

The LandReport Newsletter

LANDREPORT.COM

A Monthly Report for the American Landowner

September 2019



FIELD *notes*



Just back from a Land Report Invitation Only event at [Moses Lake](#), Washington. More on this powerhouse property (above) next month. Allow me to shift your attention to two news reports that missed the mark.

The first concerns Kanye West's reported acquisition of Wyoming's Monster Lake Ranch. I don't expect the tabloid news website TMZ to finesse the nuances of ranch real estate, but I do expect Realtor.com to know better. [In this post](#), Realtor.com incorrectly identified Monster Lake Ranch as listed with J.P. King Auction Co. A Wyoming ranch listed with an Alabama auction house? A quick call to the seller yielded the following response: "Bill Vacek of Hayden Outdoors is the exclusive listing agent of Monster Lake Ranch." His response has been forwarded to [Realtor.com](#).

The second article I mention ran in the *Wall Street Journal*. It was titled "[Baby Boomers Are Leaving Behind a Trail of Luxury Ranches](#)."

It conveyed the impression that working ranches are hard pressed to generate a profit. One source said, "I know a lot of multimillionaires who run cattle and still lose millions of dollars a year." That, sir, is not a working cattle ranch. It is an expensive hobby posing as a ranch. Or a fun (and pricey) pastime. I contacted representatives of several of the properties mentioned in the article. They described robust investment opportunities that not only pay for themselves but generate additional income to cover general operating expenses and make a profit. A lengthier version of my comments has been forwarded to the Journal.

National and regional news stories follow.

ERIC O'KEEFE
editor@landreport.com

A Monthly Report for the American Landowner • LandReport.com

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.

THE LAND REPORT | PO BOX 941187 | PLANO | TEXAS | 75094



NATIONAL

WOTUS REPEALED. The Environmental Protection Agency is repealing an Obama ruling that expanded the definition of the “waters of the United States” under the Clean Water Act. The EPA and the Army Corps of Engineers announced that not only was the 2015 rule being repealed, but that the long-standing regulations that existed prior to the 2015 rule would be restored. “This final rule reestablishes national consistency across the country,” says R.D. James, Assistant Secretary of the Army for Civil Works. The repeal is considered a Step 1 action; the Step 2 action will include a new definition that will “provide greater regulatory certainty for farmers, landowners, home builders, and developers nationwide,” says EPA Administrator Andrew Wheeler. Read more [HERE](#).



NATIONAL

LAND REPORT 100

DATA JOURNALISM

BLOOMBERG NEWS EXPLORES THE

LAND REPORT 100. Using our annual survey of the nation’s 100 largest landowners and its own research, Bloomberg News determined that approximately 2 percent of

America’s land belongs to its top 100 landowners. As noted in the article, this amount represents an area that approximates the area of the state of Florida and is significant because it is often overlooked as a repository of wealth. To arrive at these conclusions, Bloomberg News did a deep dive on the Land Report 100, using multiple resources including digital GIS mapping data for geometric verification. In the course of its reporting, Bloomberg compiled more than a thousand names of those associated with our 2018 list. Their findings include intriguing statistics such as this: The top 100 landowners own the highest percentage of land in Maine, New Mexico, Texas, Florida, and Oregon. Read more [HERE](#).

Inspired by nature...
desired by all

United Country
Real Estate

LandUC.com | 800.999.1020

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.

The LandReport **100**
SPONSORED BY
LAND LEADER

FAY RANCHES^{INC.}

LITTLE EIGHT MILE RANCH
ON THE LEMHI RIVER
Leadore, Idaho
9,303± ACRES | \$23,775,000

LEASED ACRES 65,919± ACRES	TOTAL ACRES 75,222± ACRES
-------------------------------	------------------------------

FARMS ■ TIMBER ■ RANCHES
PLANTATIONS ■ VINEYARDS



WEST



LISTING

NEVADA RANCLAND

25 RANCH COMES TO MARKET. One of the most historic cattle ranches in Nevada has been listed for \$36.525 million. At more than 126,000 deeded acres, the 25 Ranch spans four counties and is recognized as one of the largest and oldest cattle operations in the Silver State. The ranch has significant water rights and is entitled to irrigation use from eight separate sources. What began as a sheep operation in the 19th century expanded into a large cattle operation following a fatal gun battle in which the ranch's owner, Welsh immigrant W.T. Jenkins, emerged victorious over a "ruthless" local cattleman. Since then, the 25 Ranch has grown to include nine separate properties. In addition to its deeded acreage, the 25 Ranch has a BLM grazing allotment of 524,083 acres, consisting of 309,390 acres of public land and 214,693 acres of private land. Read more [HERE](#).

