

The LandReport Newsletter

LANDREPORT.COM

A Monthly Report for the American Landowner

January 2021



FIELD
notes



BILL GATES JOINS THE LAND REPORT 100. There is a reason that winter is our most popular issue, and this year's Land Report 100 sponsored by Hayden Outdoors boasts several notable additions. At No. 49, [Microsoft co-founder Bill Gates](#) joins the Class of 2020 with 268,984 acres in 19 states. Even more impressive is the fact that 242,000 of those acres are highly productive farmland spread out across 16 states from coast to coast. The largest concentrations are in Louisiana (69,071 acres), Arkansas (47,927 acres), and Nebraska (20,588 acres).

Two additional high-profile names joining the Class of 2020 are Bobby Patton and Mark Walter, members of the Los Angeles Dodgers ownership group. Based in Fort Worth, Patton operates oil and gas properties

in Texas and Kansas, with additional investments in other sectors. Walter is CEO of the investment firm Guggenheim Partners, which currently has more than \$270 billion in assets under management. Together, they share ownership in cattle ranches in West Texas and New Mexico. 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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SUPREME COURT



SOUTH

FLORIDA-GEORGIA BRAWL GOES TO THE HIGH COURT.

The near-total collapse of the oyster harvest in Florida's Apalachicola Bay has led to a battle royal between Georgia (the source of the Apalachicola River) and Florida (the terminus of the same waterway). Georgia claims that persistent droughts have diminished water flows. Florida counters and claims that overconsumption by Georgians is to blame. No one disagrees that the effects have crippled Apalachicola Bay's oyster industry, which was forced to ban all harvests in 2020. The next step in the contentious saga is a hearing before the Supreme Court on Feb. 22. According to UPI, New York and New Jersey hashed out a similar dispute involving water consumption and decreased oyster production — in 1931. Read more [HERE](#).



WEST

ACQUISITION

Montana Timberland

GREEN DIAMOND RESOURCES ADDS

291,000 ACRES. President Douglas Reed announced that the fifth-generation, family-owned forest products company would acquire 291,000 acres of working forest in Northwestern Montana from Southern Pine Plantations, which is owned by No. 39 Benjy Griffith III. The transaction increases the Reed family's ownership to more than 2 million acres of timberland in 10 Western and Southern states. "We see this as a generational asset. It is our intent to manage these lands as working forests going forward," said Reed in a press release. Green Diamond will continue to enroll these lands in the Montana Fish, Wildlife and Parks Block Management Program, which facilitates public access for hunting, fishing, and other recreational activities. Green Diamond will also pursue the work that has begun with The Trust for Public Land toward completion of the ongoing Montana Great Outdoors Conservation Project and the Lost Trail Conservation Area. Read more [HERE](#).



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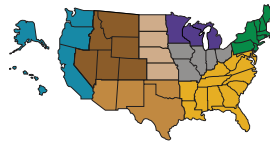
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NATIONAL

LISTING

Ranchland

KOCH FAMILY LISTS LEGACY

HOLDINGS IN TEXAS AND KANSAS. In 2020, the Koch family listed for sale significant components of their ranching operations.

In Texas, the 131,000-acre Matador Ranch (below) ranks as one of the most historic outfits in the South Plains and Rolling Plains regions of West Texas. The Matador spans five counties and is listed with

Sam Middleton of Chas. S.

Middleton & Son for \$124

million. In Kansas, the

family's 10,793-acre Spring

Creek Ranch in the heart

of the Kansas Flint Hills is

listed with John Wildin of

Hall and Hall for \$23 million. Both ranches have been meticulously cared for and have benefitted from best-in-class management. Read more [HERE](#).



