

The LandReport®

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THE MAGAZINE OF THE AMERICAN LANDOWNER

\$15

DEALS OF THE YEAR



Plus: Best Brokerages & Top Auction Houses



SOUTH

AMERICAN TIMBERLANDS COMPANY

AMERICANTIMBERLANDS.COM

(843) 979-2221

2019 Sales: < \$50M

Who: A land-asset management organization that specializes in holistic, value-adding investment strategies for our clients to achieve additional financial returns from optionality that is uncommon in traditional timber management.

WOW: Brokered a 42,000-acre forestland sale located in Indiana, Pennsylvania, and New York. The sale price of more than \$80 million was equal to the property's appraised value.

What was your take on the 2019 market? The Southeast market for high value, exclusive forestland properties remained robust. Investors with multi-talented management continued to target the Southeast for its relatively stable forest product markets and its attractive demographic and economic growth. Opportunities for conservation outcomes were increasingly popular.

What are your predictions for 2020? Forestland transactions in the Southeast will likely pause as a result of the COVID-19 pandemic. We expect transaction volume to increase in the third quarter. Valuations will be challenging

as buyers and sellers consider potential changes to the US-China relationship and the way Americans will work in the future.

ATLANTIC WESTERN REALTY

ATLANTIC-WESTERN.COM

(561) 832-3400

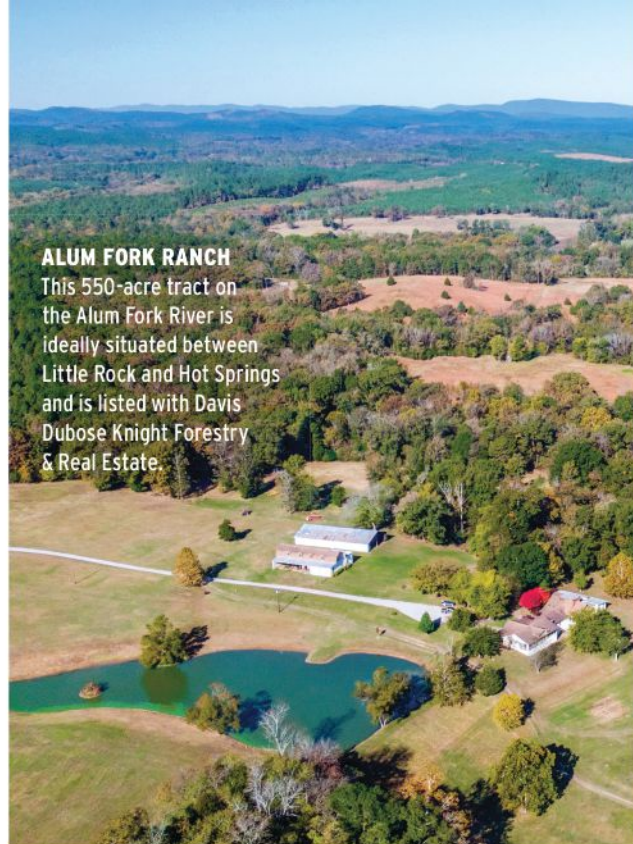
2019 Sales: \$50M–\$100M

Who: Active since 1983, we have completed more than \$1.7 billion in real estate management, finance, and brokerage transactions. In addition to our commercial activities, we are best known for our extensive experience in the marketing, brokerage, and development of equestrian, recreational, and agricultural land tracts. For more than 35 years, we have been the leading broker and market maker of equestrian and polo farms in South Florida, particularly in and around Wellington, the world's most highly valued equestrian market.

WOW: Sold Tommy Lee Jones's San Saba Polo Farm in Wellington, the Windsome Estate in Wellington, and 145 acres of Mecca Farms.

What was your take on the 2019 market? There was an oversupply of inventory that was incorrectly priced, so price adjustments were needed to clear the market. Price adjustments generated more than \$200 million in sales, demonstrating the market's elasticity and support if correctly priced.

What are your predictions for 2020? Due to the recent material absorption, we now have very few large farms remaining on the market. This will help to build



ALUM FORK RANCH

This 550-acre tract on the Alum Fork River is ideally situated between Little Rock and Hot Springs and is listed with Davis Dubose Knight Forestry & Real Estate.

momentum for continued market strength as well as modest price appreciation.

BUTLER LAND AND TIMBER COMPANY

BUTLERLANDANDTIMBER.COM

(800) 704-0645

(850) 776-0252

2019 Sales: < \$50M

Who: We represent corporate and individual landowners in marketing and selling their properties in Alabama, Georgia, and Florida.

WOW: Put together a \$3 million deal in South Alabama that included one buyer, two sellers, and four properties over three counties.

What was your take on the 2019 market? Sales continued to increase last year along with many more new and exciting listings that came onto the market, too.

What are your predictions for 2020? As long as COVID-19 does not halt the economy, then we expect business to continue to flourish. We've

recently been hired to sell several large tracts in Alabama and Florida.

COMPASS SOUTH LAND SALES

COMPASSSOUTHLANDSALES.COM

(843) 538-6814

2019 Sales: \$50M–\$100M

Who: Specializing in acquisition and disposition strategies that are tailored to varying investment objectives for individual and institutional investors, family offices, TIMOs, and REITs.

WOW: Represented a TIMO seller in an 18,000-acre disposition in Oklahoma.

What was your take on the 2019 market? Inventory for institutional-investment grade timberland remained limited, while demand remained high. Recreational buyers were more active around such cities as Charleston, Atlanta, and Nashville.

What are your predictions for 2020? Recreational buyers will continue to be active