



**TED
TURNER
TRIBUTE**
*2017 Legacy
Landowner*

SPECIAL REPORT: AMERICA'S BEST BROKERAGES

Our Most Extensive Survey Ever — 150 Brokerages & Auction Houses PAGE 100

A M E R I C A ' S **BEST** B R O K E R A G E S



The Editors of the Magazine
of the American Landowner
Present Our Annual
Survey of the
Country's Leading Real Estate
Firms Specializing in Land.

AMERICA'S
BEST
BROKERAGES

Wow: Sold Huddleston Springs Forest, 4,682 acres of industrial timberland to a private investor. In addition, sold more than 2,743 acres of river frontage property in 2016.

Insight: Expect continued interest in timberland, pastureland, and recreational properties.

Eshenbaugh Land Company — TheDirtDog

www.thedirtdog.com
(813) 287-8787

2016 Sales: \$100–\$250 Million

Who: Tampa Bay specialists in citrus land and recreational land.

Insight: The year “came alive” right after the general elections.

Frank Hardy Sotheby's International Realty

www.frankhardy.com
(434) 296-0134

2016 Sales: \$50–\$100 Million

Wow: The listing of Albemarle County's Castle Hill — a historic 601-acre estate on the National Register of Historic Places — for \$7.95 million.

Insight: Sluggish 2016 in high-end market with properties often selling at a significant discount.

Jon Kohler & Associates

www.jonkohler.com
(850) 508-2999

2016 Sales: \$50–\$100 Million

Who: Experts in the sale and marketing of plantations, high-quality recreational properties, and ranches, covering all seven plantation belts across Georgia, Florida, South Carolina, and Alabama.

Wow: Sold Chemonie Plantation, one of Florida's most iconic wild quail plantations near Tallahassee, originally listed for \$15.5 million.

Insight: 2016 saw an increase in the number of sales plus a shorter absorption period for properties on the market with no significant increase in pricing.

Larson & McGowin Properties

larsonmcgowinproperties.com
(205) 977-7706

2016 Sales: < \$50 Million

Who: Leaders in Southeastern timberland and recreational properties with approximately 650,000 acres of timberland under management.

Insight: “Based on the early part of 2017, this year should be busy with many buyers eager to jump in the land market,” says Chandlar Graham. “The only headwind we see is the softness of the timber market putting downward pressure on stumpage prices in many markets.”

Lile Real Estate

www.lilerealestate.com
(501) 374-3411

2016 Sales: \$100–\$250 Million

Who: Emphasizing agricultural, recreational, and timberland properties in the Mid-South.

Wow: Sold Cache Drain Hunting Club, a 1,110-acre tract bordered by the Cache River National Refuge offering year-round recreational opportunities including green timber mallard duck hunting, white-tailed deer hunting, and excellent fishing.

Insight: Marginal farmland softened in 2016 with Grade-A investment farmland flat-lining.

Mossy Oak Properties Alabama Land Crafters

www.thelandcrafters.com
(334) 277-6501

2016 Sales: < \$50 Million

Who: Experts in rural property for recreation and investment throughout Alabama.

Insight: “The day after the presidential election,” says Dale Walker, “the activity, sales, and closing improved dramatically, particularly in the higher-priced properties.”

Mossy Oak Properties Cache River Land & Farm

www.cacheriverlandandfarm.com
(501) 278-5330

2016 Sales: < \$50 Million

Who: North Central and Eastern Arkansas authorities in rural land with recreational, timber, pasture, and row crops.

Wow: Generated contracts on two properties the brokerage listed in 2016, both of which encompassed more than 1,000 acres.

Insight: Prime row cropland was scarce in 2016, but marginal row cropland performed well.

Mossy Oak Properties Coastal Land & Real Estate

www.mossyoakproperties.com
(912) 674-2700

2016 Sales: < \$50 Million

Who: Experts in farmland, timberland, and recreational land with a focus on transitional development land.

Wow: Sold a 1,969-acre recreational tract with five miles of riverfront on the Altamaha River in two days, and sold a 2,234-acre timber tract in Lanier within three days of listing.

Insight: “With the stock market setting record highs, investors will be looking to land as a way to protect their gains,” says Terrell Brazell.

Mossy Oak Properties Delta Land Management Co.

www.arkansaslandforsale.com
(866) 604-4707

2016 Sales: \$50–\$100 Million

Who: Authorities in farmland, waterfowl and recreational properties, and timberland.

Wow: Completed the sale of a 1,600-acre cattle farm and a 900-acre timberland tract for a single client.

Insight: “I think recreational properties, specifically waterfowl properties, will continue to bring

very good prices as long as the securities market continues to boom,” says Robert Eason.

Mossy Oak Properties Dixie Land & Wildlife

www.mossyoakproperties.com
(731) 610-2473

2016 Sales: \$50–\$100 Million

Who: All-inclusive land sales emphasizing wildlife, timber, and natural resources as well as services including tree planting and wildlife management.

Wow: Sale of a farm with one-year hold yielding an \$800,000 profit to the client.

Insight: Tepid 2016 for low-money buyers that picked up for large land buyers toward the end of the year.

Mossy Oak Properties Forest Investments

www.mopforestinvestments.com
(601) 684-1516

2016 Sales: < \$50 Million

Who: Full-service forestry consulting firm and land real estate company specializing in acquisition, management, and sale of timberland, particularly in Louisiana and Mississippi.

Insight: Slow start to 2016 due to lower oil prices. Sharp uptick toward the end of year.

Mossy Oak Properties Hart Realty

www.mophartrealty.com
(270) 524-1980

2016 Sales: < \$50 Million

Who: Celebrating four decades of leadership in South Central Kentucky centering on land brokerage, development, acquisition, sales, and property management.

Wow: Sold 295 acres surrounded by river and creek and 90 percent row cropland that had been in the family for 50 years.

Insight: Prices and demand continue to rise despite the lack of inventory.