

The LandReport

A Monthly Report for the
American Landowner



Newsletter

DECEMBER 2017 • LANDREPORT.COM

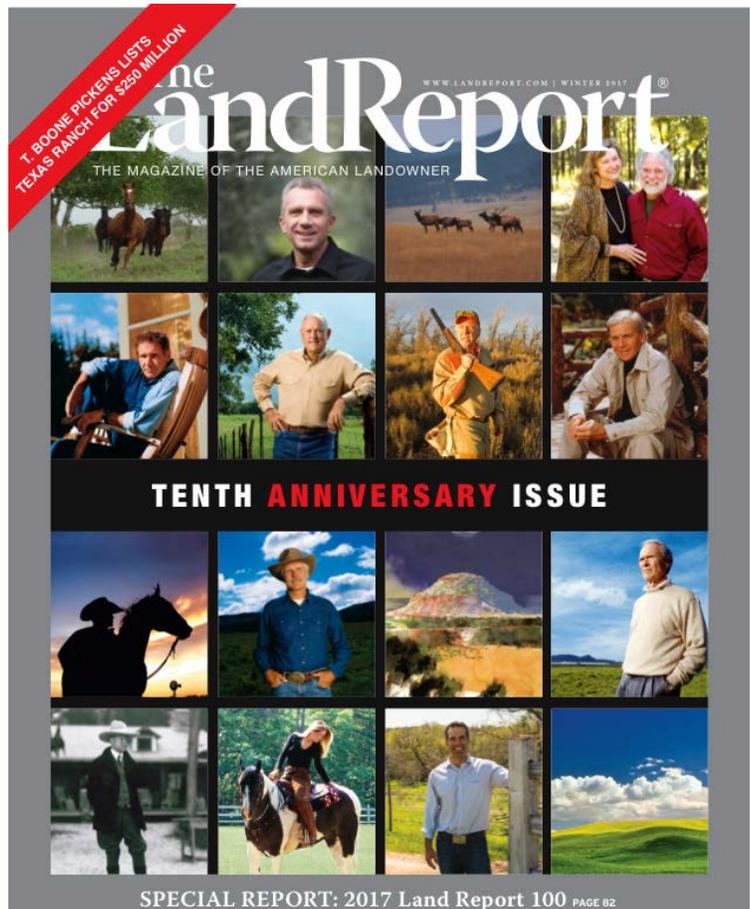


2017 LAND REPORT DEBUTS

Sponsored by **LandLeader**, our definitive survey of America's largest landowners features numerous new entrants, including Subway cofounder Peter Buck and Interactive Brokers

Group chairman Thomas Peterffy.

America's largest landowners continue to increase their holdings. That's one of the many takeaways from the 2017 Land Report 100 sponsored by **LandLeader**. Liberty Media chairman John Malone retained the top spot as the nation's largest landowner with 2.2 million acres, and his good friend Ted Turner ranks No. 2 with 2 million acres. Worth noting is that in 2017 the combined acreage owned by the country's 100 largest landowners increased by more than 2 million acres, an area greater than the landmass of Delaware. The Class of 2017 also includes more than half a dozen new faces, including Subway cofounder Peter Buck (No. 11) and Interactive Brokers Group chairman Thomas Peterffy (No. 19). Buck, who nearly cracked the Top Ten with 800,000 acres, has vast timberland holdings in Maine totaling more than 1,000 square miles. Peterffy snapped up one of the country's prime timber forests, paying more than \$710 million for Florida's Foley Land and Timber, which totals 561,000 acres. Read the 2017 Land Report 100 [HERE](#).



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FARMLAND VALUES



MIDWEST

CHICAGO FED REPORTS MINIMAL CHANGE OVER LAST YEAR. Farmland values in the Seventh Federal Reserve District saw a year-over-year decrease of 1 percent in the third quarter of 2017. The Midwest has not experienced a year-over-year decrease or increase in agricultural land values greater than 1 percent in the past four quarters. This level of stability in farmland values has not occurred in the Midwest since 1970. District bankers envision the same course of events through the end of 2017. With the exception of cattle producers, livestock operators saw improvements in prices during the third quarter of 2017 relative to the same quarter of a year earlier. According to the USDA, many prices for agricultural commodities remained fairly close to their levels of a year ago. Some actually rose. Read more [HERE](#).



SOUTHWEST

FOR SALE



THOMAS ROBERTS

WORLD'S FINEST QUAIL HUNTING

BOONE PICKENS LISTS HIS MESA VISTA RANCH FOR \$250 MILLION. In the winter issue of *The Land Report*, the Oracle of Oil shares his decision to put his beloved 65,000-

acre ranch on the market: "Selling the Mesa Vista is the prudent thing for an 89-year-old to do. It's time to get my life and my affairs in order. There are many reasons why the time is right for me to sell the Mesa Vista now, not the least of which is to ensure

that one of the most magnificent properties in the world ends up in the hands of an individual or a group of buyers who share my conservation ethic. [Monte Lyons of Hall and Hall Ranch Partners](#) and [Sam Middleton of Chas. S. Middleton and Son](#) have been selected to represent Pickens in the sale of the Mesa Vista Ranch.



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NORTHEAST

LAND REPORT 100

MAINE TIMBERLAND

SUBWAY COFOUNDER JOINS LAND REPORT 100 AT NO. 11.

Trained as a nuclear physicist at Columbia University, Peter Buck loaned family friend Fred DeLuca \$1,000 in 1965. The goal? To open a sandwich shop that

would help DeLuca pay his way through the University of Bridgeport.

The first Pete's Super Submarines didn't make it; a later concept called Subway not only survived but has since grown into the world's most popular restaurant concept with 45,000 locations.



