

The LandReport Newsletter

LANDREPORT.COM

A Monthly Report for the American Landowner

August 2020



FIELD notes



Caloosa Ranch sprawls across 14,500 acres of Stonewall County about 200 miles northwest of Fort Worth. According to the *Dallas Morning News*, the picturesque \$13.2 million listing sold this summer. Used by the previous owners almost exclusively for hunting, Caloosa is home to whitetail deer, turkey, quail, and waterfowl. Amid this pristine habitat sits a well appointed 4,700-square-foot main lodge along with other key improvements. According to the sellers, the habitat can also support a robust cattle operation.

The rapid pace of the transaction warrants a shout-out: the ranch sold within four months of its listing. The buyer is a Houston-based LLC linked

to David Modesett, CEO of Vega Energy Partners, which develops and manages natural gas assets. Brokering the deal was Whitetail Properties, recently recognized for its key role in *The Land Report's* 2019 Deal of the Year. Read more [HERE](#).

National and regional news stories follow.

ERIC O'KEEFE
editor@landreport.com

P.S. If you enjoy our newsletter, please forward it to a friend or colleague. They can sign up [HERE](#).

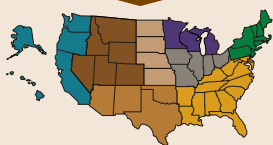
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USFWS



NATIONAL

FISH & WILDLIFE SERVICE PROPOSES RULE DEFINING HABITAT.

This landmark development will impact the listing of endangered and threatened species. The agency's proposed definition aligns with the Supreme Court's 2018 decision in *Weyerhaeuser Co. v. the US Fish and Wildlife Service* which held that an area may only be eligible for designation as a critical habitat under the 45-year-old Endangered Species Act if it is indeed a habitat for that particular species. The proposed rule defines habitat as containing food, water, cover, or space essential for a creature's survival. "Improving how we apply this important tool will result in better conservation outcomes and provide more transparency for countless stakeholders such as private landowners, industry, and states," said Rob Wallace, assistant secretary for Fish and Wildlife and Parks. Read more [HERE](#).



NORTHEAST

LISTING

NEW YORK TIMBERLAND

WHITNEY PARK LISTED FOR \$180

MILLION William C. Whitney established the 36,000-acre Adirondack landmark in 1897. He paid \$1.50 an acre for approximately 80,000 acres in and around the New York

township of Long Lake. Socialite, philanthropist, and renowned Thoroughbred breeder Marylou Whitney inherited the estate in 1992. Whitney died in July 2019. Her husband, John Hendrickson, will be marketing the property himself. The estate encompasses 80 miles of roads, 22 lakes, and a trapper's cabin that dates to the 1800s. With 17 bedrooms and 11 bathrooms, Deerlands, Whitney Park's main residence, rises above its setting along the shores of Little Forked Lake. At approximately \$5,000 per acre, the wooded property also features a commercial timber operation. Bear, moose, deer, and bald eagles abound. Adirondack conservationists are calling on the State of New York to acquire the estate for preservation and recreational purposes. Read more [HERE](#).



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- Recreational Real Estate
- Soil and Water Testing/Labs
- Tax/Deferral Strategies
- Waterfront & Estate Properties



SOUTH

AUCTION

VIRGINIA ESTATE

HISTORIC WOODSIDE FARMS TO BE AUCTIONED OCTOBER 7.

Originally part of a land grant from King George III, the prestigious 1,115-acre farm and ranch stretches across the verdant Shenandoah

Valley. Sometimes referred to as Court Manor, the working cattle ranch boasts exterior and interior fencing along with a pair of auction rings. Additional improvements range from a round bale barn and covered corral to two upright silos and several large ponds. According to the sellers, Woodside Farms has everything it takes to become a thriving cattle operation, expanding on the current herd of purebred angus. The property's sublime, 7,500-square-foot Greek Revival home dates to around 1800. Each living area enjoys sumptuous views of open farmland and Virginia's Massanutten Mountain. The property will be offered in six tracts. Hall and Hall, in conjunction with Cottonwood Commercial and Cottonwood Auctions, is managing the auction. Read more [HERE](#).

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- Real Estate
- Ranching/Supports, cattle guards etc.
- Recreational Real Estate
- Soil and Water Testing Labs
- Tax/Debt Strategies
- Waterfront & Estate Properties



WEST

ACQUISITION

COLORADO NATURAL LAKE

THE CONSERVATION FUND

ACQUIRES SWEETWATER LAKE. The

488-acre purchase of one of Colorado's largest natural lakes means the water and surrounding terrain will fall under federal

protection thanks in part to the Great American Outdoors Act, which the Senate passed on June 17. Once approved by the House of Representatives, the legislation will fund the Land and Water Conservation Fund for conservation projects such as Sweetwater Lake. "The outdoor recreation industry has grown exponentially in recent years, accounting for more than three percent of our state's economy," said Colorado 3rd District Representative Scott Tipton. "We anticipate and welcome continued growth in the industry, and this expansion of Sweetwater Lake will certainly help meet the demand for greater access to one of our most visited National Forests." According to the Conservation Fund, the White River National Forest attracts around 13.5 million visitors a year and supports nearly 25,000 jobs. Read more [HERE](#).