BROWN FARMS – CARIBOU COUNTY, IDAHO

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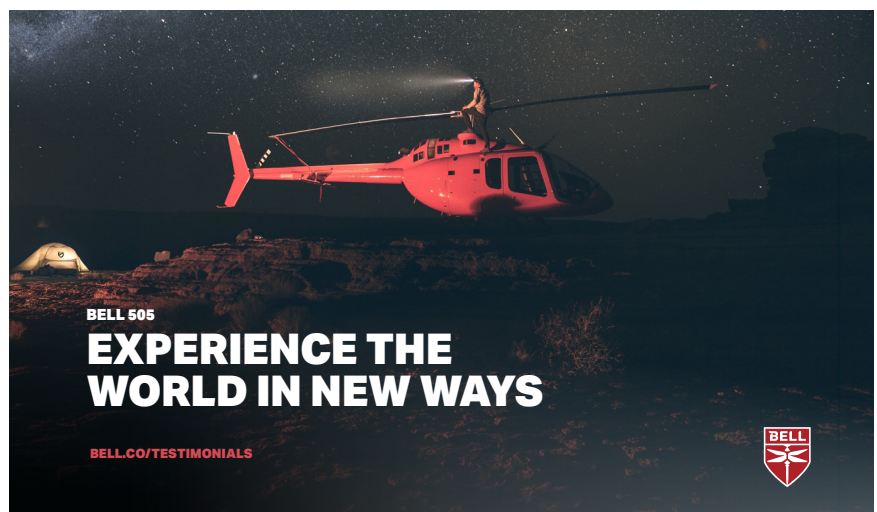
INDUSTRY

Texas Ranchland

HOUSTON'S BRASK FAMILY JOINS THE LAND REPORT 100 AT NO. 85.

Hauling trash has turned into treasure for this family. Brask was founded in 1959 in Attleboro, Massachusetts, by family patriarch

Dave Brask, and the company is now headquartered in Houston where it is run by Dave's son, Keith. The family's waste-management business works with a variety of multinational corporations to help them plan, organize, and implement waste management strategies. The bulk of the family's ranchlands are concentrated in South Texas, but some 2,150 acres are located in Gallatin County, Montana. Read more [HERE](#).



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PACIFIC

FEDERAL POLICY

Fire Management

UTTER FAILURE OF FIRE SUPPRESSION

POLICY. As much as 20 million acres of federal, state, or private land across California needs “fuel reduction treatment to reduce the risk of wildfire,” according to earlier

assessments by the California Department of Forestry and Fire Protection and other state agencies. That’s nearly two-thirds of the state’s 33 million acres of forests and trees, and six times the area that has burned so far this year. Read more [HERE](#).



BOWMAN CO. FARMS BOWMAN, NORTH DAKOTA *Absolute* LAND AUCTION

FEB. 11TH • 10AM MT
Held at the Bowman Co. Fairgrounds -
Bowman, ND

1,748[±] Acres
Offered in Tracts & Combinations

PROPERTY LOCATION: Address: 14907
86th St. SW, Bowman, ND 58623
From the South side of the cemetery on
State Highway 85 and 86th Street, travel
west 3.5 miles to the property headquarters.

PROPERTY SUMMARY:

- Offered in Tracts from 160 to 746 acres.
- Hay land is a grass/alfalfa mix.
- Entire Farm is fenced with well-maintained pasture fences.
- The ranchland has ample water with 2 different pastures fed by pumped well water, as well as, a spring fed creek running through the pastures.
- The farm has been home to pheasant, turkey, ducks, geese, deer and antelope.
- The custom home is approx. 2,412 sq. ft. built 1974 with 28x32 detached garage.

INFORMATION DAYS:

Tues, Jan. 19th • 10am-12pm MT &
Tues, Feb. 2nd • 10am-12pm MT
Meet at 14907 86th St. SW, Bowman, ND.



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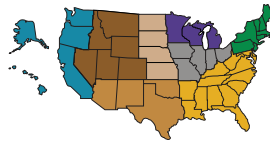
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NATIONAL

CONSERVATION

Metro Farms

WORKING FARMS FUND SEEDS A

BIG CITY RENAISSANCE.

