

America's BEST BROKERAGES

ANCIENT OAKS

These twin trees are remnants of long abandoned homesteads on the Cason Callaway Estate in Harris County, Georgia. Tom Brickman of Cyprus Partners has the \$42.5 million listing.



S O U T H

American Timberlands Company

www.americantimberlands.com

(843) 979-2221

2017 Sales: < \$50M

Who: Since inception, ATC has invested more than \$130 million in 35 investments. ATC is a land investment management organization that pursues a diversified value-add investment strategy focused on identifying additional non-timber return-generating opportunities from investments.

Wow: ATC acquired 2,000 acres in Charleston County, South Carolina, for \$18.36 million. Known as Point Farm, the property had been owned by the same family since 1699 when it was granted to the loyal subjects by King William III of England. Point Farm

is absolutely pristine. Not only is it undeveloped, but it is unencumbered by any easements and sits less than 20 miles from beautiful downtown Charleston. It also enjoys one-half mile of deep water frontage just four miles from the Atlantic Ocean.

Arkansas Land and Homes

www.arkansaslandandhomes.us

(870) 495-2123

2017 Sales: < \$50M

Who: Owned by Arlon and Pamela Welch of Cave City. **Wow:** I had an opportunity to sell a 523-acre property in Izard County. This property was a large piece that we had just sold the joining 1,080 acres the previous year, so when I received a call in the office in November from a gentleman who was looking for this type of ground, I quickly called this seller and asked for permission to show it. They agreed. My husband, Arlon Welch, took it from there. He showed the property two days later, and the contract was accepted within a week.

Butler Land and Timber Company

www.butlerlandandtimber.com

(800) 704-0645

2017 Sales: < \$50M

Who: We specialize in timber and recreational hunting tracts across Alabama, Georgia, and Florida from 20 to 20,000 acres.

Wow: We had 150 closings, and the first quarter of 2018 has us on pace to exceed that number.

Coldwell Banker Commercial Saunders Real Estate

www.saundersrealestate.com

(863) 648-1528

2017 Sales: \$100M–\$250M

Who: Founded in 1996 by Dean Saunders, ALC, CCIM, CBC Saunders offers strategic real estate services across the entire State of Florida. Our land professionals deal in ag land, ranchland, timberland, conservation easements, citrus groves, transitional and residential development land.

Wow: The most gratifying sale last year (though by no means

our largest transaction) was the sale of 400-plus acres of riverfront land with second magnitude springs to the State of Florida for a state park.

Compass South Land Sales

www.compassouthlandsales.com

(843) 538-6814

2017 Sales: \$100M–\$250M

Who: Compass South Land Sales specializes in the disposition of timberland, recreational properties, plantations, and estates throughout the South.

Wow: We represented a family office in the sale of 15,000 acres of Legacy Springs Ranch located 60 miles northwest of Austin on the Colorado River.

Cyprus Partners

www.cypruspartners.com

(205) 936-2160

2017 Sales: < \$50M

Who: Our agents are also licensed foresters, certified appraisers, or hold advanced degrees in related fields. Just as importantly, our proprietary database of more than 100,000 landowners is a powerful tool