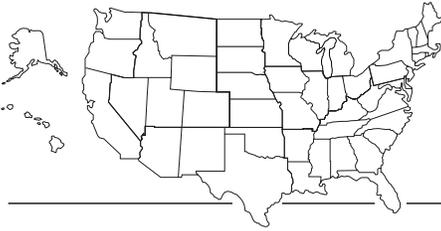


# The LandReport

A Monthly Report for the  
American Landowner



# Newsletter

AUGUST 2017 • LANDREPORT.COM



## SOLD! COLORADO'S CIELO VISTA RANCH

**83,368-acre Sangre de Cristo giant includes coveted 14,000er.**

One of the most significant ranch properties in the American West changed hands last week. Listing Broker Jeff Hubbard of Mirr Ranch Group confirmed that [Cielo Vista Ranch](#) has sold. Neither the buyer nor any financial details were disclosed. Originally listed for \$105 million, the 130-square-mile property rises from the San Luis Valley to the crest of the Sangre de Cristo Mountains and includes Culebra Peak (14,053 feet) and 18 summits above 13,000 feet. According to Hubbard, "The profile of the buyer is absolutely ideal. He is one who is a true conservationist and is deeply committed to preserving this national treasure and extraordinary resource."

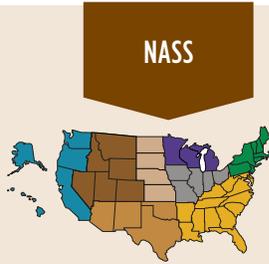


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### NATIONAL

#### CROPLAND VALUES HOLD STEADY AT \$4,090 PER ACRE NATIONWIDE.

The Department of Agriculture's National Agricultural Statistics Service announced that from 2016 to 2017, US cropland values remained constant at \$4,090 per acre. Top gainers included Texas and Oklahoma, which saw increases of 6.3 and 6.1 percent, respectively. Kansas cropland values ranked as the biggest loser, dropping 6.2 percent. The data was reported in the service's annual summary of agricultural land values. Since 2003, cropland values nationwide have risen almost 2.5X, from \$1,660 per acre to the current level of \$4,090 per acre. Metrics for other agricultural land uses were as follows: Pastureland nationwide moved up \$20 to \$1,350 per acre; and farm real estate value, including land and buildings, moved up 2.3 percent from 2016 to \$3,080 per acre.



### WEST

### LISTING

#### COLORADO RANGLAND

#### NOTTINGHAM RANCH LISTS FOR \$100 MILLION.

Ed Swinford and Brent Rimel of [Slifer Smith & Frampton](#) have the listing on the landmark Eagle County property, which straddles the Colorado River west of Vail and

south of Steamboat Springs. The Nottingham carries 1,200 cow-calf pairs on 19,493 deeded acres and has grazing rights on 50,000 acres of federal lands. It produces 3,500 tons of hay annually on 1,200 acres of irrigated pasture. An additional 2,000 acres are under flood irrigation. A private outfitter runs the substantial hunting operation. The sale includes all livestock, equipment, residences, and leases. [The Denver Post](#) reported the listing on July 15.



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- Tax/Dividend Strategies
- Waterfront & Estate Properties



SOUTH

LISTING

## RECREATIONAL LAND

### SIGNIFICANT LAKEFRONT OPPORTUNITY IN THE FLORIDA PANHANDLE.

More than three-quarters of the frontage on Florida's popular Lake Wimico has come to market for \$10.625 million. Dean



Saunders and Jack Vogel of Lakeland-based Saunders Real Estate have listed the 20,146-acre parcel, which surrounds approximately 86 percent of the 4,055-acre lake and features extensive forested wetlands throughout.

The property sits 10-plus miles due east of Port St. Joe via Highway 71. In addition to extensive recreational opportunities, potential uses for the Lake Wimico tract include the development of a mitigation bank and/or the placement of a conservation easement. Read more [HERE](#).

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**NEW LandReport DIRECTORY!**

VISTAS

A DIGITAL SHOWCASE OF TODAY'S MOST EXCITING LISTINGS

The LandReport



SOUTH

LISTING

## SOUTHEASTERN TIMBERLAND

### MOLPUS WOODLANDS PRESENTS FOUR-STATE TIMBERLAND OFFERING.

On July 24, Jackson-based Molpus announced that it will market 45,850 acres of investment-grade timber properties in the Southeast on behalf of a client. The timberlands include 15,300 acres in North Carolina, 4,850 acres in Georgia, 12,300 acres in Alabama, and 13,400 acres in Mississippi, and are available as a single purchase or in smaller packages. "This offering has broad appeal as it allows a buyer to continue to manage the timberlands or to pursue attractive conservation and development opportunities," said Molpus President Bob Lyle. For more information, contact Mark Power at (601) 948-8733 ext. 339 or [mpower@molpus.com](mailto:mpower@molpus.com).

