

BROKER SPOTLIGHT

United Country – Northwest Land & Lifestyle Properties



Whether it's helping a family purchase an 80-acre getaway property, or selling a 2,000-acre tract to an investment firm, Idaho's United Country Northwest Land & Lifestyle Properties specializes in matching buyers with rural properties that fit their needs.

Northwest Land & Lifestyle Properties, based just outside Coeur d'Alene, Idaho, joined the PotlatchDeltic Preferred Broker Network in the summer of 2017. Like other members of the Network, the Northwest Land & Lifestyle team knows all the aspects of helping recreational property buyers, from understanding someone's hunting needs to determining how timber values figure into a sale.

The brokerage was founded by Kathy Edlund, the Designated Broker, and Tom Moore, Agent/Forester. Working together at a timber investment firm, they saw an opportunity in the northern Idaho/eastern Washington area for a brokerage focused on rural properties, and their idea turned into reality when they opened Northwest Land & Lifestyle in early 2017.

"Many of the real estate professionals in our area don't have a strong background in understanding things like access, timber values and the recreational aspects of a rural property purchase," says Tom, who leads the brokerage's work with PotlatchDeltic in Idaho.

Combined, Kathy and Tom have over 15 years of rural real estate experience and over 25 years working in the timber industry.

The brokerage helps buyers find rural properties within a two hours' drive of Coeur d'Alene, with many buyers coming from such states as California, Nevada and Arizona. "They want to have their own piece of Idaho," Tom says, "to camp, fish and hunt, and to have easy access to recreational opportunities."

Those recreational opportunities are wide-ranging in northern Idaho, from ski resorts and hiking trails to lakes for boating and rivers for fly fishing.

Joining the PotlatchDeltic Preferred Broker Network made complete sense, Tom says, "because PotlatchDeltic land is so well-managed and easy to show to buyers. It's a real privilege to work with a company that takes such good care of the land it owns."

Tom is a professional forester, and initially got to know PotlatchDeltic as a consulting forester, while also spending time near PotlatchDeltic properties as he went fly fishing in the St. Joe River and hunting for elk. Kathy, meanwhile, brought a deep knowledge of rural real estate to the team.

The combination has been effective and powerful for buyers, helping with such things as conservation easements, 1031 exchanges and land appraisals. Kathy and Tom are members of national, state and local real estate associations, and have received extensive education in the areas of negotiation, marketing, finance/valuation, real estate law and 1031/1033 exchanges.

"We look forward to helping buyers find the PotlatchDeltic property that's perfect for them," Tom says. "We are truly a one-stop shop for buyers, and can help anyone go through the process with a minimum of hassle. The result is owning a property that will provide memories for years to come."



Tom Moore

Learn more about United Country Northwest Land & Lifestyle Properties or its PotlatchDeltic land listings:

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