

# The LandReport

A Monthly Report for  
The American Landowner



# Newsletter

JULY 2014 • LANDREPORT.COM



## My Fellow Americans:

It's halftime in 2014, and I thought I'd take a moment to single out a few of the movers and shakers who have been in the news lately.

- Congratulations to **Bill Fandel** of **Telluride Sotheby's International Realty**. Bill was recognized as one of the Top 250 Sales Professionals by Volume by REAL Trends and *The Wall Street Journal*.
- Congratulations to **Rob Hart** at **Hall and Hall Auctions**. Rob, who has already been designated an Auction Technology Specialist (ATS), was awarded the prestigious CAI pin.
- Congratulations to **John Watson**. The veteran Colorado broker has joined the **Fay Ranches** Team. John has handled land transactions in 12 U.S. states and was one of the first brokers to pony up and take an ad in *The Land Report* way back when.

A more in-depth look at the continued success of the **Land Leader** network follows on the next page.

All the Best,

Eric O'Keefe, Editor & Broker

P.S. I invite you to subscribe to *The Land Report* [HERE](#).

## LAND REPORT TOP TEN

AMERICA'S LEADING INVESTMENT  
QUALITY RURAL LAND LISTINGS

### 1. Pumpkin Key

\$110 million

### 2. Homer's Pond

\$108 million

### 3. Broken O Ranch

\$81 million

### 4. Y.O. Ranch

\$75 million

### 5. Walton Ranch

\$68.7 million

### 6. Rancho Dos Pueblos

\$65 million

### 7. IX Ranch

\$64.5 million

### 8. Rana Creek Ranch

\$59.95 million

### 9. Great Western Ranch

\$59.5 million

### 10. Crazy French Ranch

\$59 million

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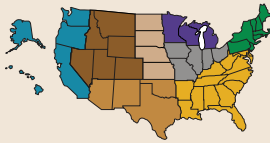
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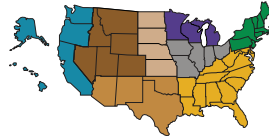
## FARM BILL



### UNITED STATES

#### CROP INSURANCE

**MAKEOVER.** As always, the new Farm Bill has plenty of moving parts, but one of the biggest changes is an overhaul of the USDA's insurance cost-assistance program. Currently, farmers receive crop insurance subsidies as direct payments. Each year the total of those subsidies climbs into the billions. Starting in 2015, however, farmers will be required to show some kind of need, whether it be low yield or low revenue, to receive the payments from certain commodity programs. By ending the direct payment system and removing a portion of the federal food stamp program, the new Farm Bill is due to cut spending by \$23 billion over 10 years, according to administrators. But the new commodity programs will take some getting used to. Fortunately, the kind folks at the University of Illinois at Urbana-Champaign have launched an online Farm Bill Toolbox to help with program decisions, analysis, and how-to videos. Learn more [HERE](#).



### UNITED STATES

#### INDUSTRY UPDATE

## Broker Network

### LAND LEADER ADDS NINE BROKERAGES.

Within a month of launching the Land Leader website and marketing network, nine additional brokerages from eight states have signed on. Says Director of Marketing Dan Brunk about Land Leader, "We increase advertising branding,

website traffic, property exposure, and save marketing expenses for members, meanwhile allowing brokerages to keep their names while branding them as exclusive partners of Land Leader." Launched in April 2014, Land Leader brings together multiple brokers to power a property listing website. The website itself ([www.landleader.com](http://www.landleader.com)) then drives buyers and sellers to member websites with a 360-degree marketing platform.

Director of Operations Michael Raney reports that "total membership has doubled in the past month, and listing volume has surpassed \$1.5 billion." He adds that more brokerage members and agents are in the process of joining the network. The newest members of the Land Leader network include Living the Dream of Missouri, Preferred Properties in Vermont, Maine Outdoor Properties, Carriage Gate Real Estate in Eastern Kentucky, Your Realty in Wisconsin, Clearwater Idaho Properties and Callison Outdoors of Idaho, and ReMax Midwest Real Estate in Southern Indiana. "We are very excited for our new members and look forward to welcoming more brokers and agents to our group in the coming months," says National Director Dax Hayden.



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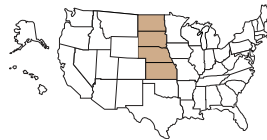

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## GREAT PLAINS

### JUDICIARY

## Eminent Domain

### KEYSTONE PIPELINE GOES TO STATE SUPREME COURT.

The Nebraska Supreme Court will wait until September to hear a challenge by landowners and others opposing Gov. Dave Heineman's decision to let Keystone XL pipeline builder TransCanada use the power of eminent domain to acquire the necessary right of way. The announcement effectively postpones a ruling on the contentious international issue until after the 2014 mid-term elections. For the past five years, TransCanada Corp. has fought to build a \$5.4 billion 1,179-mile pipeline capable of carrying 830,000 barrels of oil a day from Alberta to Steele City, Nebraska. Nebraska landowners argue the project's path through the state fails to comply with state law. Specifically, the landowners say that the Keystone XL pipeline will offer transportation services similar to truckers providing cartage for dollars per mile, thus making the pipeline a common carrier that should be regulated by the Nebraska Public Service Commission. The state's attorneys disagree, saying that the legislature properly gave the requisite authorization to Gov. Heineman and TransCanada to determine route selection. After the Nebraska Supreme Court issues a ruling, the State Department and the White House will still need to sign off on the pipeline for it to move forward. Read more [HERE](#).



