

# The LandReport Newsletter

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A Monthly Report for the American Landowner

March 2021



**FIELD**  
*notes*



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## HANCOCK LISTS 4.6+ MILLION ACRES OF AUSTRALIAN BEEF PRODUCTION ASSETS.

Hancock Agriculture and its S. Kidman and Co joint venture partner have listed seven cattle stations in Western Australia and the Northern Territory with Elders Ltd (ASX: ELD). Spanning 1.876 million hectares, the offering also includes a strategic Phoenix Park confined feeding operation, an export depot, and a farming operation. The assets will be sold on a walk-in walk-out basis, including a substantial cattle herd of approximately 108,500 head featuring excellent genetics and a low breeder age profile. “This represents a rare opportunity to acquire a strategically constructed portfolio of assets at scale during a period of unprecedented growth in demand for quality Australian protein,” said Elders’ General Manager of Real Estate, Tom Russo. The portfolio is being brought to market by way of

a staged expression of interest process that commenced earlier this month. Interested parties will be invited to submit offers for all or part of the portfolio. “Given the strategic advantages and operational efficiencies that can be achieved by operating the portfolio as an integrated beef production enterprise, we anticipate receiving offers for a whole of portfolio sale from both domestic and international investors”, said Elders’ Head of Agribusiness Investment Services, Mark Barber.

National and regional news stories follow.

**ERIC O'KEEFE**  
[editor@landreport.com](mailto:editor@landreport.com)

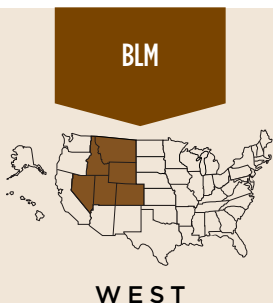
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## BLM SEEKS COMMENTS ON PROPOSED 11,000-ACRE MONTANA ACQUISITION.

At stake is the environmental assessment for a project known as the Lower Musselshell River Acquisition in Montana's Garland and Petroleum counties, located in the eastern half of the Treasure State. The Bureau of Land Management is looking to consolidate public lands and provide further public access to both federal and state acreage bordering the Charles M. Russell National Wildlife Refuge, which consists of remote badlands, sagebrush steppes, and mid-grass prairies on the Northern Great Plains. Portions of the Musselshell River are included in the proposed project. The Bureau of Land Management oversees more than 245 million acres of public land, located mostly in 12 western states. To comment on the proposal, visit <https://eplanning.blm.gov>. Read more [HERE](#).



## GREAT PLAINS

### SALE

## KANSAS FARMLAND HATCHER FARMS AUCTION

**GENERATES \$38 MILLION.** More than 90 bidders vied for 41 available tracts totaling 10,935 acres on February 18. By the time the gavel came down in Liberal, Kansas, 14

buyers emerged victorious, paying an average of \$3,464 an acre for the cropland in Seward and Stevens counties in Southwest Kansas. Steve Bruere, president of Peoples Company, told *Successful Farmer* that "it was definitely a strong sale and exceeded expectations." Lund Company assisted with the auction. In many ways, water defines this mostly irrigated land, which sits on top of the Ogallala Aquifer, the largest in the US. The Hatcher family spent years developing extensive water rights while creating a network of deep-water wells. Hatcher Farms had also adopted conservation practices including cover crops to counter erosion. Improvements on the property range from a 4,999-head feedlot to a state-of-the-art grain storage facility. Read more [HERE](#).

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**GREAT PLAINS**



### **Kansas & Colorado Farmland**

**HALL AND HALL TO AUCTION 36,558-ACRE ROTHER FARM & RANCH ON APRIL 20.** An Oklahoman by birth, Harold Rother began purchasing land in Eastern Colorado and Western Kansas in the 1950s.

Next month, 28 tracts ranging from 153 to 8,589 acres will be offered in what is anticipated to be one of the largest land auctions in years. Located about a three-hour drive from Denver, the property includes 15,320 acres of dryland farmland, ideal for row crop and wheat rotations, as well as 1,803 acres of irrigated farmland. Another 19,215 acres consist of some of the best grassland in the US, which supported Rother's beloved cattle herds. At approximately 3,219 acres of grassland and 5,327 acres of farmland, the largest tract also includes a headquarters with a 10-stall calving barn, heated bunk house, plus a pole barn for equipment and grain storage. Read more [HERE](#).

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SOUTH

SALE

## Alabama Timberland

### WEYERHAEUSER TO ACQUIRE 69,200 ACRES FROM SOTERRA.

The timber behemoth agreed to pay the subsidiary of Greif Inc. around \$149 million for the land.

The move increases Weyerhaeuser's holdings

in Alabama by more than 10 percent; the company already owned and managed almost 600,000 acres within the state's borders. These noncontiguous timberlands sit approximately 100 miles north of Mobile and include 76 percent plantation acreage with an average age of 14 years. "This transaction is a great opportunity to enhance our portfolio by acquiring high-quality, well-managed timberlands with low operating risk," says Devin W. Stockfish, Weyerhaeuser's president and CEO, who expects these timberlands to help drive long-term value for the company. Other attributes of the new acreage include significant all-weather logging access and well-developed roads. Stockfish expects the deal to close in the second quarter of 2021. Last year, Weyerhaeuser generated \$7.5 billion in net sales. Read more [HERE](#).