For decades, urban sprawl has been feasting on American farmland. A report by the American Farmland Trust states that between 1992 and 2012,

nearly 11 million acres of land that had been used for "intensive food and crop production" were lost to development, with much of that taking place closer to major metropolitan areas. This hunger has not waned in recent years, nor has the appetite for such land shown signs of diminishing. The Conservation Fund is attempting to slow this loss with the creation of the Working Farms Fund, a program designed to acquire farmland near population centers and protect it from further development. The pilot program begins in 2021 in Atlanta with approximately five to seven farms involving approximately two dozen farmers. The ultimate goal is to eventually replicate the program in other cities nationwide. Read more [HERE](#).

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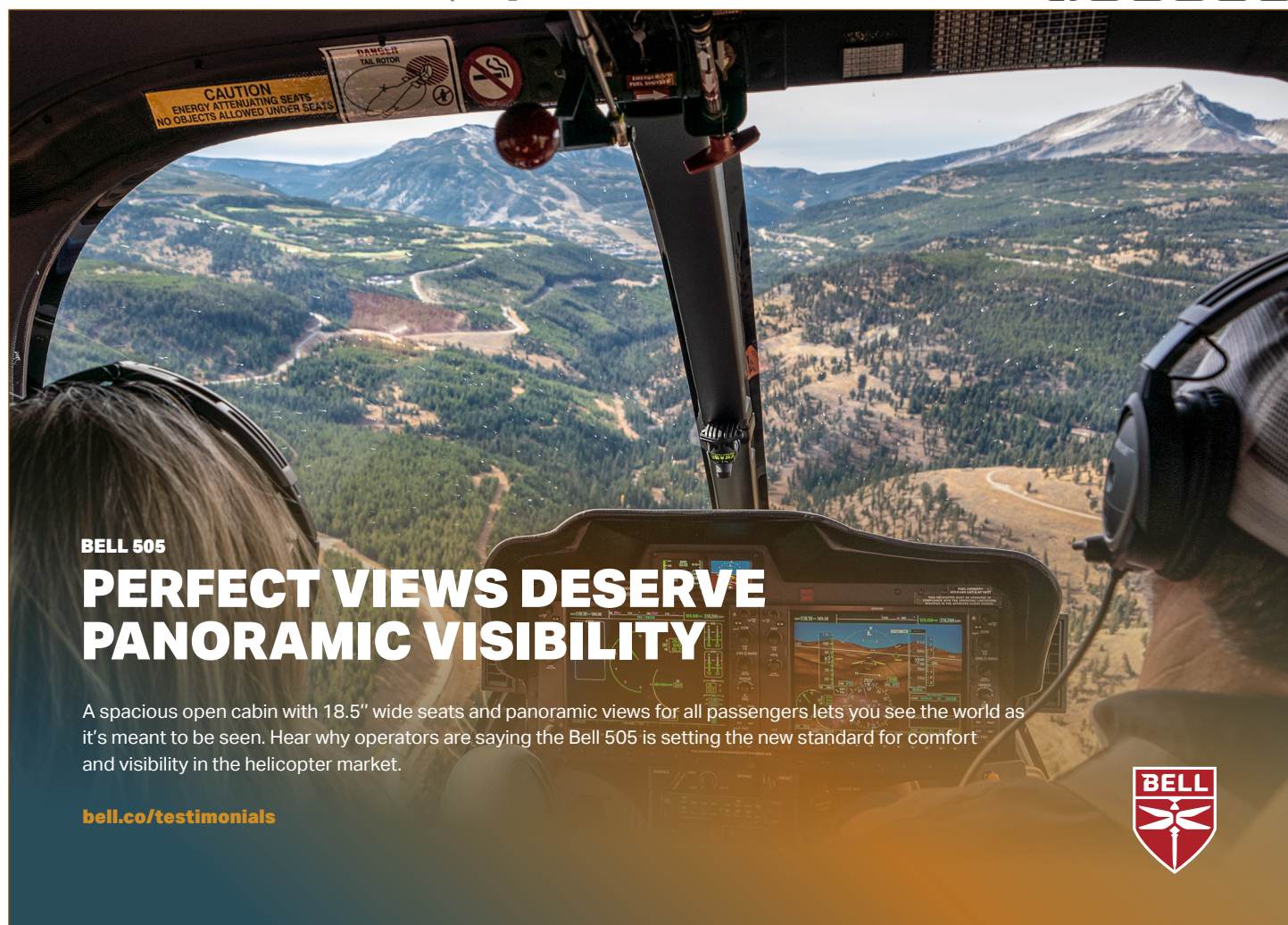
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A spacious open cabin with 18.5" wide seats and panoramic views for all passengers lets you see the world as it's meant to be seen. Hear why operators are saying the Bell 505 is setting the new standard for comfort and visibility in the helicopter market.