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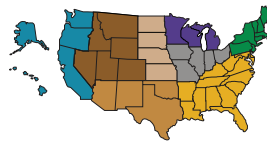
SOUTH

SALE

## Alabama Timberland

**RAYONIER SELLS 3,600 ACRES TO STATE OF ALABAMA.** Investment and timber products firm Rayonier Inc. recently announced the sale of a forested tract to the State of Alabama. Financial details of the transaction were not available.

"Public-private partnerships like these are vital to enabling us to conserve irreplaceable natural resources while responsibly serving our shareholders," said Rayonier SVP Chris Corr. The acreage is a significant ecological resource and serves as a key piece in the Department of Defense/Southeast Regional Partnership for Planning and Sustainability's flyways and training footprint. Read more [HERE](#).



UNITED STATES

CONFERENCE

## Timberland Policy

**INAUGURAL TIMBERLAND OWNER SUMMIT SCHEDULED.** Endangered species, clear-air regulations, fire management, and federal land are on the agenda for the inaugural Forest Landowner Policy Summit. The conference is Aug. 14 at the Hyatt Regency

Atlanta. Speakers include Deborah Baker, a sustainable forestry executive at Georgia-Pacific; Jay McWhirter, a natural resources attorney at the USDA's Office of the General Counsel; and several attorneys who specialize in timber, regulatory affairs and energy law. Smith, Currie & Hancock is the title sponsor. To register online, click [HERE](#).



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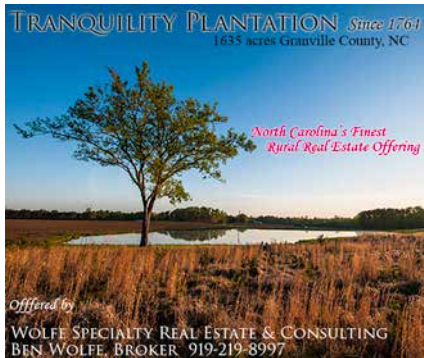
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MIDWEST

AUCTION

## Iowa Farmland

### \$20,400-PER-ACRE IOWA FARM AUCTION RAISES THE ROOF.

Despite soggy planting conditions in much of the nation's Corn Belt, land values are holding up through auction results.

Here's a humdinger: an 80-acre farm in Iowa's Sioux County sold at auction for \$20,400 an acre

for a total of \$1.63 million. With plenty of tillable land for corn and soybean, this prime cropland is close to major roads and several grain markets and included extensive production facilities. Farmers National Company held the auction on June 9 in nearby Sheldon, Iowa. Read more [HERE](#).



SOUTH

AUCTION

## Alternative Energy

**OFFSHORE WIND AUCTION SET.** The U.S. Bureau of Ocean Energy Management is selling leases for wind turbine sites a dozen miles offshore from Ocean City. The agency will take bids Aug. 19 on nearly 80,000 acres for two wind projects.

This will be the sixth commercial offshore wind lease off the Eastern Seaboard. "We are very optimistic that this large expression of interest indicates that the policy we have created is agreeable to offshore wind developers," said Abigail Ross Hopper of the Maryland Energy Administration. Households will pay up to \$1.50 a month and businesses up to 1.5 percent more on their power bills once the turbines start spinning. Read more [HERE](#).

## FALLING WATERS



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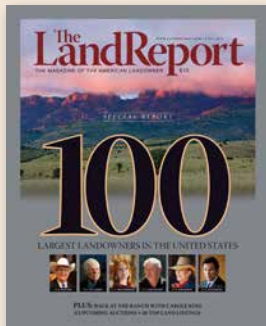


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WEST

LISTING

## Montana Ranchland

**LAND REPORT 100ER LISTS MONTANA RANCH.** Located adjacent to the Gallatin National Forest outside of Livingston, Willow Creek Ranch is being offered for \$22.5 million, a \$5.5 million discount from what Land Report 100er Benjamin Griffith paid for it in 2007. The founder of Southern Pine Plantations, Griffith is selling Willow Creek because he no longer spends as much time at the property. The 19,419-acre ranch is a massive block of private land (18,139 deeded acres) and offers some of the finest big-game hunting in the region as well as excellent upland bird shooting. Joel Leadbetter at Hall and Hall has the listing. Read more [HERE](#).



WEST

SALE

## Colorado Ranchland

**COLORADO'S CARIBOU RANCH SELLS FOR \$32.5 MILLION.** The 1,600-acre ranch in Boulder County has hosted legendary musicians including Elton John, Chicago, Michael Jackson and many more. Music producer Jim Guercio and his family sold the property to Indian Peaks

Holdings in July. In the early 1970s, Guercio purchased more than 4,000 acres between the city of Nederland and the Indian Peaks Wilderness Area and realized his vision of hosting and recording groups and solo artists at a mountain retreat. In the 1980s, he began selling off parcels to the City and County of Boulder. Read more [HERE](#).



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