



40 acres near Blueberry Pines Golf Course near Menahga, MN  
Exclusive listing with Close-Converse Properties

## NEW TO BUYING RECREATIONAL PROPERTY? FIRST, ANSWER THESE QUESTIONS.

If you've never bought recreational property – and we find that many recreational buyers are new to this – the process can seem a bit overwhelming.

After all, what if you don't know about how to value timber, how to think about road access, or how to determine whether a tract has quality wildlife?

To get started, it helps to break things down by first answering some key questions. With the help of Rod Osterloh of Close-Converse in Brainerd, Minnesota, one of the experts in the PotlatchDeltic Preferred Broker Network, here are five questions to answer that will help you organize your thinking:

### 1 How will you use the property?

Will you use it as a hunting camp? Do you plan to build a cabin? Will you be bringing the kids or grandkids to the property? And if you're a hunter, what are your expectations for the quality of wildlife either on the property or nearby?

### 2 Does timber value matter to you?

For some recreational land buyers, selling timber occasionally is a nice bonus to owning a tract. For others, selling timber will be important in generating cash flow that can be put back into the property for

improvements like fencing, food plots and selective clearing.

"It's important to work with a real estate broker who understands forestry and can work with experts to get you an idea of the timber potential of a certain property," Rod says.

### 3 What will your plans be for the property long-term?

Before you buy, determine your plans for ownership. Will you own the property alone, or will you share ownership with your children? You should plan to go ahead and put the property in your will, so it's clear who would inherit it.

"Make sure everyone in your family is clear about the ownership and how and when the property will be used," Rod says. "This will prevent disagreements, which can make the whole experience unpleasant – and that's the last thing you want."

### 4 Do you plan to build on the property someday?

This is a question you should answer now, because it would be frustrating to buy a property and then realize later that it isn't the best acreage for your retirement cabin.

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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!

# FEATURED COMMUNITY: Chenal Valley

West Little Rock, Arkansas

## PotlatchDeltic sells high quality homesites and homes in West Little Rock



chenal.com | 501-821-5555

A PotlatchDeltic Development

PotlatchDeltic's real estate group is best known for selling quality recreational land in rural locations across five states. But did you know the company also owns an extremely popular community in Central Arkansas?

Chenal Valley is a gorgeous 4,800-acre master-planned development in West Little Rock. It has everything from beautiful new homes and homesites in a variety of price ranges, to championship golf at Chenal Country Club, to easy access to shopping, stores and entertainment at the nearby Promenade at Chenal.



Two great things about Chenal Valley are that one, it offers more than 35 distinct neighborhoods – each with its own personality – and two – that Chenal's suburban setting, surrounded by rolling hills, is only about 12 minutes from midtown Little Rock and about 20 minutes from downtown.



Thirty-five years after Chenal Valley's inception – when it was first developed by Deltic Timber, now part of PotlatchDeltic – the community's neighborhoods are maturing beautifully.



Each neighborhood has been carefully planned and landscaped to retain many trees and green areas. Many offer views of the beautiful surrounding hills, with architectural guidelines in place to ensure consistent quality throughout.



Around Chenal, commercial and retail development is making the area a true work-live-play environment, with movie theaters, restaurants, and specialty stores, and an Aloft Hotel with rooftop bar on the way.



"For families, there's a wide variety of activities at Chenal," says Michelle Sanders, Chenal Properties' Principal Broker. "But the community has tremendous appeal for residents of all ages, no matter what stage of life they're in. That's why so many people want to live here."

Homebuyers from Arkansas and elsewhere can learn more about Chenal Valley and its appeal at [chenal.com](http://chenal.com), or by contacting Michelle at [Michelle.Sanders@PotlatchDeltic.com](mailto:Michelle.Sanders@PotlatchDeltic.com) or 501-821-5555.





With Properties From 20 to Over 200 Acres and Prices to Fit Any Budget

YOUR SEARCH BEGINS HERE.