AUCTION Online Bidding Ends
Oct. 24th at 2:00 pm (ET)

7 C's Ranch & Lodge in Crescent City, Florida

A 485± acre high-fenced recreational paradise. Selling as a turn-key operation.

TARGET AUCTION
ADVANCED REAL ESTATE MARKETING

800-476-3939 TargetAuction.com
Dewey Jacobs, Florida BK3214661

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.

The LandReport 100
SPONSORED BY
LAND LEADER

California OUTDOOR
PROPERTIES
www.CaliforniaOutdoorProperties.com



[View Listings](#)



MIDWEST

INDUSTRY

SUSTAINABLE AGRICULTURE

PEOPLES COMPANY HIRES

SUSTAINABILITY DIRECTOR.

Mollie Aronowitz, AFM, has been appointed Sustainability Director at the Peoples Company.

The Iowa State alumna will be responsible for working with the company's clients to determine ways to best harness the power of sustainable farming and land management in order to maximize production, profitability, and appreciation. A past board member of the Sustainable Iowa Land Trust and a member of the American Society of Farm Managers and Rural Appraisers, Aronowitz is one of eight female accredited farm managers nationwide. Currently, Aronowitz is the only AFM based in Iowa. She has applied her training in horticulture, plant pathology, and entomology at public gardens in Chicago and Omaha as well as in Northeast Iowa. "Sustainability and profitability are often viewed as being in opposition to one another. The truth is that financial and environmental performance are directly linked," Aronowitz says.

Arkansas | Alabama | Idaho | Louisiana | Minnesota | Mississippi
RECREATION | TIMBERLAND | LEGACY

PotlatchDeltic

SET YOUR
SIGHTS ON
LAND OWNERSHIP

See your dream property & get your FREE Land Buyers Guide
PotlatchDelticLandSales.com/tips

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.



**ONLINE
AUCTION**
October 14 - 17



AMBER OAKS ESTATE ON 107.65 ACRES WITH HUNTING MILFORD, IL

713 N. 1800 East Road, Milford, IL 60953

- Sophisticated Scenic Residence with Guest House & 107+ acres
- Primary Residence with over 13,000 SF of Luxurious Living Area
- Guesthouse has an Impressive Additional 2,500± SF
- **ALL OFFERS CONSIDERED! SELLS AT OR ABOVE
BID OF \$1,995,000**

Tranzon Asset Advisors, Vance Luksetich, IL Broker #471.014411
10% Buyer's Premium

**FOR MORE DETAILS, VISIT OUR SITE AND
SEARCH PROPERTY NUMBER: TAA1935**

888-791-7307 ext. 87
TRANZON.COM

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.

The LandReport **100**
SPONSORED BY
 LANDLEADER.

Red Canyon Ranch
Shell, Wyoming
2079 Deeded Acres
22,000 Acres BLM & National
Forest Grazing Leases

Exceptional Big Game
Hunting

Knowledgeable | Diligent | Proactive
List Your Property Today
[Contact Us](#)
(307) 699-4114

**Yellowstone
Land Consultants**
Accredited Land Consultant



SOUTHWEST



TEXAS RANCLAND

LA BANDERA RANCH SELLS. The sale of the South Texas hunting ranch, which was listed for sale at \$54 million, was recently announced by Whitetail Properties, which noted that the transaction was the largest

in the company's history. Hunters from around the world have journeyed to La Bandera, which is situated in Dimmit County not far from the Rio Grande River. This strategic setting and abundant populations of whitetail deer, quail, dove, and duck have earned the property a well-deserved reputation as a destination hunting experience. An extensive wildlife management program has long been in place. La Bandera also boasts a paved and lighted runway, taxi-through hangar, outdoor kitchen, and heated pool and hot tub. La Bandera has its own lagoon, along with seven trophy bass lakes, a clay target range, and a shooting range. Accommodations at La Bandera are spread out over three lodges with 46 bedrooms and numerous amenities.

**HAYDEN
OUTDOORS
REAL ESTATE**

THE BRAND THAT SELLS THE Land

CO • KS • NM • WY • OK • SD • NE • UT • IA • TX

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.

FARMS ■ TIMBER ■ RANCHES ■ PLANTATIONS ■ VINEYARDS



TOMBEE PLANTATION
Saint Helena Island, South Carolina
22+ ACRES | \$3,000,000



TOMBEE PLANTATION

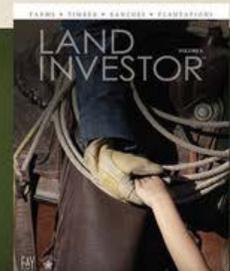
With direct access to the Atlantic Ocean and 3,000 feet of water frontage, this property is ideal for a family or individual seeking an incomparable private waterfront estate. One of the few surviving antebellum plantation houses on St. Helena Island, this property provides the opportunity for southern “dream” living, offering a main house and a guest house situated right on Station Creek.