bell.co/testimonials



"Real estate has become very popular. It was great when the 505 came on board, it's another air-conditioned ship and has plenty of power and visibility so everyone can enjoy. I feel guilty as heck with the Jet Ranger putting people in the back seat, I really love what Bell's done with the open cabin. We love the big windows, the passengers love it, the back-seat passengers especially love it with the stadium seating and the open cockpit design."

- Mark Taylor

Founder, Co-Owner, and Chief Pilot for Rocky Mountain Rotors



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LandReport VOICES

Southeastern Land Group

BY EDDIE LEE RIDER JR.



I recently found myself on a call with Dave Milton and Jonathan Goode of Southeastern Land Group. It was the perfect time to pick their brains for our readers.

Eddie Lee Rider: *How did your 2020 end up, fellas?*

Southeastern Land Group: For many across the nation, 2020 was a very difficult year. There were some sectors of our nation's economy that were bright spots, and rural land sales was one of those. Our team works in the Southeast, and we saw a huge demand for rural acreage. We saw a significant increase in the number of people looking to own small to medium sized tracts of land within an hour of a larger city. With people working and doing school from home, owning a small farm became much more appealing and possible for workers. We were able to break our previous sales records last year as a company. The demand for rural land was not concentrated in any one geographic location, but was relatively universal across our service area.

ELR: *Tell our readers where SELG operates, the states it's in, and land type specialties.*

SLG: Southeastern Land Group was founded in Alabama, but we have increased our footprint to serve clients all over the Southeast. We are currently licensed in Alabama, Georgia, Florida, Mississippi, Tennessee, Kentucky, and South Carolina. We have expertise serving clients with timberland, recreational properties, row crops, cattle and poultry farms, and mini-farm properties. PoultrySouth is a division of our company that focuses entirely on the poultry farm market in the Southeast. Southeastern Estates is the division of our group that focuses on rural estate homes and smaller country properties. www.selandgroup.com

ELR: *Highlight a couple of your top current listings for our audience.*

SLG: Prospect Mountain is a premier sporting property located only 30 minutes from Birmingham. The property consists of 1,500 acres, with approximately 300 acres in a game enclosure. There are four homes on the property, from the elegant Chateau, to a custom log cabin, a guest home, and a smaller house. Seven lakes for fishing offer year-round opportunities to enjoy some seclusion, yet it has all of the amenities you would expect in a luxury hunting property. <https://www.selandgroup.com/property/prospect-mountain-cullman-county/>


ELR: *What are your predictions for 2021?*

SLG: The demand for rural properties has only intensified in the early part of 2021. We hope that trend will continue into the year as people seek to have their own place to live in a more rural setting, or to have a place to get away to. Any tax changes with the incoming administration will likely have some effect on how landowners weigh the decision of transferring their properties to future generations or whether it is better to sell it sooner. There are always opportunities in every market climate, so identifying the needs of consumers quickly and serving those buyers and sellers is paramount to continue to be successful in our industry.

