SPECIAL REPORT

AMERICA’S BEST BROKERAGES

TOUR ALABAMA’S LEADING LAND LISTING
We Take You to the Top of Shelby County  PAGE 34

Sherwood Mountains
Shelby County, Alabama
AMERICA’S BEST BROKERAGES

The Editors of the Magazine of the American Landowner Present Our Annual Survey of the Country’s Leading Real Estate Firms Specializing in Land.

Edited by Monica Manley

EYE ON THE PRIZE
Greg Fay takes in the magnificent vistas on Tom Brokaw’s West Boulder Ranch. Fay has the 4,128-acre property listed for $17.9 million.

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American Timberlands Company
www.americantimberlands.com
(843) 979-2221
2017 Sales: < $50M
Who: Since inception, ATC has invested more than $130 million in 35 investments. ATC is a land investment management organization that pursues a diversified value-add investment strategy focused on identifying additional non-timber return-generating opportunities from investments.
Wow: ATC acquired 2,000 acres in Charleston County, South Carolina, for $18.36 million. Known as Point Farm, the property had been owned by the same family since 1699 when it was granted to the loyal subjects by King William III of England. Point Farm is absolutely pristine. Not only is it undeveloped, but it is unencumbered by any easements and sits less than 20 miles from beautiful downtown Charleston. It also enjoys one-half mile of deep water frontage just four miles from the Atlantic Ocean.

Arkansas Land and Homes
www.arkansaslandandhomes.us
(870) 495-2123
2017 Sales: < $50M
Who: Owned by Arlon and Pamela Welch of Cave City.
Wow: I had an opportunity to sell a 523-acre property in Izard County. This property was a large piece that we had just sold the joining 1,080 acres the previous year, so when I received a call in the office in November from a gentleman who was looking for this type of ground, I quickly called this seller and asked for permission to show it. They agreed. My husband, Arlon Welch, took it from there. He showed the property two days later, and the contract was accepted within a week.

Butler Land and Timber Company
www.butlerlandandtimber.com
(800) 704-0645
2017 Sales: < $50M
Who: We specialize in timber and recreational hunting tracts across Alabama, Georgia, and Florida from 20 to 20,000 acres.
Wow: We had 150 closings, and the first quarter of 2018 has us on pace to exceed that number.

Coldwell Banker Commercial Saunders Real Estate
www.saundersrealestate.com
(863) 648-1528
2017 Sales: $100M–$250M
Wow: The most gratifying sale last year (though by no means our largest transaction) was the sale of 400-plus acres of riverfront land with second magnitude springs to the State of Florida for a state park.

Compass South Land Sales
www.compassesouthlandsales.com
(843) 538-6814
2017 Sales: $100M–$250M
Who: Compass South Land Sales specializes in the disposition of timberland, recreational properties, plantations, and estates throughout the South.
Wow: We represented a family office in the sale of 15,000 acres of Legacy Springs Ranch located 60 miles northwest of Austin on the Colorado River.

Cyprus Partners
www.cypruspartners.com
(205) 936-2160
2017 Sales: < $50M
Who: Our agents are also licensed foresters, certified appraisers, or hold advanced degrees in related fields. Just as importantly, our proprietary database of more than 100,000 landowners is a powerful tool
Spread out across 275± acres of lush forest on the Uncompahgre Plateau lies Elk Mountain Resort. The luxurious resort, completed in 2006, was a four-season destination consisting of a main lodge that boasts just under 20,000 sq.ft. of elegant yet rustic accommodations. Attached to the main lodge via heated walkways are 21 luxury lodge suites designed for comfort. If it’s a more private setting you want there are 18 2-story, 3 bed/3 bath cottages spread throughout the pine and aspen forest. Activities at Elk Mountain Resort range from tactical training in the 15,500 sq.ft. indoor shooting facility to tennis, rock climbing and hiking or riding ATVs and snowmobiles in the terrain park. From the majestic views of the San Juan Mountains to the solitude of the surrounding national forest ... the luxury of Elk Mountain Resort is a work of art.
that helps us share with clients large timber, farm, and outdoor recreation properties that are not available on the Internet.

**Wow:** Exclusive brokerage representing the owner in the sale of a 14,000-acre timberland property in North Alabama.

**Davis DuBose Knight Forestry & Real Estate**
www.forestryrealestate.com
(501) 219-8600

**2017 Sales:** $50M–$100M

**Who:** We specialize in rural property, primarily selling timberland, farmland, recreational properties, and pastureland. We represent individuals, three of the four timber REITs, TIMOs, and corporations in the brokerage of properties in Arkansas, Texas, Louisiana, Mississippi, and Oklahoma.

