

Utah's Wasatch Peaks Ranch Sale Earns 2018 Deal of the Year Honors

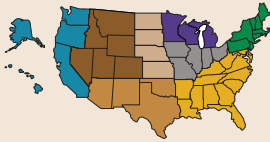
Called America's next great ski resort, this 12,740-acre stretch of mountains near Salt Lake City sells to a private group in our 2018 Deal of the Year.

Listed by Mirr Ranch Group in 2015 for \$46 million, this one-of-a-kind mountainous property has long been considered to have the potential of becoming Utah's next great ski resort. In its current pristine wild state, the ranch features 24 peaks, 15 bowls, and 11 miles of ridgeline. Five of the peaks are over 9,000 feet high with a vertical rise of 4,600 feet and an average snowfall of over 400 inches. Below the peaks, nearly two miles of the Weber River run through the ranch, which also has 80 miles of trails and a variety of wild game. Its location is just as impressive: only 35 minutes from Salt Lake City, 15 minutes from Ogden, and 10 minutes from Snowbasin Resort. "You just don't find this type of location in the West very often – untouched and raw with river, trees, and an alpine setting," says Ken Mirr of Mirr Ranch Group. The buyers are a private group, and the most likely development scenario is a private residential ski club similar to Montana's Yellowstone Club. Read more [HERE](#).





BLM



NATIONAL

BLM TO MOVE HEADQUARTERS TO COLORADO. The Bureau of Land Management (BLM) announced plans to move its headquarters from Washington, DC, to Grand Junction, Colorado, so top officials can be closer to the land managed by the agency. The BLM oversees approximately 388,000 square miles of public land, almost all of which is located in 12 Western states. While the BLM has nearly 10,000 employees, most of them are already located somewhere other than DC; some 400 employees work in the nation's capital. Proponents of the move say it makes geographical and fiscal sense for the BLM to be headquartered in the West, while detractors argue it will remove the agency from DC oversight and allow for increased influence from business interests.



SOUTH

CONSERVATION

DEAL OF YEAR

NATURE CONSERVANCY BUYS CABIN BLUFF IN 2018 CONSERVATION DEAL OF THE YEAR.

Located across the water from Amelia Island, Sea Island, and St. Simons Island

lies Cabin Bluff, a world-class hunting and fishing retreat that dates back well before the Civil War. Considered by many to be the nation's oldest hunting club, the property was listed by LandVest for \$50 million. Many feared that the pristine tract of 10,300 coastal Georgia acres would be developed. Permits were in place for more than 15,000 residential units and over 1.8 million square feet of commercial sites. Thanks to the Nature Conservancy and the State of Georgia, however, Cabin Bluff's maritime forests, sensitive shoreline, and abundant wildlife will be protected in perpetuity. "It's such a beautiful place, and we're proud to have played a role in conserving this incredible ecology," says Jonathan Burt, LandVest's Director of Timberland for the South. Read more [HERE](#).

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PACIFIC

FARMLAND

DEAL OF YEAR

WEIDERT FARM SALE IN WASHINGTON'S WALLA WALLA VALLEY IS 2018 FARMLAND DEAL OF

THE YEAR. Stretching 6,000 acres across Washington's Walla Walla Valley, Weidert

Farm offers majestic views of the Blue Mountains and the Columbia River. It also boasts significant water resources and rich soil, which is what attracted Farmland LP, who purchased it from the Weidert family. The company plans to transition the property from its long-time use of producing commodity crops such as wheat, potatoes, and corn to organic and sustainable permanent crops such as wine grapes, apples, and blueberries. Steve Bruere, president of the Peoples Company, was the broker of record for the farm; he considers the sale "a deal of a lifetime." Out of several competitive offers for the property, Bruere says Farmland LP's proposal most closely matched how the family wanted to see the property evolve. Read more [HERE](#).

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SOUTH

RANCHLAND

DEAL OF YEAR

FLORIDA'S EL MAXIMO RANCH GOES FOR \$136.5 MILLION IN OUR RANCHLAND DEAL OF THE YEAR.

The 38,453-acre El Maximo Ranch was once part of over 150,000 acres accumulated by Florida citrus pioneer Latimer "Latt" Maxcy. After his passing in 1971, the acreage remained under family control and has slowly been divested. El Maximo, the final parcel, sold to a joint venture between the Investment Corporation of Dubai and Argentine agribusiness firm Optimum Agriculture. Transactional advisors included Ben Crosby of Crosby & Associates, Dean Saunders of Coldwell Banker Commercial Saunders Real Estate, and Murray Wise of Murray Wise Associates. Its price tag of \$136.5 million is coincidentally the same amount the Latt Maxcy Corporation grossed in 2005 when it sold 27,400 acres. "The fact that Mr. Maxcy started out with 80 acres and built an empire from the Kissimmee River to Vero Beach still amazes me," says Dean Saunders. Read more [HERE](#).