Invest & Enjoy

To view details on over \$850m worth of exclusive listings and a complimentary subscription to *Land Investor* magazine visit us at:

FAYRANCHES.COM | INFO@FAYRANCHES.COM | 800.238.8616



For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of The Land Report and is available in online and digital formats.

The LandReport **100**
 SPONSORED BY




WEST



COLORADO WATER RIGHTS

ALL WET. A new record was set for a key Northern Colorado water asset that was auctioned by Scott Shuman of Hall and Hall Auctions. The August sale of the Fred Sekich Farm generated a total of \$15,545,920 with roughly \$13 million attributable to water rights. One unit of water from the Colorado-Big Thompson went for \$65,867, a new record for the water from the massive project. The property, which the Sekich family has held for generations, is located just north of Firestone and spans 546 acres. Although it is appreciated for its agricultural options, the biggest attraction is its water rights. “Water is gold,” Rick Sekich, one of the selling family members, told the *Denver Post* in August. In fact, one of the most appealing parcels features a small lake in addition to views of Longs Peak.



Take Back Your Edge
 Shave off 10+ years with the Cenegenics® Elite Health program.

Increase

-  Sexual Vitality
-  Energy
-  Muscle Mass

Decrease

-  Body Fat
-  Age-related Diseases
-  Fatigue

 **CENEGENICS®**
 866.857.6371
www.cenegenics.com/land


MIRR
 RANCH GROUP
Legacy Ranches & Fine Sporting Properties
www.MirrRanchGroup.com

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
 Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
 The Land Report and is available in online and digital formats.

LandReport VOICES

BY EDDIE LEE RIDER JR.



I recently chatted with a longtime friend of the Magazine, Greg Fay.

ELR: Fay Ranches has been around for over 27 years. When I think of Fay Ranches, I certainly think Montana and the Rocky Mountain states. More recently I also think Pacific Northwest. And these days, I think Southeast. We've had Mac McGee, one of your Southeast brokers, to a Land Report event in Birmingham. Tell us about this expansion, and specifically your recent sale of Mallard Rest in the Mississippi Delta.

GF: Our expansion a few years ago into the Southeast continues on a path of growth and success. Our clients really pushed us to make the expansion and it has been very worthwhile. Mac McGee and William Cooper have been doing a great job. The sale of [Mallard Rest](#), one of the South's most famous duck-hunting properties, is a classic example of why we expanded. I have been working with the owner since the late '90s and have done several transactions with him in Montana. When it came time to sell his treasured duck-hunting property in the Mississippi Delta he turned to a familiar name, and we were happy to be able to help out. Our Southeast team did a great job. Many of our clients own land in various regions of the country, and they like to work with land brokers they know and trust.

ELR: Where are your buyers coming from these days? What are they looking for?

GF: The buyers these days are coming from all the familiar places — East Coast, West Coast, Texas, Chicago. The recession has had a lasting effect on land investors. There is more information available to land investors on the Internet, so they are more knowledgeable, and they are looking for value. Prior to the recession, like many markets, there was

a sense of immortality to the land market and irrational exuberance in some cases. That no longer exists. Land investors are thoughtful. They want the investment to make sense financially in the short and long term.

ELR: Your website, [FayRanches.com](#), has some blockbuster listings. Share some of your highlights.

GF: For almost three decades we've been listing some of the sexiest and most productive private land available for purchase. The difference now is that we are doing it from coast to coast. From the Horseshoe Bar Ranch on the John Day River in Oregon to the Go Away sporting ranch in Mississippi and the Trafford Lake Ranch in Florida, we have a tremendous diversity of land investment opportunities. It's particularly fun and interesting because we have agents in each region of the United States with local knowledge and expertise, and I have the opportunity to learn what the value drivers are in these diverse markets. Whether it's vineyards, timber, row crop farms, working ranches, or sporting properties, it's all interesting and fun.

Of interest:

1. [Black Rock Ranch](#)
2. [Go Away](#)
3. [North Boulder River Ranch](#)
4. [Horseshoe Bar Ranch on the John Day](#)

ELR: Your firm produces an annual publication that highlights your listings and your brokerage's real strengths. *Land Investor* magazine, how can folks get a copy?

GF: Simply request a copy at [FayRanches.com](#) or from our partners in Texas, [RepublicRanches.com](#). Not at a computer? Call our office at (800) 238-8616 and we'll send you a copy. 🇺🇸

For Advertising Inquiries, email newsletter@landreport.com or call (205) 908-9872.

For advertising inquires contact publisher@landreport.com.
Email editorial inquiries to editor@landreport.com.

The Land Report Newsletter is produced by the editors of
The Land Report and is available in online and digital formats.