**Wow:** Our Lake Greeson Pine Plantation offering was the highlight of the year for us. It was 5,844 acres in Pike County, Arkansas, near Murfreesboro. We conducted a sealed-bid auction sale and unfortunately, the TIMO that submitted the high bid backed out during the due diligence phase. We were then able to identify another timberland investor and had the property under contract within three weeks.

**Eshenbaugh Land Company**
www.thedirtdog.com
(813) 287-8787

**2017 Sales:** $100M–$250M

**Who:** Whether it’s urban infill or wide-open undeveloped land, you need a local brokerage team on the ground and in the know to make complex land deals happen. In Florida, that’s Eshenbaugh Land Company.

**Wow:** We closed a deal a week at our boutique firm last year with an average deal size of $2 million per transaction.

**Jon Kohler and Associates**
www.jonkohler.com
(850) 508-2999

**2017 Sales:** < $50M

**Who:** Jon Kohler & Associates is a real estate brokerage, marketing, and advisory firm for those who share a conservation and land stewardship ethic.

**United Country Neeley Forestry Service**
www.ucneeleyforestry.com
(870) 836-5981

**2017 Sales:** < $50M

**Who:** We are the leading authority on plantations, ranches, and high-quality properties. We represent landowners in all seven plantation belts across Alabama, Florida, Georgia, and South Carolina. Over the past 27 years, we have developed a specialty brokerage that represents major landowners and investors in the plantation and high quality land niche.

**Wow:** Listing Perdido Bluff, one of the largest undeveloped properties on the Gulf Coast.

**Larson & McGowin Properties**
larsonmcgoinproperties.com
(205) 977-7706

**2017 Sales:** $50M–$100M

**Who:** A timberland specialist with a focus on the Southeast. Our firm is rooted in the science of forestry, appraisal, and land management.

**Lile Real Estate**
www.lilerealestate.com
(501) 374-3411

**2017 Sales:** $50M–$100M

**Who:** Since 1993, we’ve been connecting qualified land investors with agricultural, recreational, and timberland properties in the Mid-South.

**Wow:** We represented a former Ducks Unlimited president in his acquisition of the famous Little Siberia Hunting Club in Arkansas County, Arkansas. The property consisted of 907 acres offering some of the finest waterfowl hunting, whitetail deer hunting, and fishing that Arkansas has to offer with over 2½ miles of frontage along the famous Big Bayou Meto.
J7 RANCH | MELVILLE, MONTANA | $4,000,000

who go above and beyond to help clients find exactly what they are looking for.

**Wow:** Got a listing and had it under contract in two days.

**Mossy Oak Properties**  
**Stuttgart Land and Farm**  
www.mossyoakproperties.com  
(855) 934-5263  
**2017 Sales:** < $50M  
**Who:** We specialize in timber and recreational property sales in Alabama and Mississippi.

**Wow:** 65 percent of our sales come from out of state.

**Mossy Oak Properties**  
**Coastal Land & Real Estate**  
www.mossyoakproperties.com  
(912) 674-2700  
**2017 Sales:** < $50M  
**Who:** Experts in farmland, recreational land, and timberland sales with a special focus on transitional land.

**Wow:** Brokered a 2,300-acre timber tract to an institutional investment firm that brought a near-record bare land price.
WE ARE THE LAND & TIMBER EXPERTS
35 YEARS OF LAND MANAGEMENT & FORESTRY EXPERIENCE

<table>
<thead>
<tr>
<th>Property</th>
<th>County</th>
<th>Acres</th>
<th>Price</th>
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<tbody>
<tr>
<td>HAMMBERGER GOUGH TRACTS</td>
<td>Multiple Counties, AR-LA-OK</td>
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<td>CONTACT BROKER</td>
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<td>$449,500</td>
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<td>Bowie County, Texas</td>
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VISIT TERRASTONELANDCO.COM FOR A FULL LIST OF AVAILABLE PROPERTIES!
Mossy Oak Properties
Dixie Land and Wildlife
www.mossyoakproperties.com
(731) 610-2473
**2017 Sales:** $50M–$100M
**Who:** We specialize in land sales, land enhancement, utilizing 401(k)s to invest in land, and easements.
**Wow:** Listed 1,400 acres of rolling hills and high bluffs adjoining the Tennessee River with superb grazing, and plenty of good water.

Mossy Oak Properties
Forest Investments
www.mopforestinvestments.com
(601) 341-1131
**2017 Sales:** < $50M
**Who:** A full-service forestry consulting firm that specializes in the acquisition, management, and sale of timberland and recreational properties.
**Wow:** Owner/broker Rick Taylor was elected by his peers to serve as a director-at-large on the board of the Realtors Land Institute.

