



## KEYS TO HIRING AN EXPERT TO HELP YOU BUY RECREATIONAL PROPERTY

If you're looking to buy recreational property, it's important to know that it isn't the same as hiring a Realtor® to help you buy a house.

"Being an expert in recreational property sales requires a completely different skill set from knowing how to help people buy or sell homes," said Tom Smith of Tom Smith Land & Homes in Mississippi, a member of the PotlatchDeltic Preferred Broker Network.

So, as you think about who should help you buy a recreational property, think about these five ways that an expert in recreational land sales can help you during your buying experience:

### 1 **Make sure the agent has experience in selling recreational property.**

There is no substitute for having handled numerous recreational land transactions because there are specifics about the sale that differ from a residential home purchase, such as access to water sources or the quality of timber on a property.

### 2 **If you're a sportsman, consider working with an agent who is also a sportsman and shares your interests.**

Many of the experts in the PotlatchDeltic Preferred Broker network love to hunt and fish, so they know how to assess the quality of the wildlife on a property, and how to know whether a tract is a good hunting property, looking for attributes like food sources, water on the property, and the prevalence of ground cover.

### 3 **Working with an agent who has deep local knowledge will be a major bonus.**

Properties can vary widely, even within a few miles of each other, so it's important to rely on someone who knows about the exact area where you're considering a purchase.

### 4 **Determining sales comparables for recreational properties is a different process and can be challenging at times, so experience is critical in deciding what you should pay for a property.**

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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!

# IT'S A GREAT TIME TO GET AWAY FROM IT ALL IN IDAHO



Even before the COVID-19 pandemic hit, PotlatchDeltic's properties in Idaho were popular with urbanites in West Coast states like Washington, Oregon, and California. But now, with more people than ever looking to get away from it all, interest in rural properties is surging.

We like to call this trend **"recreationally distancing"** – leaving the city to have a second home or to live full-time in a place that offers everything from hunting and fishing to camping, kayaking, and hiking.

Nationally, pageviews of homes in towns with fewer than 50,000 residents were up 87% year-over-year in May on the redfin.com real estate website, more than triple the 22% increase in pageviews of homes in cities with more than 1 million residents.

And in Idaho, we saw the number of visitors checking out our PotlatchDeltic properties online increase 118% year-over-year in June, with potential buyers viewing a total of 6,700 Idaho featured pages, an increase of 130% over the prior year.

"PotlatchDeltic's rural properties offer the potential for a great secondary home or simply a weekend camping property," said Ben Ballard, PotlatchDeltic's Idaho real estate manager. "Our properties offer the buyer immediate use, with the benefit of having a place to go when the city gets to be too much, either for the weekend, or right now, during the coronavirus crisis."

Ballard and the Idaho members of the PotlatchDeltic Preferred Broker Network offer attractive, reasonably priced tracts in several rural planned communities that have proven to be popular with buyers from metro areas like Seattle, Portland, and San Francisco.

Three of the communities are in the prime Clearwater County recreational area of Orofino:

**Huckleberry Estates** has elk, white-tailed deer and wild turkeys roaming the area, as well as the occasional ruffed grouse and other small game animals. The year-round water in Whiskey Creek and other tributaries, along with lush vegetation, create a terrific wildlife habitat.



While the area gets snow in the winter, it doesn't get as cold as higher elevations, making this a great wintering habitat for most of the area's game species. In addition to hunting on the property, there are tens of thousands of acres of publicly accessible lands just up the highway, offering you the opportunity to both hunt on your own land and venture out to a wide expanse of hunting opportunity.

Parcels range from 7 to 30 acres, all priced under \$100,000. The community is within 10 miles of the quaint community of Orofino and

is appealing to rural buyers who are looking for a property without covenants, conditions, and restrictions (CC&Rs).

**Tie Creek**, also near Orofino, has only a few parcels remaining out of the original 25. Several of the owners have built homes with stunning views overlooking the Dworshak Reservoir and are taking advantage of the Canyon Creek boat launch, which is just down the road.



