

BROKER SPOTLIGHT

United Country – Neeley Forestry

Since J.D. Neeley’s father started a forestry consulting business in southern Arkansas in 1972, Neeley Forestry Service, Inc. has expanded to become a full-service, one-stop shop for recreational land buyers and property owners through its affiliation with United Country Real Estate.

United Country – Neeley Forestry Service, part of the Potlatch Preferred Broker Network, has four real estate brokers/agents with decades of combined real estate experience. The team also has five Registered Foresters, one Certified Wildlife Biologist, two Certified General Appraisers, and one Registered Appraiser.

“We understand all the pieces of the land sales puzzle, from how a property will offer recreational opportunities to its potential for timber harvesting,” says J.D. Neeley, President. J.D. joined the business in 1985 and has since overseen its growth and geographic expansion around Arkansas and into Louisiana and northeast Texas.

In a region that’s dubbed the “wood basket” for its wealth of timber, recreational land buyers are often looking to invest in timberland while also looking for a spot for hunting and other recreational activities.

And as they talk to recreational buyers about finding the best land to hunt, camp or ride their ATVs on, the Neeley team uses their familiarity with the region, combined with their love of being outdoors, to provide value to the process.

J.D. Neeley’s entire family loves the outdoor lifestyle. And in keeping with the company’s history as a family enterprise, J.D.’s son Daniel works at the company, making it a three-generation business. Daniel manages the Technical Services and specializes in land sales marketing, forest inventory valuations, and the company’s use of drones.

The team also includes Real Estate and Appraisals Manager Josh Barkhimer. Barkhimer, through an appointment by Arkansas Governor Asa Hutchinson, is a member of the Arkansas Appraiser Licensing and Certification Board. Other staff members include Operations Manager Ricky O’Neill, a Registered Appraiser and Certified Wildlife Biologist who was named Forestry Educator of the Year in 2016 by the Arkansas Forestry Association.

There isn’t much public land open for hunting in the southern part of Arkansas, O’Neill says, driving demand for land sales to hunters who want property of their own. Also, buyers are often looking to reallocate some of their assets, buying a piece of land they can pass down to their family.



Daniel Neeley, Jim Neeley (founder) and J.D. Neeley.



The company often forms relationships with families that last for generations, Neeley says. “In our management business, we often are working with land that we originally managed for parents, and that we now manage for their children or even their grandchildren.”

The company is one of the most successful in Arkansas, leading United Country brokerages in sales in both 2018 and 2019. But what Neeley finds most enjoyable in his work is seeing the company’s clients enjoy their property and what it brings to them, both recreationally and financially.

“I love to see properties well-managed and producing good timber revenues,” he says. “Helping people maximize their returns is very rewarding.”

For more information about United Country – Neeley Forestry or its PotlatchDeltic land listings

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