

# The LandReport Newsletter

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A Monthly Report for the American Landowner

August 2020



**FIELD**  
*notes*



**C**aloosa Ranch sprawls across 14,500 acres of Stonewall County about 200 miles northwest of Fort Worth. According to the *Dallas Morning News*, the picturesque \$13.2 million listing sold this summer. Used by the previous owners almost exclusively for hunting, Caloosa is home to whitetail deer, turkey, quail, and waterfowl. Amid this pristine habitat sits a well appointed 4,700-square-foot main lodge along with other key improvements. According to the sellers, the habitat can also support a robust cattle operation.

The rapid pace of the transaction warrants a shout-out: the ranch sold within four months of its listing. The buyer is a Houston-based LLC linked

to David Modesett, CEO of Vega Energy Partners, which develops and manages natural gas assets. Brokering the deal was Whitetail Properties, recently recognized for its key role in *The Land Report's* 2019 Deal of the Year. Read more [HERE](#).

National and regional news stories follow.

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The Land Report and is available in online and digital formats.

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## LandReport VOICES

BY EDDIE LEE RIDER JR.

**JON  
KOHLER**  
& ASSOCIATES



Jon Kohler & Associates, one of the leading authorities for plantations, ranches, and high-quality properties in the Southeast, has sold over \$530 million in land over the past decade, and Erica Kohler has played an instrumental part in every dollar of those transactions. A graduate of the Real Estate School of Business at Florida State University, Erica got into the business of land fresh out of school.

*Eddie Lee: Erica, tell me how you started your career.*

**Erica Kohler:** Just after I graduated, I was recruited by Jon Kohler & Associates (JKA) to lead Centerville Conservation Community as Director of Sales & Planning for the Southern Plantation development, which quickly rose to be recognized as a national role model for smart growth. From there, I became fully immersed in the high-quality land niche. I then became Director of Sales for JKA. Being the only female in this niche at the time, I looked at land differently from most. Later, I became a partner at JKA totaling 250,000 acres in sales since the company was reinvented under my direction. I definitely feel I have been a trailblazer for women in the recreational land sales niche.

*ELR: You have really carved out a personal niche in the industry in regard to unique — even boutique — land and property valuations. Speak to that.*

**EK:** My 16-year career has focused on advising, selling, and marketing of high-quality land and also the valuation of these properties. I am proud to have sold nearly \$530 million in the last ten years alone. I also look at land from a different perspective; maybe it's because I'm a woman. I don't know.



What I do know is that no one looks at land values like I do. I hunt and fish, but what gets me excited is finding and demonstrating intrinsic values that others usually miss. The difference with me is that I not only look backward at comps but forward at what buyers are actually doing and why. What else can they buy with the same money and opportunity? Running a company that closes an average of 491 acres a week, every week, for the last 10 years gives me that perspective that others don't have.

*ELR: Kohler & Associates has been a trailblazer in quail and high-end recreational plantations. You have some tremendous listings currently and have sold many unique properties. Highlight a few*

**EK:** I have had incredible opportunities representing some very special places. Sales highlights were Valhalla and the neighboring Chemonie Plantation, and the historic Red Hills Quail Hunting Plantation, together totaling nearly 4,820 acres. A special property that Jon and I currently have listed is Deep Creek Plantation, Florida's Flagship Riverfront Property totaling 2,144 acres with nearly 4.4 miles on the world famous Suwannee River. We have been blessed to sell this property three times now. 🇺🇸

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