Parcels range from 20 to 24 acres, with attractive pricing in the \$50,000-\$60,000 range. The parcels are very suitable for building, are nicely wooded and offer privacy from your neighbors.

The Clearwater River is well-known for its great steelhead runs as well as chinook salmon, while the Dworshak Reservoir, the dammed north fork of the Clearwater, is popular for Kokanee Salmon and small-mouth bass. In fact, the state record smallmouth was just caught in early May 2020 from Dworshak Reservoir, at 22.75 inches.

**Sportsman Estates** near St. Maries has sold out of its first phase, but a second phase is coming online soon. In fact, some of the parcels in this next phase are already being spoken for, before even going online.



The second phase of Sportsman Estates includes four parcels from 6.5 to 11 acres and four parcels that are 20+ acres in size. It's located near the nationally known St. Joe River, an exceptional fishery for cutthroat trout and great rafting/tubing recreation spot, while the St. Maries River, the lesser-known tributary to the St. Joe, is just a few miles away, offering a quieter fishing experience.

In addition, Sportsman Road, which passes through Sportsman Estates, offers access to tens of thousands of state-owned and privately-owned timberlands that are open year round for hunting and recreation, along with providing opportunities for foraging for huckleberries in the summer and prized morel mushrooms in the spring.

**"A PotlatchDeltic property in this part of Idaho is a wonderful getaway that's within easy reach of nearby cities, yet it makes you feel a world away from urban life," Ballard said.**

To learn more about all the things our Idaho properties have to offer, contact a member of the Idaho PotlatchDeltic Preferred Broker Network and recreationally distance.

## IN THE NEWS

Read the full details for any of these stories at [PotlatchDelticLandandHunt.com](http://PotlatchDelticLandandHunt.com)

### POTLATCHDELTAIC & ITS BROKERS NAMED AS BEST BROKERAGES

PotlatchDeltic, along with 10 brokers in its Preferred Broker Network have been named among "America's Best Brokerages 2020" by the prestigious **The Land Report** in the most recent update of its annual survey.



[Click for link to article.](#)

### LATAH REALTY JOINS IDAHO PREFERRED BROKER NETWORK

Latah Realty is a full-service real estate broker based in Moscow, Idaho. Their team have a collective 144 years of real estate experience. As one of the longest running and the oldest continuously locally owned/managed real estate brokerage firms in Latah County, their agents are primarily long-time, local residents who understand the greater Latah County area and the communities and neighborhoods within it. Welcome to the team!



### WHEN THE STOCK MARKET BECOMES VOLATILE, HOW LIKELY ARE YOU TO INVEST IN LAND?

Through the LandThink Pulse Question in May2020, we asked and you answered! The online survey revealed that 40.6% of respondents are VERY LIKELY to invest in land amid stock market uncertainty. LandThink concluded that as fears around the coronavirus spread across the global economy, many investors are looking for the calm in the storm and are moving out of stocks and into safe haven assets like land.

### POTLATCHDELTAIC ANNOUNCES AGREEMENT TO SELL 72,000 ACRES IN MINNESOTA TO THE CONSERVATION FUND

In June, PotlatchDeltic announced an agreement to sell approximately 72,000 acres in Minnesota to The Conservation Fund. The transaction is subject to customary closing conditions and is expected to close before the end of the year. This outcome is a culmination of long-standing work by The Conservation Fund and PotlatchDeltic to achieve conservation and economic goals. With this transaction and others underway, this partnership has been the catalyst to conserve more than 200,000 acres in Minnesota for various conservation purposes, including working forests, protection of habitats and public access.



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

YOUR SEARCH BEGINS HERE.



## MOUNT PLEASANT 28

Butler County, Alabama | 28 Acres

**\$59,650**

Conveniently located with year-round access and public road frontage, this property consists of loblolly pines planted in 2014 along with mature hardwood. This 28+/- acres would make an excellent hunting tract with one food plot already in place or it could be used for a homesite.

