



**VALHALLA PLANTATION**

This 2,410-acre property, which was originally a part of Chemonie Plantation, was sold by Jon Kohler & Associates in 2019.

**What was your take on the 2019 market?** It was excellent in terms of activity and sales volume with more buyers in the market than sellers.

**What are your predictions for 2020?** It began on track to be a solid year even though land is scarce in Tampa and costs continue to negatively impact new transactions.

**JON KOHLER & ASSOCIATES**

[JONKOHLER.COM](http://JONKOHLER.COM)

(850) 508-2999

**2019 Sales:** \$100M–\$250M

**Who:** A real estate brokerage, marketing, and advisory firm, with a focus on plantations, ranches, and high-quality properties in the Southeast. Representing landowners in all seven plantation belts across Alabama, Florida, Georgia, and South Carolina. Over the past 28 years, we have developed a specialty brokerage that represents major landowners and investors in the plantation and high-quality land niche.

**WOW:** Sold the renowned 2,410-acre Valhalla Plantation in Leon County, Florida. The wild quail plantation features a 49-acre lake, a custom lodge, and stables as well as a matchless provenance. Also sold Georgia's historic 1,318-acre Chinquapin Plantation in Thomas County, which has a 16,000-square-foot main house and frontage on the Ochlockonee River.

**What was your take on the 2019 market?** If a property was priced at current market value, then the transaction volume increased and absorption period decreased. We also saw a slight increase in sales prices.

**LARSON & MCGOWIN PROPERTIES**

[LARSONMCGOWINPROPERTIES.COM](http://LARSONMCGOWINPROPERTIES.COM)

(205) 977-7706

**2019 Sales:** \$100M–\$250M

**Who:** Timberland experts with more than 60 years of experience managing and selling timberland assets.

**WOW:** Assisted a client in the disposition of 300,000 acres in Maine.

**What was your take on the 2019 market?** The market was relatively unchanged from the previous year. Investors continue to demonstrate an interest in timberland for both recreational and investment purposes.

**What are your predictions for 2020?** Who knows? We went from the typical election year market uncertainty to a full-blown global pandemic and an economic shutdown. It is too early to know when this will pass, but when it does, the market for land and hard assets should be solid given the volatility in the equities markets, potential for inflation, and low interest rates.

**LILE REAL ESTATE**

[LILEREALESTATE.COM](http://LILEREALESTATE.COM)

(501) 374-3411

**2019 Sales:** \$50M–\$100M

**Who:** Based in Little Rock, Arkansas, we specialize in

agricultural, recreational, and timberland properties in the Mid South. We are members of the REALTORS® organization and the REALTORS® Land Institute with a number of our team members holding the Accredited Land Consultant designation.

**WOW:** Represented the seller in the transfer of 495 acres located just east of the Cache River. We helped our client acquire the property in 2015. During their ownership, they followed our recommendations of improving the 320 acres of bottomland hardwoods that provided green timber duck hunting. They also improved irrigation and documented the successful hunting they enjoyed on property. All this resulted in a strong return on investment at closing.

**What was your take on the 2019 market?** The recreational market remained strong, with continuing demand for properties that have proven historical hunting. The agricultural sector remained mixed with strong demand for Class A improved farms. However, demand continued to remain relatively stagnant or even depressed for those marginal and unimproved Class B and C properties that lacked leveling and/or irrigation efficiencies.

**What are your predictions for 2020?** Demand will continue for proven recreational properties, but we see continued weakness for the agricultural sector as commodity prices and trade uncertainties linger. Investment-grade farmland values will remain strong and possibly increase.