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- Recreational Real Estate
- Soil and Water Testing Labs
- Tax Consulting Strategies
- Waterfront & Estate Properties



NORTHEAST

LISTING

## MAINE SALTWATER FARM

### CHARLOTTE'S WEB FARM ON MARKET FOR FIRST TIME IN 30 YEARS.

*Yankee Magazine* reports that E.B. White's 44-acre saltwater farm on the Maine coast has been listed for \$3.7 million by Martha Dischinger at Downeast Properties. E.B. and Katharine White bought the farm, which sits on a small inlet off Blue Hill Bay, in 1933. The couple was a literary tandem: he, the author of classics such as *Stuart Little* and

*Charlotte's Web*; she, an editor at *The New Yorker*. Many of the scenes and props from *Charlotte's Web* can be found on the farm, which has had one owner since E.B.'s death in 1985.



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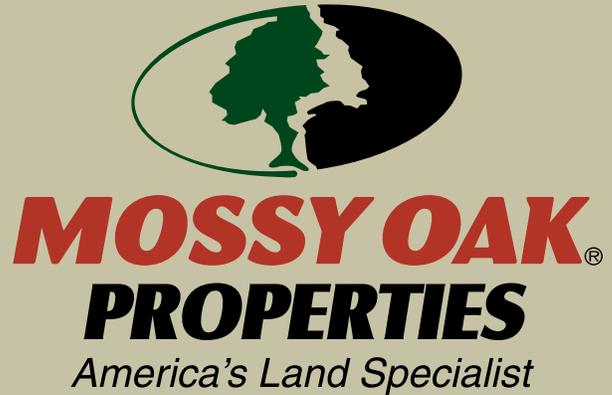
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## LandReport VOICES

BY EDDIE LEE RIDER JR.

I recently spoke with Brad Hawkins, Broker/Owner of Mossy Oak Properties Dixie Land & Wildlife in Selmer, Tennessee. Brad just won Mossy Oak Properties' prestigious Broker of the Year award two years in a row.

**ELR:** Brad, tell our readers about your background

**BH:** I grew up in West Tennessee. My father was in the insurance business, and my grandfather was a farmer. I grew up hunting with my dad and out on the land, helping my family farm. Originally went into the insurance business and travelled the country assisting in disaster relief. Eventually, I needed some stability and wanted to stay put. That's when I opened up a land brokerage in 1994. I hooked up with the Mossy Oak Properties network in 2003. It was a natural fit.

**ELR:** What is your key area of operation, and how long have you been in the land business?

**BH:** I operate in the entire state of Tennessee, but the southwest and middle of the state, close to Shiloh Battlefield and Pickwick Lake area all the way up to the Kentucky border, is my sweet spot. I have been in business over 25 years.

**ELR:** Tell us about your Tennessee River farm listing.

**BH:** It's a beautiful place near Clifton, Tennessee, which is a fantastic little town. The farm is 1,200 acres: 100 acres of swamp and slough normally filled with ducks. This listing has over a mile of river frontage on the Tennessee River. There's over 400 acres of farmland on it. This listing is brand new. It's not even on the website yet. *Land Report* readers will be some of the first folks to hear about this.

**ELR:** What else are you currently working on?

**BH:** I have a great cattle farm for sale near Savannah, Tennessee, that your readers would be interested in. It's 400 acres with all kinds of equipment included. The place is fenced and cross-fenced, and it's a beauty.

**ELR:** Tell us about the Mossy Oak Properties Broker of the Year award. I know you're a humble guy, but there are over 650 brokers in the Mossy Oak network. This award goes to the broker that is the highest producer in the network. That's a big deal!

**BH:** Yes, it's based on sales volume. It's a very neat thing. I'm just blessed. I give all of the glory to God and my family for their support.

**ELR:** How can folks get in touch with you, Brad?

**BH:** It's easy. My cell phone is (732) 610-2473, and my email is bhawkins@mossyoakproperties.com. 🇺🇸

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