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- Recreational Real Estate
- Soil and Water Testing Labs
- Tax Defense Strategies
- Vineyard & Estate Properties



WEST

COURTS

GRIZZLY BEAR PROTECTION

NINTH CIRCUIT COURT AFFIRMS

FEDERAL PROTECTION FOR

YELLOWSTONE GRIZZLY.

The US Court of Appeals struck down a decision by the US Fish and Wildlife Service to remove the Greater

Yellowstone grizzly bear from the federal endangered species list.

The court stated that the Service had failed to consider the impact on grizzly bear populations in parts of Idaho, Montana, and Washington.

The court also criticized the Service for not using current science to evaluate potential risk to the genetic diversity of the Yellowstone grizzlies. Grizzly bears once roamed from Texas and the Great Plains out to the West Coast. But by the time these bears first appeared on the Endangered Species List in 1975, their population levels had dipped from an estimated 50,000 in 1800 to a mere 700. A little over 40 years later, the population had significantly rebounded in the Greater Yellowstone Ecosystem, 22.5 million acres in Wyoming, Idaho, and Montana. Read more [HERE](#).

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and a quarter-million residents were under evacuation orders as month-end forecasts portend additional lightning strikes along with sweltering temperatures and erratic winds. The largest fires rage on all sides of the San Francisco Bay Area with nearly 800,000 acres burned so far. The California Department of Forestry and Fire Protection expects the fire threatening California's wine country to grow in size and scope. The blaze has destroyed more than a thousand homes, businesses, and other structures since August 17. Roughly 1.2 million acres of California land has burned so far during the summer of 2020 versus 259,000 acres for all of 2019. Firefighters from 10 states, including Texas, Iowa, and Montana, have traveled to California to help. Read more [HERE](#).



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An advertisement for BOWND'S RANCHES. On the left, a large, detailed image of a buck's head with impressive antlers, looking directly at the camera. The background is dark. On the right, the company logo is displayed, consisting of a stylized white 'B' with a diamond shape in the center, above the text 'BOWND'S' in a bold, sans-serif font, and 'RANCHES' in a smaller, similar font below it. Below the logo, the phone number '(830) 966-6111' and the website 'BOWNDSRANCHES.COM' are listed. At the bottom, a white banner with a dashed line contains the tagline 'Let us show you... Texas' in a cursive script.

LandReport VOICES

BY EDDIE LEE RIDER JR.

**JON
KOHLE**
& ASSOCIATES



Jon Kohler & Associates, one of the leading authorities for plantations, ranches, and high-quality properties in the Southeast, has sold over \$530 million in land over the past decade, and Erica Kohler has played an instrumental part in every dollar of those transactions. A graduate of the Real Estate School of Business at Florida State University, Erica got into the business of land fresh out of school.

Eddie Lee: Erica, tell me how you started your career.

Erica Kohler: Just after I graduated, I was recruited by Jon Kohler & Associates (JKA) to lead Centerville Conservation Community as Director of Sales & Planning for the Southern Plantation development, which quickly rose to be recognized as a national role model for smart growth. From there, I became fully immersed in the high-quality land niche. I then became Director of Sales for JKA. Being the only female in this niche at the time, I looked at land differently from most. Later, I became a partner at JKA totaling 250,000 acres in sales since the company was reinvented under my direction. I definitely feel I have been a trailblazer for women in the recreational land sales niche.

ELR: You have really carved out a personal niche in the industry in regard to unique — even boutique — land and property valuations. Speak to that.

EK: My 16-year career has focused on advising, selling, and marketing of high-quality land and also the valuation of these properties. I am proud to have sold nearly \$530 million in the last ten years alone. I also look at land from a different perspective; maybe it's because I'm a woman. I don't know.



What I do know is that no one looks at land values like I do. I hunt and fish, but what gets me excited is finding and demonstrating intrinsic values that others usually miss. The difference with me is that I not only look backward at comps but forward at what buyers are actually doing and why. What else can they buy with the same money and opportunity? Running a company that closes an average of 491 acres a week, every week, for the last 10 years gives me that perspective that others don't have.

