. "She is involved with everything from where the septic is going, to where a cabin can be built."

Tom initially got to know PotlatchDeltic as a consulting forester, while also spending time near PotlatchDeltic properties as he went fly fishing in the St. Joe River and hunting for elk.

The Northwest Land team draws from extensive knowledge in the areas of marketing, finance/valuation, real estate law and 1031/1033 exchanges – a powerful combination of skill and experience that provides tremendous value to buyers.

"We enjoy helping buyers find the PotlatchDeltic property that's perfect for them," Kirstin says. "We are truly a one-stop shop for buyers and can help anyone go through the process with minimum of hassle. The result is owning a property that will provide memories for years to come. I love watching buyers turn their dream of owning land into their new forever home."



LEARN MORE ABOUT NORTHWEST LAND & LIFESTYLE PROPERTIES OR ITS POTLATCHDELTAIC LAND LISTINGS:

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IN THE NEWS

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

POTLATCHDELTAIC NAMED ONE OF "AMERICA'S MOST RESPONSIBLE COMPANIES" IN 2022 BY NEWSWEEK

"We are honored to be recognized among Newsweek's list of America's Most Responsible Companies 2022," said Eric Cremers, President and CEO, PotlatchDeltic. "We have a long legacy of corporate responsibility through sustainable forest management, and we are committed to social responsibility and to strong governance practices. PotlatchDeltic is well positioned to advance

the role of sustainable forests and wood products as natural climate solutions to mitigate climate change."

[\[READ MORE\]](#)



FINANCING SOURCES FOR BUYING RECREATIONAL LAND

According to the **October LandThink Pulse results**, 41.8% of respondents indicated that cash would be their primary source of funds if they were to buy land today. Sponsored by PotlatchDeltic, the question asked was, "If you were to purchase rural land today, what would be your primary source of funds?"

[Click here](#) to see the LandThink feature and more survey results.

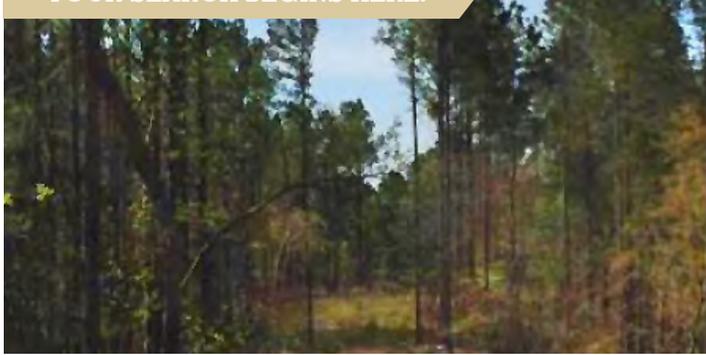
They may surprise you, or help you make decisions about how to finance your land purchase.





WITH PROPERTIES FROM 20 TO OVER 200 ACRES AND PRICES TO FIT ANY BUDGET – YOUR SEARCH BEGINS HERE.

YOUR SEARCH BEGINS HERE.



SEYMOUR ROAD 82

Montgomery County, Mississippi | 82 acres

\$121,025

Imagine the memories you could make on this 82+/- acre tract in Montgomery County, MS. This property has scattered hardwoods throughout located within 1 mile of the Big Black River! This area is known for its big bucks, and this tract shows abundant signs of wildlife including deer and turkey. The property has road access and is ready for you to create your own hunting getaway. The beauty of the woods is hard to capture in a few pictures, so come see it for yourself!

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



STONY POINT

Perry County, Arkansas | 80 acres

\$198,000

This beautiful property has panoramic views of the Arkansas River, Pinnacle Mountain, and other ridges from the clearing along the southwest corner. A quality timber investment and recreation tract in Perry County, it is comprised of 50 acres of 2012 pine plantation and 30 acres of 2018 natural pine stands and is located close to the community of Stony Point. It would make an excellent timberland investment or recreational property.

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



LAKE D'ARBONNE

Union Parish, Louisiana | 93 acres

\$348,300

Located on Lake D'Arbonne with excellent road access, the entire tract consists of a pine plantation established in 2020. All utilities are available on this gentle rolling tract. With access to Lake D'Arbonne from Shore Drive, this tract has immediate homesite, 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 | jdneeley@neeleyforestryservice.com



HUGUS WEST

Shoshone County, Idaho | 22 acres

\$379,900

Properties like this don't come on the market often! Don't miss out on these 22 acres up the St. Joe River, with year-round Hugus Creek and St. Joe River frontage, and bordering USFS and private timber company lands. The possibilities here are endless for you and your friends and family for summer fun, with plenty of room for a multitude of campers. Bring your imagination and set up camp the way you want.

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



THREE RUN CREEK

Lowndes County, Alabama | 205 Acres

\$449,350

With 74+/- acres of mature hardwood and 107+/- acres of high-quality pine plantation, this exceptional hunting and timber investment tract is well suited for the recreational user looking for a long-term investment tract. There is a good road system that provides access to a large percentage of the property. Three Run Creek flows through the tract and provides timber breaks between pine and hardwood stands. This area is known for excellent deer and turkey hunting. There are timber reserves.

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 on the PotlatchDeltic channel on LandThink.com

4. Many buyers are finding ways to use their recreational land right away, knowing they may want to wait a while to build a cabin.

Whether it's putting a travel trailer on a property, or building a shelter for camping, recreational land buyers are doing what it takes to use their property soon after they buy, even if they aren't building a cabin right away.

Material shortages and higher-than-usual costs have made cabin construction challenging in some parts of the country, putting off the decision to build for some land buyers. But buyers are still getting their family and friends out to their property as a home base for hunting, fishing, hiking or just relaxing.

5. Buyers are aware that land prices are going up, and they are willing to pay what it takes to get a recreational property that meets their needs.

In many areas, getting a highly attractive tract for around \$80,000 long seemed to be the norm. But now, recreational land with all the features that a buyer

wants – such as water, quality wildlife, relatively easy access, and good timber – often commands higher prices.

And with demand so high for attractive tracts, buyers realize that while it's important to get a fair price, they need to be ready to move quickly and to be flexible if they are going to get the property they want.

6. Buyers are certainly checking properties out online, but there's no substitute for walking a tract with an experienced recreational real estate expert.

There is no way to truly understand a property's topography, timber, and wildlife potential without seeing it. So even though our Network brokers work hard to narrow down the list of potential properties for a buyer before they visit, it's critical to use the site visit to get comfortable with your final choice.

Tom Smith, a PotlatchDeltic Preferred Broker with Tom Smith Land and Homes in Mississippi, says it best: "Land is land. You can't order it on Amazon. Buyers are still going to buy it the old-fashioned way, by looking at it."

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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