Mossy Oak Properties
Hart Realty
www.mophartrealty.com
(270) 528-4026
**2017 Sales:** N/A
**Who:** Land development, investments, and sales, commercial and industrial sales/leasing/investments.
**Wow:** A close friend asked us to market a hunting retreat he needed to sell. We did exactly as he requested and gave him a 400 percent profit.

Mossy Oak Properties
Land and Luxury
www.landandluxury.com
(704) 658-1121
**2017 Sales:** < $50M
**Who:** We are a full-service real estate firm that specializes in land sales and luxury properties across the Carolinas.
**Wow:** When competing for listings, we were awarded the listing 90 percent of the time.

Mossy Oak Properties
Natural Farms & Wildlife
www.moparkansas.com
(479) 443-5656
**2017 Sales:** < $50M
**Who:** We serve the Natural State. We provide first-class service and third-party representation for buyers and sellers.
**Wow:** Closed on four acres for more than $2 million.

Mossy Oak Properties of Louisiana
www.mossyoakpropertiesla.com
(888) 318-5263
**2017 Sales:** $50M–$100M
**Who:** Mossy Oak Properties of Louisiana specializes in brokering rural land sales. We are experts in finding buyers and sellers of rural land.
**Wow:** Closed a 3,176-acre ranch in one of the fastest growing areas of the state for $12,704,000.

Mossy Oak Properties of Tupelo
www.mopoftupelo.com
(662) 231-0740
**2017 Sales:** < $50M
**Who:** Mossy Oak Properties of Tupelo is a unique brokerage. We are a small company and are interested in the smallest tract of land, but at the same time, we don’t shy away from the largest tract of land.
**Wow:** This small office had over 70 closings in a very competitive market.

Mossy Oak Properties
Tennessee Land & Farm
www.mopoftennessee.com
(615) 804-2571
**2017 Sales:** < $50M
**Who:** A diverse recreational land brokerage and full service real estate company located in Franklin, Tennessee. We serve real estate and land needs in Middle Tennessee.
**Wow:** We brokered a 270-acre, $3 million deal to create an elementary, middle school, and high school campus on a farm.

Outdoor Properties
www.outdoorproperties.com
(901) 483-6073
**2017 Sales:** $50M–$100M
**Who:** Our specialties include recreational properties and agricultural land sales.

RecLand Realty
www.recland.net
(318) 281-4900
**2017 Sales:** < $50M
**Who:** RecLand focuses on hunting land, timberland, farms, and ranches in Iowa, Louisiana, Arkansas, Texas, Mississippi, and Missouri. Coming soon to Georgia!
**Wow:** One of our Missouri agents closed two 1,000-plus acre deals on the same day late in 2017. One of our Texas land agents closed a 2,100-acre timberland deal in January to kick off the new year in style.

Richton Tie and Timber
www.rttllc.com
(601) 545-8222
**2017 Sales:** < $50M
**Who:** A third-generation land, timber, and real estate operation with roots in the State of Mississippi as early as 1867.
**Wow:** Richton Tie and Timber represented one of the largest landowners in Mississippi in selling a showcase property.

Southeastern Land Group
www.selandgroup.com
(866) 751-5263
**2017 Sales:** $100M–$250M
**Who:** We focus on rural acreage, mainly timberland tracts, farmland, recreational properties, and mini-farms in the Southeast.
**Wow:** Sold The Old Scotland property, a highly desirable 3,923-acre timber tract in Monroe County, Alabama.

TerraStone Land Company
www.terrastonelandco.com
(936) 590-4909
**2017 Sales:** < $50M
**Who:** A full-service brokerage providing investments involving timberland, recreational land, and environmentally focused land investments.
**Wow:** We experienced a strong 2017 with the sale of over 4,500 acres of timberland in South Arkansas as well as representing a buyer who acquired 10,000 acres of Coastal Plains acreage.

Tom Smith
Land and Homes
tomsmithlandandhomes.com
(601) 454-9397
**2017 Sales:** $100M–$250M
**Who:** TSLH specializes in recreational, hunting, and crop ground as well as timber tracts. We have built an outstanding business marketing homes on 25 acres or less.
**Wow:** We sold The Tatum Plantation, Lakewood Plantation, and White Oak Plantation. All three are outstanding Mississippi trophy high fence operations.

United Country Gibson Realty & Land Company
www.gibsonrealtysms.com
(601) 250-0017
**2017 Sales:** $100M–$250M
**Who:** With a strong presence in Mississippi and Louisiana, we sell homes, hunting land, timberland, poultry farms, and commercial properties.

The Wright Group
www.wrightbroker.com
(229) 226-2564
**2017 Sales:** $50M–$100M
**Who:** A boutique firm specializing in recreational, lifestyle, and legacy investments.
**Wow:** Brought to market Millpond Plantation, the nation’s most iconic bobwhite quail hunting plantation, which is available for the first time in five generations.