

The LandReport Newsletter

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A Monthly Report for the American Landowner

October 2020



FIELD
notes



STATE OF FLORIDA BUYS BLUFFS OF ST. TERESA. Conservation spurred the \$43 million sale of 17,000 acres on the Gulf of Mexico in North Florida. Dean Saunders, founder and managing director of SVN | Saunders Ralston Dantzler Real Estate, brokered the sale on behalf of Ochlockonee Timberlands, LLC. Sanders worked with The Nature Conservancy, which contributed \$2.25 million toward the deal. The US Department of Defense kicked in \$2.19 million. The acquisition boosts the total of protected landscape in Florida's Big Bend area to more than one million acres.

The Bluffs at St. Teresa share a continuous border with Bald Point State Park and remains one of the

most expansive tracts of undeveloped land on the Gulf Coast. In addition to 17 miles of waterfront, the land includes interior lakes, wetlands, floodplain swamp, salt marshes, tidal creeks, and dunes. Plus, the habitat is home to rare plants and endangered species. Read more [HERE](#).

National and regional news stories follow.

ERIC O'KEEFE
editor@landreport.com

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CONSERVATION



WEST

HISTORIC DITMARS RANCH PRESERVED. A multi-player conservation deal in Colorado resulted in the purchase of Ditmars Ranch, a 1,500-acre tract at the south edge of Castle Rock. Douglas County and the nonprofit Conservation Fund each ponied up \$1 million for the sale of the cattle ranch, which will open for guided public events. (The state's Open Space Sales and Use Tax, enacted and reaffirmed back in the 1990s, generated the county funding.) Don Ditmars, whose grandfather purchased the land in 1892, expressed gratitude that the conservation easement program will protect his family's ranch from development or environmental exploitation. Hallmarks of the property include evergreen forest and grasslands as well as habitat for elk, mule deer, black bear, mountain lion, pronghorn, and bighorn sheep. Read more [HERE](#).



SOUTHWEST

LISTING

Texas Ranchland

MATADOR RANCH LISTED FOR SALE BY SAM MIDDLETON. With a price tag of \$124.45 million, the 131,000-acre property sprawls about 75 miles northeast of Lubbock and ranks as one of the most historic and

prestigious ranches in the Lone Star State. In 1952, Fred Koch bought the Headquarters Division of the famous ranch, which a Scottish syndicate founded 70 years earlier. In the decades following Koch's acquisition, the Matador earned national acclaim for savvy management along with its quality cattle operation which focused on a Hereford/Angus cross of Black Baldy cows with Charolais, Hereford, and Angus bulls. Koch added to the original headquarters with subsequent purchases of the Wolf Creek Division (21,379 acres) to the southwest of the ranch. He later bought the Tee Pee City/Lucky Knob Division (41,077 acres), and the Russellville Division (31,962 acres), bringing the ranch to its present total of 130,846 acres.

Read more [HERE](#).

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The LandReport Official Directory

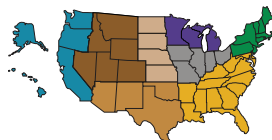
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NATIONAL



Row Crops

CARGILL PARTNERS FOR IMPACT. The agricultural behemoth threw its support behind farm-led efforts to adopt practices and systems bolstering regenerative ag practices across 10 million acres of North American farmland over

the next decade. The first phase of the initiative focuses on row crops including corn, wheat, canola, soybeans, and other staples. The long-term goal is to reduce greenhouse gas emissions in its global supply chain by 30 percent per ton of product by 2030. “The land is a farmer’s most valuable asset – key to their livelihood and productivity,” says Ryan Sirolli, Cargill sustainability director for row crops. “By supporting adoption of soil health principles with our farm partners, we can build healthy soils, increase resiliency and profitability, and ensure their success and the viability of their land for future generations.” Cargill plans to connect farmers to cost-sharing options while also buoying the development of new market-based solutions that incentivize earth-friendly outcomes. Read more [HERE](#).

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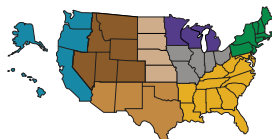
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NATIONAL

CONSERVATION

Branding

PARTNERSCAPES BECOMES THE NEW NAME FOR PARTNERS FOR CONSERVATION.