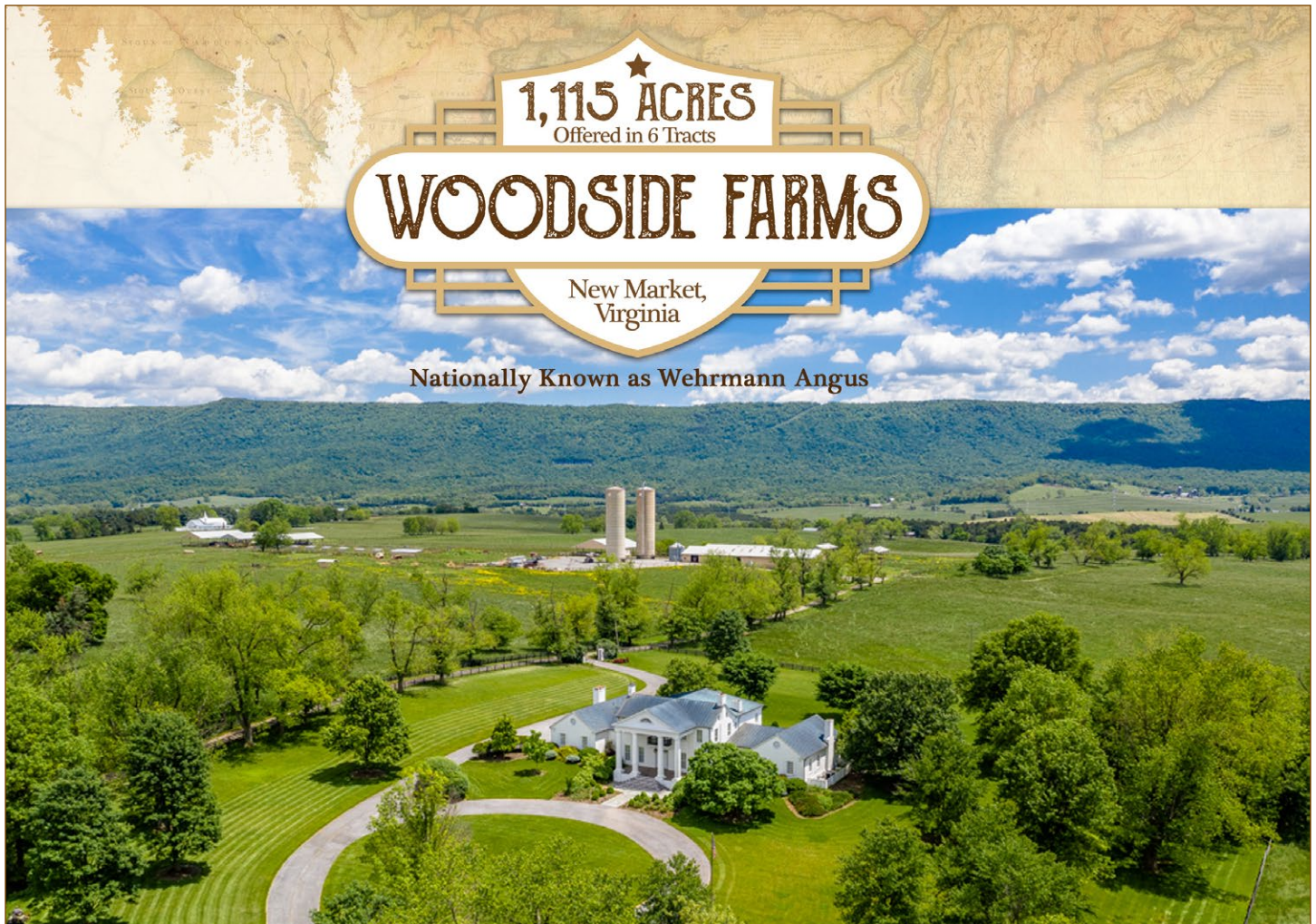
ELR: Kohler & Associates has been a trailblazer in quail and high-end recreational plantations. You have some tremendous listings currently and have sold many unique properties. Highlight a few

EK: I have had incredible opportunities representing some very special places. Sales highlights were Valhalla and the neighboring Chemonie Plantation, and the historic Red Hills Quail Hunting Plantation, together totaling nearly 4,820 acres. A special property that Jon and I currently have listed is Deep Creek Plantation, Florida's Flagship Riverfront Property totaling 2,144 acres with nearly 4.4 miles on the world famous Suwannee River. We have been blessed to sell this property three times now. 🇺🇸

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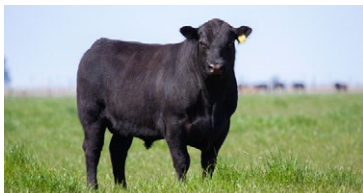


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