SHUTTERSTOCK

Buck has vast investments in Maine timberland totaling more than 800,000 acres. Read more [HERE](#).



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SOUTH

LAND REPORT 100

FLORIDA TIMBERLAND

INTERACTIVE BROKERS GROUP CHAIRMAN PAYS \$710 MILLION FOR FOLEY TIMBER AND LAND, JOINS LAND REPORT 100 AT NO. 19. When Foley Timber



REUTERS/MIKE SEGAR

and Land was first listed in 2015, the “vast swath of forest in northern Florida” made national news, in part because of its size – almost as big as Rhode Island – and in part because of its owners, which included Henry Kissinger and Home Depot founder Ken Langone. Then the story just went away. Or did it?

Our waiting and watching paid off when Four Rivers Land and Timber registered as the new owner. Better yet, the registered address was the same as the corporate office of Interactive Brokers Group chairman Thomas Peterffy. Read more [HERE](#).

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SOUTH

LAND REPORT 100

WEST VIRGINIA TIMBERLAND

FOURTH GENERATION OF WEST VIRGINIA FORESTERS CRACKS LAND REPORT 100 AT NO. 16. Starting with just one sawmill in 1976, West Virginia native Jim

Hamer (1937–2011) grew his timber holdings exponentially. His heirs own 600,000 acres of timberland, run 5 sawmills, and produce 50 million board feet of green lumber per year and 25 million board feet of kiln-dried lumber in the Mountain State annually. Jim C. Hamer Companies have long been recognized as a pioneer in converting sawdust into densified fuel pellets and creating a novel fuel source. Read more [HERE](#).



SHUTTERSTOCK

PROFESSIONAL BUYER'S REPRESENTATION IN COLORADO:

Paul Ohlander, Broker Associate, Accredited Buyer's Representative



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SOUTHWEST

LAND REPORT 100

OKLAHOMA HALL OF FAME

FUNK AWARDED SOONER STATE'S HIGHEST HONOR.

In addition to ranking as one of the nation's largest landowners, Robert A. Funk cofounded Express Employment Professionals, the country's largest privately owned staffing firm. Last year, it enjoyed revenues of more than \$3 billion and employed more than 500,000 people. All told, Express Employment has helped more than 5 million people secure employment over the last 30 years. For these accomplishments and countless others, Funk was inducted into the Oklahoma Hall of Fame in November. Emmy Award winner Tom Selleck presented the Hall of Fame medal. Read more [HERE](#).



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LandReport VOICES

BY EDDIE LEE RIDER JR.



MIRR
RANCH GROUP
Legacy ranches & fine sporting properties



Ken Mirr
Broker & Founder
Mirr Ranch Group

ELR: *Cielo Vista Ranch* grabbed national headlines. Tell our readers just how unique that listing was in terms of size, terrain, wildlife, and your unique marketing efforts.

KM: *Cielo Vista Ranch* was unique in terms of its sheer size, scope, history and price. These days it is nearly impossible to find a contiguous ranch with over 83,000 acres in the US, let alone in Colorado. It also included Culebra Peak, one of the only privately owned 14ers in the world, as well as four life zones ranging from foothills to alpine and 18 peaks over 13,000 feet. The ranch was also once part of a Spanish land grant and currently has a conservation easement, which presented unique title and access issues as a result.

ELR: *You have another monster listing in Cross Mountain Ranch. Tell us about it.*

KM: Located in northwest Colorado, *Cross Mountain Ranch* represents one of the largest and most diverse recreational and operating ranches on the market today. A wildlife preserve stretching over four counties and 224,050± acres of deeded and leased lands, the ranch is home to North America's largest elk herd. It is an ecologically diverse landscape with two ecosystems and several miles of river frontage.

ELR: *You mentioned Cross Mountain Ranch would likely be sold to an ecological-minded buyer. How does that profile differ from a conservation-minded buyer?*

KM: While both are good stewards of the land, an ecological

buyer goes beyond pure land conservation and protection. They study the various ecological resources of the ranch and implement management techniques to improve and enhance livestock capacity, wildlife and fishery habitat, soils, grasses, riparian areas. A conservation buyer generally preserves landscapes through either conservation easements or self-imposed restrictions which keep working ranches working.

ELR: *You sit on the boards of both the Western Landowners Alliance and the Colorado Cattlemen's Agricultural Land Trust. Tell us about those organizations.*

KM: Both organizations connect with our mission to keep working ranches working. The Western Landowners Alliance advances policies and practices that sustain working lands, connected landscapes, and native species. It is essentially a voice for landowners throughout the West. Colorado Cattlemen's Agricultural Land Trust helps Colorado's ranchers and farmers protect their agricultural lands and encourages the intergenerational transfer of ranches and farms.

ELR: *Any other listings you would like to bring to the attention of our readers?*

KM: *Sandstone Ranch* has great conservation values near Denver, *Moonshine Ranch* is an incredible hunting property in Southern Colorado, and Utah's *Wasatch Peaks Ranch* has more ski terrain than Vail Mountain. We have recently expanded into Kansas, Nebraska, and Montana, and have some attractive listings in those areas as well.

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Smith–Turner Timberlands is being offered in a single-stage, private sealed-bid process. Bids may be submitted on the total portfolio of properties, or on individual tracts as listed in the bid form. Details for this timberland offering can be found at www.terrastonelandco.com or www.ucneeleyforestry.com.

Bids are due by no later than 11:59 A.M., Friday, December 15, 2017. Please contact Broker, Bradley Wilson at bwilson@terrastonelandco.com to gain access to the Virtual Data Room (VDR) to view the full offering details. The required Bid Sheet and bidding procedures may be downloaded from the VDR.



BRADLEY WILSON
PRESIDENT | PRINCIPAL BROKER

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