

# The Land Report®

WWW.LANDREPORT.COM | SPRING 2022

THE MAGAZINE OF THE LANDOWNER

“And if you’re going to show the most storied ranch in America, you have to start with the Four Sixes.”

TAYLOR SHERIDAN  
FOUR SIXES RANCH



**BEST  
BROKERAGES  
& TOP AUCTION  
HOUSES**



HONORS

# 2021 Apex Awards

The **REALTORS LAND INSTITUTE** honored the nation's top-producing land agents at the annual APEX Awards in San Antonio.

**P**resented by the REALTORS® Land Institute and sponsored by *The Land Report*, the RLI APEX Awards continue to grow in popularity. Applications were up 45 percent over 2020 to more than 200, and the amount of qualifying production totaled a staggering \$8.4 billion, a figure that represented a 240 percent increase over 2020. Congratulations! 🇺🇸



**TOP 20  
NATIONAL PRODUCERS**  
Each of these honorees had qualifying production of at least \$82 million.



**TOP NATIONAL PRODUCER**  
Dean Saunders won the prestigious honor a record third time.

## The 2021 APEX National Award Winners

**TOP NATIONAL PRODUCER**  
Dean Saunders, ALC

**WRANGLER AWARD**  
Andy Flack, ALC

**AG LAND SALES – CROPS**  
Skye Root, ALC

**AG LAND SALES – RANCHES**  
Todd Renfrew, ALC

**RECREATIONAL LAND SALES**  
Gregory Fay

**TIMBERLAND SALES**  
Mark Skillman, ALC

**COMMERCIAL LAND SALES**  
Andy Flack, ALC

**RESIDENTIAL LAND SALES**  
Dean Saunders, ALC

**AUCTION LAND SALES**  
Steve Bruere

**AGRIBUSINESS**  
Robert King

**LARGEST ALC TO  
ALC TRANSACTION**  
William Rollins, ALC  
Randy Thibaut, ALC

REALTORS LAND INSTITUTE

## The 2021 APEX Top Twenty National Producer Award Winners

Matt Adams  
PEOPLES COMPANY

Steve Bruere  
PEOPLES COMPANY

Austin Callison  
HAYDEN OUTDOORS

Adam Crist  
PEOPLES COMPANY

Bill Eshenbaugh, ALC  
ESHENBAUGH LAND COMPANY

Gregory Fay  
FAY RANCHES

Andy Flack, ALC  
HOMELAND PROPERTIES

Clint Flowers, ALC  
NATIONAL LAND REALTY

Dan Kevorkian, ALC  
PEARSON REALTY

Jonathan Kohler  
JON KOHLER & ASSOCIATES

T. Sean Lance, ALC  
REALM CAPITAL ADVISORS

Troy Louwagie, ALC  
HERTZ REAL ESTATE SERVICES

Rusty Lowe, ALC  
CENTURY 21 HARVEY PROPERTIES

Dan Murphy, ALC  
M4 RANCH GROUP

Todd Renfrew, ALC  
CALIFORNIA OUTDOOR  
PROPERTIES

Skye Root, ALC  
ROOT AGRICULTURAL ADVISORY

Ryan Sampson, ALC  
ESHENBAUGH LAND COMPANY

Dean Saunders, ALC  
SVN SAUNDERS RALSTON  
DANTZLER REAL ESTATE

Mark Skillman, ALC  
AMERICAN FOREST MANAGEMENT

Trevor Williams  
NATIONAL LAND REALTY





## Lillian Farmland

### ALABAMA

Currently planted in soybeans, corn, peanuts, and cotton, these 1,462 acres are offered in one tract or in smaller parcels ranging in size from 57 to 655 acres. Located in Baldwin County just north of Orange Beach and Gulf Shores, the combined farming and hunting operations generate a six-figure income.

---

**\$10 MILLION**

---

**(850) 508-2999**

---

**JONKOHLE.COM**



AMERICA'S **2022**  
**BEST**  
**BROKERAGES**

The Editors of  
the Magazine  
of the American  
Landowner  
*present our 2022  
survey of the  
leading real  
estate brokerages  
that specialize  
in land.*

*Edited by Cary Estes*

SPECIAL REPORT

6666 RANCH  
DIXON CREEK DIVISION  
Hutchinson County,  
Texas



WYMAN MEINZER



available developable parcels throughout Tampa Bay, and construction costs continue to rise dramatically, which should slow the pace of land sales and transactions.

## HURDLE LAND & REALTY

GEOFFHURDLE.COM

(615) 815-9364

2021 SALES: < \$50M

**Who:** Our concentration is single-family and multifamily development tracts.

### What was your take on 2021?

It was even better than 2020, which was the best year we had experienced since starting in 1992.

### How is 2022 shaping up?

The momentum of 2021 is continuing into 2022, with no true signs of slowing down. It is in line to be a record-breaker, though the current geopolitical climate could change that. But without those types of market disturbances, it will be a great year.

## JOAN PLETCHER REAL ESTATE NETWORK

JOANPLETCHER.COM

(352) 804-8989

2021 SALES: \$100M-\$250M

**Who:** A full-service broker with 30-plus years of experience representing high-end estates, horse farms, training centers, land development, and commercial properties in Central Florida.

**WOW:** Worked with two sisters on the sale of 422 acres for \$23 million.

### What was your take on 2021?

The market was very active, with COVID-19 creating a desire for people to have distance between their homes out of large cities. The opening of The World Equestrian

Center in Ocala, Florida, brought in buyers from all over the US and the world.

### How is 2022 shaping up?

The market for properties in our area is very positive, and the demand will continue to exceed the supply. There are many people wanting to move to this area, but the number of properties for sale is down more than 30 percent from last year.

## JON KOHLER AND ASSOCIATES

JONKOHLER.COM

(850) 508-2999

2021 SALES: \$100M-\$250M

**Who:** A real estate brokerage, marketing, and advisory firm representing landowners across Alabama, Florida, Georgia, and South Carolina. Over the past 30 years, we

have developed a specialty brokerage in the plantation and high-quality land niche.

**WOW:** We sold Deep Creek Plantation, Florida's flagship riverfront property, for the fourth time in our careers.

## LARSON & MCGOWIN PROPERTIES

LARSONMCGOWINPROPERTIES.COM

(205) 977-7706

2021 SALES: \$50M-\$100M

**Who:** We are a subsidiary of Larson & McGowin LLC, a forest management firm with millions of acres of experience gained over the past 60-plus years.

**WOW:** Marketed 17,000-plus acres as 62 different parcels through a sealed bid process.

### What was your take on 2021?

It was another active year where we experienced several

multiple-offer situations due to strong demand for quality properties. Listings were short-lived.

### How is 2022 shaping up?

Things have started out strong again. The increase in interest rates seems to be muted by low inventory and cash buyers looking for real assets to protect themselves from inflation risk.

## LILE REAL ESTATE

LILEREALESTATE.COM

(501) 374-3411

2021 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 Land Institute, and a number of our associates have earned

SOUTH

## DEEP CREEK PLANTATION

Jon and Erica Kohler listed and sold this 2,144-acre flagship property on Florida's Suwannee River for the fourth time in 30 years.