

BROKER SPOTLIGHT

United Country – Neeley Forestry

Since J.D. Neeley’s father started a forestry consulting business in southern Arkansas in 1972, Neeley Forestry Service, Inc. has expanded to become a full-service, one-stop shop for recreational land buyers and property owners through its affiliation with United Country Real Estate.

United Country - Neeley Forestry Service, part of the Potlatch Preferred Broker network, has five real estate brokers/agents, with over 60 years of combined real estate experience. The team also has six Registered Foresters, one Certified Wildlife Biologist, two Certified General Appraisers, and one Registered Appraiser.

“We understand all the pieces of the land sales puzzle, from how a property will offer recreational opportunities to its potential for timber harvesting,” says J.D. Neeley, President of United Country - Neeley Forestry Service. J.D. joined the business in 1985 and has since overseen its growth and geographic expansion around Arkansas and into neighboring Louisiana.

Located in what’s called the “wood basket” of south Arkansas and north Louisiana, Neeley said his company’s prospective buyers are often looking to invest in timberland while also looking for a spot for hunting and other recreational activities.

Recreational buyers are looking for land to hunt, camp or ride their ATVs on, and the Neeley team’s familiarity with Arkansas and neighboring Louisiana, combined with their love of being outdoors, comes in handy when folks are seeking to buy land for recreational use.

Tying nicely into J.D. Neeley’s work, his entire family loves the outdoor lifestyle. And in keeping with the company’s history as a family enterprise, J.D.’s son Daniel works at the company, making it a three-generation business. Daniel manages the Technical Services at Neeley Forestry Services and specializes in land sales marketing, forest inventory valuations, and the company’s use of drones (sUAVs and Remote Pilots).

The United Country - Neeley Forestry Service team has nine experienced team members, including Real Estate and Appraisals Manager Josh Barkhimer. Barkhimer, through an appointment by Gov. Asa Hutchinson, is a member of the Arkansas Appraiser Licensing and Certification Board. Other staff members include Arkansas Region Manager Ricky O’Neill and Sam Crawford, Louisiana Region Manager. Ricky is a Registered Appraiser and Certified Wildlife Biologist and was named Forestry Educator of the Year in 2016 by the Arkansas Forestry Association. Sam joined the United Country-Neeley Forestry Service team in July 2018, when the company opened a branch office in Shreveport to serve the north and central Louisiana market. Sam’s forestry career has spanned more than 40 years with 32 of those years as President of The Crawford Forestry Group, Inc.



Daniel Neeley, J.D. Neeley, Josh Barkhimer and Brenda Kirkley (inset, from left to right)



There isn't much public land open for hunting in the southern part of Arkansas, O'Neill says, driving demand for land sales to hunters who want property of their own. Also, buyers are often looking to reallocate some of their assets, buying a piece of land they can pass down to their family.

The company often forms relationships with families that last for generations, Neeley says. "In our management business, we often are working with land that we originally managed for parents, and that we now manage for their children or even their grandchildren."

But what Neeley finds most enjoyable in his work is seeing the company's clients enjoy their property and what it brings to them, both recreationally and financially. "I love to see properties well-managed and producing good timber revenues," he says. "Helping people maximize their returns is very rewarding."

For more information about United Country – Neeley Forestry or its PotlatchDeltic land listings

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