A grassroots movement of private landowners working with agencies, non-profit organizations, and policymakers

to collaborate on conservation projects to sustain working landscapes, Partnerscapes was founded in 2010 as Partners for Conservation. Along with its new branding campaign, Partnerscapes has launched a new website which features in-depth information on conservation efforts from coast to coast. The case studies are meant to provide other landowners with examples of how conversation and collaboration can lead to positive outcomes for the community and wildlife. Partnerscapes is a national organization operating with a small core staff and an active group of directors, partner organizations, and agencies with a growing presence nationwide. An example of the organization's focus is a survey of 260 collaborative conservation efforts currently underway in eight Western states. Partnerscapes strongly believes that diverse perspectives working collaboratively has huge potential to solve landscape-level challenges all across our nation. Read more [HERE](#).

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GREAT PLAINS

AUCTION

South Dakota Farmland

FARMLAND AUCTION. The gavel comes down on farmland in South Dakota's Mellette and Todd Counties the morning of Wednesday, November 18th. Peoples Company is overseeing the auction, which will include online bidding for a chance to own nearly 1,694 gross acres located in South Central South Dakota, roughly an hour's drive north of Valentine, Nebraska. The property will hit the auction block in five tracts with sizes ranging from 160 acres to 640 acres. At present, the farm consists of nearly 1,250 crop acres; wheat, oats, corn, sunflowers, soybeans, and barley are grown on the tillable soils. Will a local prevail? In its 30th annual survey of the agricultural land values throughout the state, researchers from the South Dakota State University Ness School of Management and Economics reported that 56 percent of those surveyed indicated that farm expansion propelled them to purchase more land. Read more [HERE](#).

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SOUTH

AUCTION

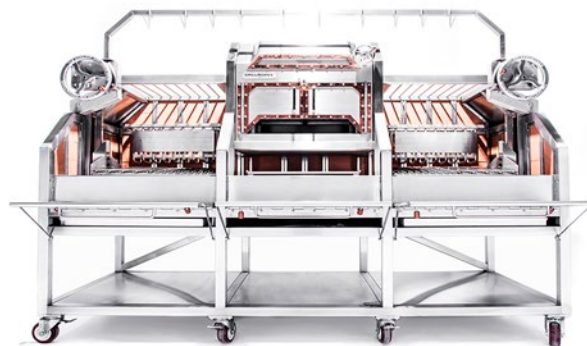
Virginia Estate

RIVERSTONE RANCH ON THE BLOCK.

At 10 a.m. (ET) on October 28, the very essence of Virginia country life hits the auction block with Hall and Hall, which is marking its tenth year in the auction business.

Privately owned for more than two centuries, RiverStone Ranch sits on some 979 acres in Buchanan, Virginia, about 30 miles from Roanoke. Nestled in the foothills of the Blue Ridge and Appalachian Mountains, the property includes 2.2 miles of James River frontage with world-class fishing for trophy smallmouth bass and muskellunge. Other recreational opportunities abound including canoeing, kayaking, and hunting for trophy whitetail, turkey, duck, and goose. Meanwhile, a Virginia Tech shooting coach designed the property's five-stand professional skeet range. And some 7.7 miles of trails wind through the property. A log cabin looks out onto the white pine and hardwoods as well as a pavilion with panoramic views of the Appalachian Highlands. Read more [HERE](#).

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LandReport: Focus on Florida Dean Saunders, SVN | Saunders Ralston Dantzler

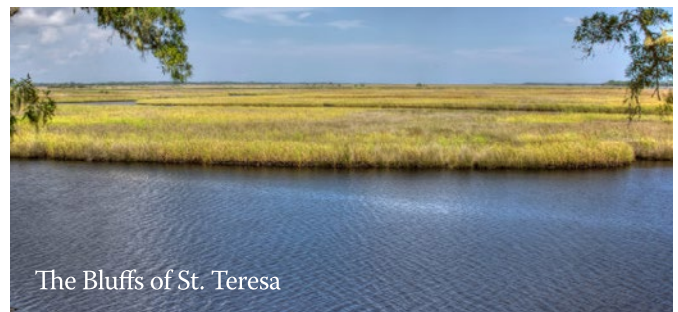
LAKELAND, FLORIDA

BY EDDIE LEE RIDER JR.