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



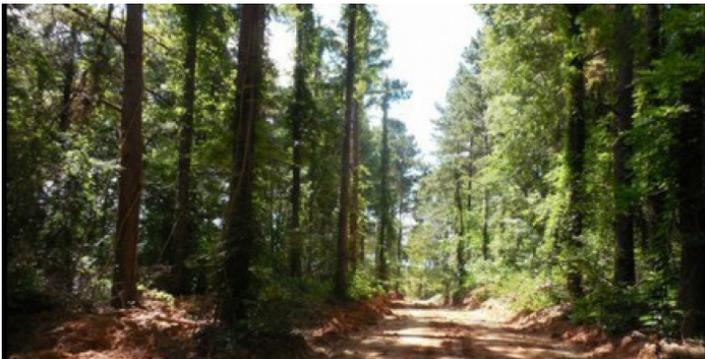
## HUCKLEBERRY ESTATES, PARCEL 4

Orofino, Idaho | 25 acres

**\$91,590**

With a short commute into town, Huckleberry Estates could be your new home! Parcel 4 of Huckleberry Estates is approximately 25 acres that is part of a new development near Orofino, Idaho. Access to the property is along Huckleberry Butte Road, a county-maintained year-round. Utilities are available with power at the road and septic approval in place. Parcels are selling fast, but many are still available and there are no covenants, codes & restrictions (CC&Rs). Get your piece of Idaho today!

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



## SEYMOUR ROAD 81

Montgomery County, Mississippi | 81 acres

**\$117,500**

This property with rolling topography located just 10 miles southeast of Winona is a great deer and turkey hunting recreational property. With good public road access along Seymour Road, you'll enjoy year-round access and could be out enjoying the recreational opportunities on this land every weekend! This will be an ideal place for someone wanting both hunting and a nice pine and hardwood 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



## SHIRLEY 130

Van Buren County, Arkansas | 130 acres

**\$261,950**

This property has mountain views and is contiguous with the boundary of Wyndham Fairways - Mountain Ranch Golf Club enhancing your recreational getaway's location! Near the community of Shirley, this parcel is a quality timber investment tract in Van Buren County. Accessed via an interior gravel road, there is electricity at the southwest corner. The timber on site is comprised of 40 acres of 2011 pine plantation and 90 acres of 1945 hardwood natural pine stands and roads. Looking for a convenient, affordable recreation and timber property? This is it!

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



## LAKE D'ARBONNE

Union Parish, Louisiana | 93 acres

**\$348,300**

This lakefront property directly on Lake D'Arbonne has immediate homesite, hunting and timber investment opportunities. With access from Wells Road, Silmon Road, Shore Drive, Pleasure Island Road, and LA Highway 15, there's year-round access and all utilities are available to the property. The topography can be described as gently rolling and the entire tract consists of a pine plantation established in 2020. Come grow with this lakefront property!

For more information about this, or other Louisiana properties, contact:  
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"It can be fairly simple to match up two 3/2 homes in similar neighborhoods," said Tom Moore of United Country Northwest Land & Lifestyle Properties in Idaho, a PotlatchDeltic Preferred Broker. "But figuring out comparable values for recreational properties can be more complicated, and requires experience in working with rural real estate, bringing all of your knowledge to bear."

## 5 Many buyers only make one land purchase in their lifetime, so there are often many questions and buyer concerns.

So be sure to work with someone who has both the knowledge and patience to answer all of your questions. "We sell to first-time recreational buyers all the time, and we tell them up front that there is no such thing as a dumb question," said Jonathan Goode of Southeastern Land Group in Alabama, a PotlatchDeltic Preferred Broker.

The experts in the PotlatchDeltic Preferred Broker network specialize in recreational property sales. Contact one of our experts today to chart a path to a rewarding buying experience.

**We sell to first-time recreational buyers all the time. And, our team's knowledge, experience and patience helps them answer all questions a buyer may have.**

## 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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