ELR: *Tell our audience about The Land Show.*

SLG: In 2015, we started The Land Show, a weekly radio show and podcast that covers topics of interest relating to land and land ownership. Dave Milton and Jonathan Goode co-host the program, and we have informative and entertaining guests that discuss a wide range of topics including farming, hunting, timber, agritourism, and many others. Our team of agents are subject matter experts on cattle, poultry, timberland management, hunting, trapping, and farming. The show airs on Saturday mornings around Alabama, and the podcast is available on all of the places where you get quality podcasts. www.thelandshow.com

ELR: *How can folks get a hold of you?*

SLG: Dave Milton | 866-751-LAND | dave@selandgroup.com or Jonathan Goode | 334-247-2005 | jonathan@selandgroup.com 

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LandReport VOICES

Betty Friant, Sr. V.P., Kay Properties

BY EDDIE LEE RIDER JR.



Betty Friant is a Senior Vice President with Kay Properties and Investments and also a CCIM with a long and storied multi-decade career in commercial and investment real estate. Betty offers a type of real estate ownership called Delaware Statutory Trust DST 1031 Properties. DSTs can often be a good fit for investors looking for potential monthly income from their real estate holdings while deferring taxes through their 1031 Exchange as well as the often greatly needed diversification out of a concentrated real estate position posing great risk to the investor's net worth.

Eddie Lee Rider: A lot of landowners might like the chance to earn income on real estate without any management hassles or taxes to deal with. How does a 1031 Exchange and the DST model help with that?

Betty Friant: In a DST, investors own a piece of a larger institutional quality property instead of owning the whole property. These properties often have long-term investment-grade tenants (think Amazon, Walgreens, FedEx, UPS, Tractor Supply Co. and Dollar General) paying rent on the properties via long-term Triple Net (NNN) aka net leases. The owner of a DST gets their portion of the rent paid each month as well as the potential tax benefits coming from the write-offs that real estate and DSTs afford investors. This partial ownership comes with professional management and complete financial reporting so that it is a very passive way to own real estate. Yet it still comes with the varied benefits of owning real estate, like tax write-offs, depreciation, and a stepped-up basis for the owner's heirs.

ELR: Sounds like an interesting concept, but I've heard that 1031 Exchanges are stressful. Is that true?

BF: With a Delaware Statutory Trust, investors' lives just got a whole lot easier in the 1031 Exchange process. A 1031

Exchange gives the Seller the opportunity to defer taxes at the sale. Those taxes might include their capital gains taxes (both federal capital gains tax and state capital gains tax), the 25% depreciation recapture tax, and even the 3.8% Medicare surtax. Deferring taxes is a good plan and highly recommended by many tax professionals; however, each 1031 Exchange comes with a unique set of rules that can often cause potential problems. One of

those problems is the fact that the Exchanger only has a 45-day window to identify what new properties they may want to invest in. Folks in a 1031 Exchange often find that those 45 days go by way too fast, especially when they are trying to locate properties, negotiate a price, get the properties under contract, and then do their own due diligence on those properties.

Using the DST 1031 investment option, the risk of closing is greatly diminished since the property is already closed and "pre-packaged" with all the due diligence materials and third-party reports completed and ready to be reviewed.

ELR: Tell us what sets you and your company apart in your industry?

BF: Aside from being considered by many that we are the largest, by volume, of DST equity placed per year in the entire DST 1031 industry (investors invested over \$405 million dollars of equity into DST properties with Kay Properties on the www.kpi1031.com marketplace in 2020 – our best year ever – a record breaker even with the COVID 19 pandemic), our founder also has been helping investors purchase DSTs and personally investing in DSTs since 2008. We are real estate people. We are specialists. Many other companies are generalists. We don't offer stocks, bonds, annuities, insurance, or other types of investments. We only focus on real estate investments.

ELR: What's the best way for people to get in touch with you?

BF: The best way might be for folks to get a copy of the free book on 1031 DST properties that our founder wrote. It also happens to be the first book ever written on DST properties. Contact us at www.kpi1031.com or by calling (855) 899-4597. My email address is betty@kpi1031.com, and I'd be happy to send copies of the book out, or we can schedule a call. 🇺🇸

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