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SOUTHWEST


TIMBERLAND

DEAL OF YEAR

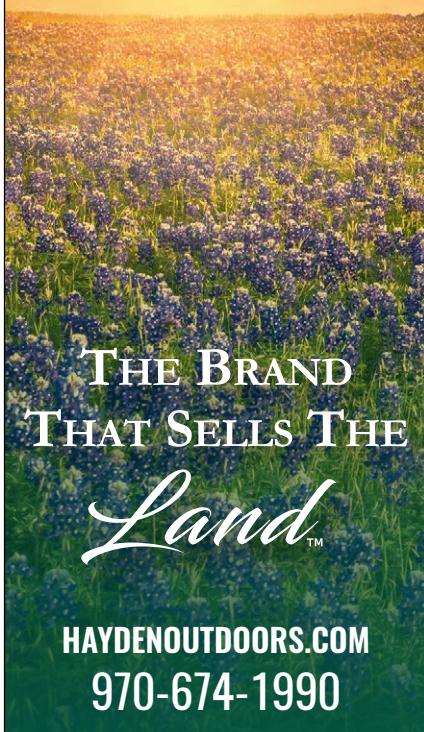
BILLION-DOLLAR TEXAS SALE RANKS AS 2018 TIMBERLAND DEAL OF THE YEAR. Many are even calling it the deal of

the decade. Campbell Global sold 1.1 million acres in East Texas for \$1.39 billion to a

consortium of partners led by CatchMark called Triple T Timberlands. Campbell made the deal on behalf of the California Public Employees' Retirement System (CalPERS), which bought the timberland as part of a \$2.2 billion investment in 2007, but the Great Recession and housing slowdown exposed a weakness in the overall deal structure. Existing wood-supply obligations and a debt facility taken out on the timberlands created a liquidity situation that the recession only made worse. The timberlands were on the market for years waiting for the right buyer. Triple T Timberlands cited the property's location near three of the top five US homebuilding markets (Austin, Dallas, and Houston) as one of the reasons for its purchase. Read more [HERE](#).



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LandReport VOICES

BY EDDIE LEE RIDER JR.



Virginia Realty



I had the recent opportunity to sit down with Bill Baker of United Country Virginia Realty out of Clarksville, Virginia.

ELR: Bill, tell us about your self, your family and Oakley, the historic home you reside in.

BB: I am 61 years old, my wife of 40 years, Melba, and I are blessed with two fantastic daughters, two outstanding sons-in-law, two granddaughters and four grandsons. I am the current owner of Oakley c1790 & c1834. Oakley is the ancestral home of my great-great-grandfather Richard Boyd and my great-great-great-grandfather Robert Boyd. My mother and father restored the home in 1973, and I had extensive work done in 2002 and 2005. The house is shown on the map issued by the US Congress to separate Virginia and West Virginia. It is also featured on a map commissioned by Thomas Jefferson in 1802. Our farm consists of 258 acres that is part of the original Kings Grant to Alexander Boyd in the mid-1700s. As an adult I have only moved twice, down the hill to “the little house” in 1979 and back up the hill in 2003.

ELR: Tell us about your top three current listings.

BB: We have many great listings available but our top three are special. First, we have 190 acres featuring 75 open acres and 75 acres of good timber with the balance in fields and creeks. Good homesite, water well, new septic system, old block dairy barn and highway frontage. Price is \$425,000 <https://www.ucvirginiarealty.com/search/farms-for-sale/virginia/mecklenburg/190-acres-mecklenburg-county-virginia-/969956>

Second is an exceptional custom home on 48,000-acre Kerr Lake. All aspects of this property are top shelf and ready to provide a waterfront living experience second to none. <https://www.ucvirginiarealty.com/search/lakefront-property/virginia/mecklenburg/southern-comfort-on-buggs-island-lake-va/993322>

Number three is a country estate that has a custom home on large acreage, award-winning forest management, conservation easement and quick access to the lakeside town of Clarksville, VA. <https://www.ucvirginiarealty.com/search/country-homes/virginia/mecklenburg/beaver-pond-farm-near-buggs-island-lake-va/980409>

ELR: You made a fantastic sale this past spring. It featured some amazing river frontage and was a unique farmland listing for your part of the world.

BB: I was blessed to be involved with the sale of the Hardage Farm in southeastern Mecklenburg County, Virginia. This farm featured 602 acres sold fee simple PLUS a deeded leasehold estate (in perpetuity) 286 additional acres. The farm features expansive cropland, unrestricted irrigation rights from the Roanoke River, “flood Proof” low grounds, incredible upland, waterfowl and deer hunting. This farm closed for a record price per acre (\$3,000,000 total). Based on public records this is the largest single agricultural sale in our county during the past 30 years. We were able to not only sell a very unique farm, but the buyer was quite noteworthy. John Boyd is President of the National Black Farmer Association; an expert quoted on agricultural news stories for all major networks and recently featured on the History Channel’s “The American Farm.” 🇺🇸

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