From the U.S. to Mexico: Working ranches or recreational getaways

# No boundaries.

**James Sammons III**

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**SOUTH**



**SALE**

## Florida Timberland

### RAYONIER PAYS \$17.52 FOR TWO

### FLORIDA TIMBER TRACTS.

Saunders Ralston Dantzler Real Estate oversaw both timber transactions, which totaled 17,956 acres. Sleepy Creek Lands LCC sold Otter Creek Timberlands (8,160 acres) and McGee Branch Timberlands (9,796 acres), a mile from each other in North Central Florida's Levy County. Both of the tracts contain roughly 60 percent upland plantable land, and at the time of the February 25th sale, were in need of some reforestation work. Potential pine productivity was judged to be fair to good. The properties, which include well-maintained roads, are adjacent to wildlife conservation lands with strong game populations of deer, turkey, feral hogs, and more. Founded in 1926 and currently headquartered in Wildlight, Florida, Rayonier Inc. has grown to become the second-largest timber REIT (behind Weyerhaeuser) and is sustainably certified. The company focuses its investments on softwood timber growing in the US and New Zealand. Read more [HERE](#).

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PACIFIC

**AUCTION**

### California Estate

#### MARIN COUNTY 140-ACRE RIDGETOP TO BE AUCTIONED APRIL 27.

Will a tech titan snap up King Mountain Estate, 12 miles from the Golden Gate Bridge and boasting unrivaled panoramic views of San Francisco, the Pacific Ocean, and the Bay area? Marketed by Concierge Auctions, the ridgetop parcel is home to groves of redwood trees, madrone and oak forests, and hiking trails. Located in unincorporated Marin County, the multimillion-dollar property enjoys adjoining access to more than 80,000 acres of open space. The winning bidder will no doubt appreciate that development rights are fully vested with approved plans for a 27,000-square-foot compound featuring a main residence, caretaker's home, vineyards, orchards, horse corrals, and more. Genentech co-founder Herbert Boyer once owned the land but sold it after his plans to build a mansion stalled. A Los Angeles trust currently owns the acreage. The no-reserve mega-auction opens April 22nd and closes April 27th. Read more [HERE](#).

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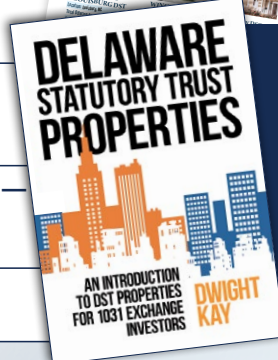
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## LAND AUCTION

## 36,558<sup>±</sup> ACRES

OFFERED IN 28 TRACTS  
& COMBINATIONS

34,602<sup>±</sup> DEEDED  
1,956<sup>±</sup> STATE LEASE



# ROTHER FARM & RANCH

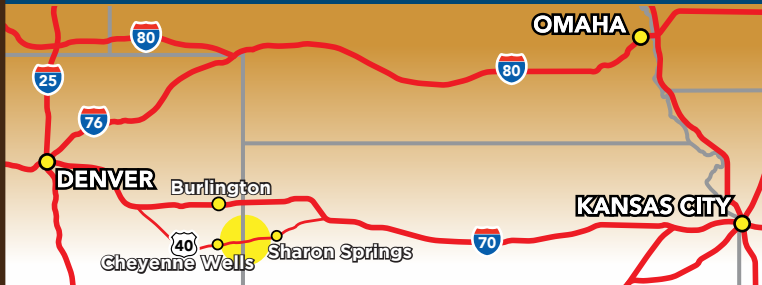
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FRIDAY, MARCH 12<sup>TH</sup> • 10AM-11AM  
Virtual Info Day - Call for Online Access

WEDNESDAY, MARCH 24<sup>TH</sup>  
9am-11am Sharon Springs, KS | 12pm-2pm Cheyenne Wells, CO

FRIDAY, MARCH 26<sup>TH</sup> • 10AM-11AM  
Virtual Info Day - Call for Online Access

TUESDAY, APRIL 6<sup>TH</sup>  
9am-11am Sharon Springs, KS | 12pm-2pm Cheyenne Wells, CO

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## LandReport VOICES

### Dan Perez, Broker/CEO, Whitetail Properties

PITTSFIELD, ILLINOIS

BY EDDIE LEE RIDER JR.



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#### **Pandemic perspective 12, 18, and 24 months.**

The COVID pandemic we've witnessed over this past year has had a very negative financial effect on many businesses across the country. However, it has tremendously boosted our land sales. Within a couple of months after the onset of this terrible virus, we were selling land to many more people. We saw a sudden increase in folks leaving the congested cities to find safer and healthier environments to raise their kids, retire, or just start a new life. Some people who could not leave their jobs still purchased ranches, farms, and homes in rural towns, intending to move later. Considering that everyone's situation is different, we expect to see waves of big-city exoduses for at least the next two years. The unrest of 2020 has resulted in a much greater appreciation for people's health, their families, smaller gatherings, independence, country life, and the great outdoors. We expect to see this positive mindset increase in the future as more folks realize the many benefits of buying and selling land.

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There are a lot of things that set Whitetail Properties apart from the average real estate company. However, I'm most proud of our commitment to excellence and dedication to provide every client the ultimate land buying or selling experience. We focus on serving rather than selling. Too often, when agents focus on their commission, they lose sight of whose best interest they represent. Serving our customers with the highest degree of honesty and care has been a big part of why we are one of the country's largest land selling brokerages. At Whitetail



Properties, we keep it simple: We are who we say we are, and we do what we say we are going to do.

#### **Best ways to get in touch with us:**

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