Since 1985, Dean Saunders has specialized in Florida land and conservation easements. He served in the US Senate as Agricultural Liaison, Special Assistant, and Director of External Affairs to US Senator Lawton Chiles, then Governor Chiles. Combining a passion for supporting landowner property rights while also conserving natural land in Florida, Dean proposed and became one of three main sponsors of Bert J. Harris Private Property Rights Protection Act. This legislation later evolved into Florida's conservation easements programs. He comes from an eighth-generation Florida agricultural family, earned a BSA from the University of Florida in Fruit Crops, Food and Resource Economics, and is a recognized Florida land and conservation easement authority. Under Dean's leadership, SVN | Saunders Ralston Dantzler has transacted more than \$3 billion in land and commercial real estate, and in 2018, he was awarded the APEX Top National Producer Award, being recognized as the highest-producing agent in the country for land sales based on qualifying production volume. He currently serves as the President-Elect of the REALTORS® Land Institute (RLI) and will become the organization's President in 2022. Dean was recently named to Florida Trend's Florida 500 for the second consecutive year.

Eddie Lee: 2020 has been a banner year for Saunders Ralston Dantzler. Give us an update.



Dean Saunders: Well, one of our most unique and significant listings just sold last week to the State of Florida for conservation. In partnership with The Nature Conservancy and the US Department of Defense, the state purchased [The Bluffs of St. Teresa](#) for \$43 million. I'm beyond thrilled that 17,080 acres of stunning natural beauty will be preserved for all the citizens of Florida. We also currently have many premium listings for those wanting to experience Florida nature and wildlife, like [Asana Ranch](#), [Abington Ranch](#), [Bienville](#), [Osprey Point](#), and even a Florida spring for sale called [Chassahowitzka Springs Riverfront Home](#).

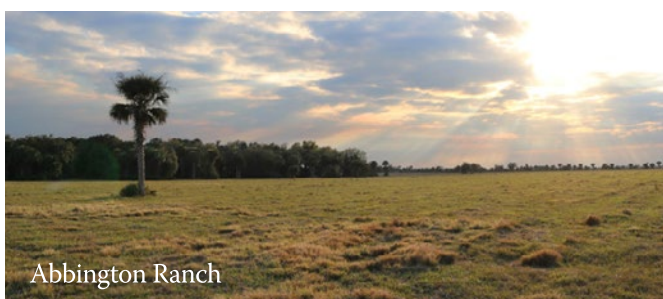
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Asana Ranch



Abbingtion Ranch



Bienville Plantation



Osprey Point



Chassahowitzka Springs

ELR: *Every broker I talk to — across the country — has their pandemic stories to tell. How has Covid-19 affected your business this year?*

DS: I can't say that I understand a correlation between the pandemic and our business, but we've seen an increased demand for land. I think it's possible, though, that folks want to get out of cities and even suburbs and have space for social distance. We've sold many listings that we've had on the market for a while, and there is interest in some of our more unique properties, as well. For instance, just this week, we have had numerous showings on Chassahowitzka Springs and a television news station came out to do a story on the property.

ELR: *Florida had already been seeing an influx of new residents, but since the onset of the virus, folks have been flooding into the state. Tell me what you see as the top benefits to land ownership in Florida, and where have your buyers been coming from in the past 9+ months?*

DS: I think it's hard to point to one particular geographic source of buyers, but we have always had people coming in from the cold climates of Canada, the Northeast, and the Midwest who want to enjoy Florida's year-round good weather and water. The state has no income taxes, which encourages migration from California and New York. South Florida likely sees more international interest than many of the regions we most often work in, so the trends there may be somewhat different than the rest of the state. Our economy is growing, and companies see Florida as a good investment, so many people move here for work. Before you know it, their extended family has moved down to be near them.

ELR: *What is the best way for interested parties to get in touch with you?*

DS: Call me. I still use the phone more than any other means of communication and prefer conversation over email. 🇺🇸

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