## PENNINGTON 40

Pennington, Minnesota | 40 acres

**\$52,500**

Beautiful PottlatchDeltic land near Kitchi Lake northeast of Cass Lake. Level high ground with maturing red pine that could be thinned or harvested for potential future timber income and young aspen that provides great grouse habitat. Public Chippewa National Forest land adjoins the east and west sides and connects to Pennington Bog Scientific and Natural Area (SNA), a virtually undisturbed tract of coniferous forest providing critical habitat for beautiful and unusual plant species.

For more information about this, or other Minnesota properties, contact:  
Jody Osterloh, LandRadar.com by Close-Converse  
218-828-3334 | jody@closeconverse.com



## BUGLE RIDGE, PARCEL 6

Clearwater County, Idaho | 20 acres

**\$71,250**

Located in a beautiful rural setting, Bugle Ridge is only a 15-mile drive to downtown Orofino and the Clearwater River famous for world-class Steelhead and Salmon fishing. Another 15 minutes and you're at the Dworshak Reservoir. All-season recreation is available with summer four-wheeling, camping & hiking, fall wildlife, such as deer, elk, turkey, & bear who are attracted to this private land from adjacent State Land and winter snowmobiling and cross-country skiing. With scenic territorial views of the Idaho hillsides, you'll also find seclusion for your rural campsite or off-grid cabin and an opportunity to escape from the busy day to day life.

For more information about this, or other Idaho properties, contact:  
Earl Musick, United Country – Musick & Sons  
208-983-0069 | earl@musicklandgroup.com



## BRUSHEY CREEK ROAD 78

Butler County, Alabama | 78 Acres

**\$146,250**

This tract would be great for a home site or hunting tract. Power is available and the property has county road frontage on two sides. The timber is mostly loblolly pines that were planted in 2014. There is also some hardwood along the creek drains and a small pond on the property. There is an additional 26 +/- acres adjoining this tract that can be purchased as well.

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



## PINE CANYON 119

White County, Arkansas | 119 acres

**\$214,200**

Pine Plantation timberland with waterfront land and water views on a private lake. Deer hunting and turkey hunting are popular in the area, with a high game population. Good interior road system to make getting around easier. With direct lake access for bass fishing, you'll be enjoying your outdoors all season long. Don't miss this great opportunity!!

For more information about this, or other Arkansas properties, contact:  
Mark Knight, Davis DuBose Knight Forestry & Real Estate  
888-695-8733 | mknight@forestryrealestate.com



## RANKIN PLANTATION 101

Pelahatchie, Mississippi | 101 Acres

**\$279,750**

This Rankin County property consists of 101 +/- acres and is located approximately 10 minutes north of Pelahatchie, MS. The primary makeup is 89.7 +/- acres of plantation pine planted in 2001 and 8.5 +/- acres of hardwood-pine mix planted in 1957. The property has been used for growing timber and can continue to be used for a future investment! An established trail system runs throughout and is loaded with deer tracks. This will be an ideal place for someone wanting both hunting and a nice timber stand.

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

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"If someone wants to build later, we will look at everything from road access to availability for power, to whether the property has a quality building site," Rod says. "Even if you are thinking you won't build for five to 10 years, let's figure that out now so there are no surprises later."

**PotlatchDeltic sells properties that appeal to all types of recreational land buyers. We just need to know what your needs and desires are, so we can narrow down your options, making the process simpler."**

**-Rod Osterloh  
LandRadar.com by Close~Converse**

**5 What should I look for in a real estate broker to help me?** This one's easy. It's imperative that you work with a broker who understands recreational real estate, which is very different from selling homes. Look for someone who has a passion for the outdoors, understands how to evaluate the pricing of a rural tract, and will give you great personal service.

Also, "if the real estate professional doesn't know the area where you are looking, that person won't be of much help in finding the perfect property for your needs," Rod says.

Rod and the other pros in the PotlatchDeltic Preferred Broker Network are highly experienced in selling recreational real estate, and they are experts in their neck of the woods. No matter what questions you have after getting these five questions figured out, they will either have the answer or get you the answer – making the process a lot easier and a lot less intimidating.

## 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](http://www.PotlatchDelticLandSales.com). We look forward to helping you with your property search!

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Preferred  
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