

PROPERTY PERSPECTIVE

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The year ahead looks to be positive for Recreational Land Sales

Talk about the economy is everywhere in the news these days, so if you're thinking about buying recreational property, you may be wondering if this is a good time to buy.

From what we are seeing at PotlatchDeltic, 2023 promises to be another strong year for recreational property sales, which should give buyers comfort that they are making a smart choice.

Here are five trends we are seeing that support our prediction that quality recreational properties will continue to hold value and sell briskly in the coming year:

Recreational property sales often do well when the stock market is volatile.

Over time, buying recreational property has proven to be a good hedge against inflation while showing more consistent positive returns than the ups and downs of other investments. Also, remember that recreational land is always desirable because a buyer can invest and use the property at the same time.

Many recreational property buyers pay most or all of the sales price in cash, reducing concerns about higher mortgage rates.

In the states where we sell recreational properties, we see a significant percentage of sales done with cash buyers. Buyers are using a number of ways to generate funds for purchases, such as selling other investments, using a self-directed IRA, tapping into home equity, investing with money from an inheritance, or doing a 1031 exchange from another property.

Positive impacts on recreational property sales that began during the pandemic are still strong.

With more people able to work remotely, and more focus on getting away from urban centers, demand continues to be high for our properties in states like Idaho, Mississippi, Alabama, and Arkansas. In Idaho, we continue to see robust interest in developed rural properties with roads and utilities in place, while sales of rural recreational land continue to be active across our entire geographic footprint.

Interest from recreational property buyers remains solid.

The biggest change we've seen is that in some cases, buyers are taking a bit longer to make decisions. But in general, there remains a steady demand for rural properties. Judging from positive trends in metrics like our online traffic, we are bullish about 2023 in recreational land sales.

Our brokers love the outdoors

Visit with a member of the PotlatchDeltic Preferred Broker today! [CLICK HERE.](#)



The recreational land sales experts in PotlatchDeltic's Preferred Broker Network share one thing in common – they love the outdoors.

And that certainly comes in handy as they help buyers with questions about everything from how to pick a property with quality wildlife to how to consider the mix of timber on a tract.

"I can't count the number of times that people say to me, 'you must love your job - you just ride around on land all day hanging out,'" said Brian DePriest of Davis DuBose Knight Forestry & Real Estate in Arkansas. "Well, that's not what I get to do every day, but that is no doubt the best part!"

"I love being outside, I love land, and I love seeing others get excited about land as well," he said. "The outdoors is where I find my peace and where I get recharged. To be able to work in an industry where I have opportunities to experience that and share with others is a great blessing."

The PotlatchDeltic Network sales pros have a wide range of outdoor interests.

DePriest loves to get outdoors with his family to go hiking, biking, fishing and riding ATVs. Vacations often involve visiting cool locales like the Grand Canyon and doing memorable things like taking a train in Colorado on a scenic route from Silverton to Durango.

Kirstin Darry of Northwest Land and Lifestyle Properties in St. Maries, Idaho, likes to ride Off-Road Vehicles, hunt and fish....and to chop firewood for exercise. And Tom Smith of Tom Smith Land & Homes in Mississippi loves to play golf, but is also an avid hunter who has hunted in Argentina, among other places.

Every member of the PotlatchDeltic real estate sales team has a story to tell about the outdoors, and they put that experience to work in their jobs every day. It's critical to work with a land sales expert when you are looking to buy a recreational property, and getting help from someone who loves the outdoors is a bonus!



Tom Smith (MS) lake fishing



Kirstin Darry (ID) hiking



Brian DePriest (AR) & family
Grand Canyon visit

Real Estate Showcase

With properties from 20 to over 200 acres and prices to fit any budget, your search begins here!



ALABAMA

WALNUT CREEK 232

232 acres | \$459,250

Chilton County, Alabama

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

Property Listing



ARKANSAS

McKINNEY LAKE

296 acres | \$1,852,500

Union County, Arkansas

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

Property Listing



IDAHO

ST. JOE HERRICK

262 acres | \$1,125,000

Shoshone County, Idaho

For more information about this, or other Idaho properties, contact:
Kirstin Darry, Northwest Land & Lifestyle Properties
(208) 772-3000 | www.nwlandlifestyle.com

Property Listing



LOUISIANA

ACADEMY ROAD

80 acres | \$239,600

Claiborne Parish, Louisiana

For more information about this, or other Louisiana/Arkansas properties, contact:
J.D. Neeley, United Country - Neeley Forestry Service
(870) 836-5981 | www.ucneeleyforestry.com

Property Listing



MISSISSIPPI

CARROLLTON 86

86 acres | \$199,350

Carroll County, Mississippi

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

Property Listing



TEXAS

AKIN CREEK

200 acres | \$845,000

Bowie County, Texas

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

Property Listing

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Buyers are seeing that quality recreational land is holding its value.

We are not seeing “fire sales” on quality recreational properties – much different than the situation after the economic crash of 2008. This is giving recreational property buyers confidence that they can buy now vs. waiting for possible price adjustments.

For buyers, as always, it’s important to do your homework. Work with a land sales expert who knows all the ins and outs of buying recreational property. Decide how you will want to use the property, which in turn will help you determine what features the property needs to have.

For example, do you need to be close to town? Is the quality of wildlife important? And do you want to do improvements yourself or buy a property that already has that work completed?

As we look at 2023, it’s important to consider economic news, but also to rely on data and information about our own slice of the economy to make informed decisions. Remember that the solid fundamentals of recreational property sales remain in place, now fueled by buyers’ desire to get away from it all and to build a legacy for their families.

At PotlatchDeltic, we have quality recreational properties with a wide range of sizes and features. We believe that 2023 will be a great time to buy and look forward to working with buyers as they find the perfect property for their needs.



Written by Bill DeReu,
Vice President, Real Estate
PotlatchDeltic.

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

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ARKANSAS/TEXAS

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So many ways to
connect with us!



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