

LAND FOR SALE – GEORGIA

465+ Acres – Early County – 340 acres in cultivation – 3 Valley pivot systems with an 8” well – one mile north of Blakely. \$3100 per acre.

560+ Acres – Early County – Good pastures – beautiful ponds – lots of game – horse barn with tack room – dog kennel – cattle corrals. \$5375 per acre. WILL DIVIDE.

Call Wheat Kirbo at 229-254-0348

LAND FOR SALE – FLORIDA

82+ Acres – Leon County – Various aged planted pines – beautiful rolling hills – somewhat secluded tract with great hunting. \$5500 per acre.

250+ Acres – Gadsden County – Finished quail plantation north of Quincy – upland pine timber and beautiful views of the surrounding area.

Call Rob Langford at 850-556-7575

LAND FOR SALE – ALABAMA

15.8+ Acres – Ashford – Fine commercial zoned tract with 935’ of paved road frontage in the city limits of Ashford. \$4000 per acre.

250+ Acres – Geneva County – Excellent tract for recreation and hunting – could be subdivided for homesites – near grass airstrip. \$2895 per acre.

Call John Taylor at 334-797-9010



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Timber Talk

SFC Newsletter

Newsletter for Southern Forestry Consultants, Inc.
Clients & Customers

Fall 2007

From the President's Desk

Here we are again. Another year has passed and the Holiday Season is upon us. We hope 2007 has been prosperous for you, your businesses, and especially your families.

Prosperity comes in many forms, and all too often we tend to get caught up in the financial side of the equation and all too seldom it seems we overlook the equally important aspects of success, like good health, good friends, a close family, good working conditions, and especially the opportunity to enjoy the glorious Natural World we live in. All of us hope you find time over the next few weeks to truly enjoy the blessings that abound in the woods. Whether it's a hike, hunt, canoe trip, or social gathering around a bonfire, make time for as many of these activities as possible. You will not be disappointed, and you will be amazed at how easily the problems of the day disappear from you mind and soul.

This year has certainly had its ups and downs. The housing and real estate markets have struggled with demand and ultimately price pressures. The timber market has been besieged by the housing slump and severe drought. There has been little good news and the economic forecasts are weak for most of 2008. There are bright spots and opportunities though and we work diligently on all fronts to apprise you of them whenever we deem necessary or appropriate. We are quite optimistic that with normal rainfall and a little luck, 2008 will be better for you and us.

We again wish you the very best for the Holiday Season and New Year. We appreciate your confidence in us and cherish the hours we spend helping you attain your goals for your property.

Michael Dooner, President

Where There's Smoke There's Fire

Think you can do without prescribed fires? Maybe you can, but look at all benefits you will give up.

There are two types of prescribed burns:

1. Site-preparation burning
2. Woods or understory burning

Site preparation burning is generally performed after a final timber harvest has taken place and reforestation of the site is the objective. This type of burn is usually performed in the late summer or fall. The objective is to get the fire as hot as possible in order to reduce logging slash and debris, and to control competing vegetation. This type of fire exposes bare mineral soil, thereby making it easier to plant seedlings for a new forest.

Depending on the primary objective, woods or understory burning (more readily known as prescribed burning) is performed beginning in the winter months and extends into the early summer months. Prescribed burning has many benefits: it protects the crop/over-story trees from devastating wildfires, controls unwanted hardwood competition that competes with the crop trees for sunlight, nutrients and water, and maintains the understory in a state of high quality herbaceous vegetation, which is beneficial to many types of wildlife. Foresters and wildlife biologists schedule prescribed burns to promote wiregrass and native warm season grasses, which are beneficial to our native southern wildlife species. Prescribed burning controls diseases like brown spot needle blight in longleaf pine seedlings and expedites nutrient recycling, which is beneficial to tree growth. Forestry consultants use prescribed burning to control the timing of large nutrient influxes into the soil so that results similar to a light fertilizer application are produced. Rotational burning over a period of years can reduce future reforestation costs. Prescribed burns can improve access within a stand for hunting and other recreational uses, as well as enhance aesthetic values by creating a more appealing park-like appearance. Ultimately this is very important because recent research indicates managed tracts receive higher land and timber prices than those that are unmanaged.

Still think you can do without prescribed burning? **With all these benefits, how could prescribed burning not be a major part of your overall natural resource management planning?** 📦



SOUTHERN FORESTRY DIRECTORY

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What Do We Do?

Oftentimes people ask us, "What Do You Do?" Well, the answer is quite long, quite diverse, and often involves the combined talents of members of our four companies: Southern Forestry Consultants, The Wildlife Company, Southern Forestry Realty, and Southern Development Group. The short answer is, "If it involves land or the natural resources thereon, we can do it." To be more specific a partial list includes:

- Forest management planning
- Forest inventory and appraisal
- Cost basis appraisal
- Estate appraisal
- Mechanical site preparation
- Chemical site preparation
- Hand tree planting
- Machine tree planting
- Prescribed burning
- Smoke management
- Fireline plowing
- Integrated pest management
- Invasive plant identification and control
- Predator control
- Property security
- Timber sale planning, administration, and supervision
- Vegetation management
- Wildlife management planning
- Wildlife population census
- Habitat conservation planning

- Conservation easement planning
- Biological assessments
- Threatened and endangered species issue management
- Red Cockaded Woodpecker management
- Gopher tortoise management
- Flatwoods salamander management
- Pond management
- Environmental auditing and consulting
- Road construction and maintenance
- Farm pond permitting and construction
- Real estate brokerage (for sellers and buyers)
- Real estate appraisals
- Real estate investment analysis
- Rural land entitlement
- Rural land enhancement
- Rural land development
- Rural land auctions
- Fence and gate installation

As you can see, our services range from the simple and obvious to the very complex and involved. We are truly integrated natural resource managers with an emphasis on non-industrial forests from Texas to Virginia. We certainly appreciate our relationship with you and ask that you remember us whenever one of the above topics is of interest to you, because one of our foresters, wildlife biologists, or real estate agents would love to be of service to you.

Other Featured Properties Available Through Southern Forestry Realty

Florida

The Farms at Rocky Creek, Jackson County, Florida.

38+ acres – 15-year old planted pines, food plots, excellent timber investment. \$4950/ac.

42+ acres – 15-year old planted pines, creek and hardwood bottom, outstanding timber & hunting property. \$4950/ac.

43+ acres – 15-year old planted pines, game corridor through hardwood bottom. \$4950/ac.

65+ acres – Perfect recreational tract, hay field, 8-10 year old planted pines, 15-year old planted pines, pond surrounded by majestic oaks, hardwood bottom with cypress pond. Duck hunting and food plots. \$4950/ac.

75+ acres – Hay field, cypress pond. Frontage on big Rocky Creek, hardwood bottoms with spring. 8-10 year old planted pines, full of game. \$4950/ac.

195+ ac, Old Glover Place in Jefferson Co., FL – 35 minutes east of Tallahassee. 6 beautiful ponds with fish and ducks. Natural upland pines and hardwoods. Full of turkey and deer. Power available. \$3250/ac.

119+ ac, Old Rowan Place in Gadsden Co., FL – 60-70 acres 12-year old planted pines, hardwood bottoms, great road system. Beautiful creek divides property. \$3850/ac.

300+ ac, Sycamore Farms in Gadsden Co., FL – Pasture for cattle or horses, various aged planted pines, 2 creeks, hardwood bottoms, food plots, house with pole barn. \$4725/ac

232+ ac, Flat Creek Farm in Gadsden Co., FL – Planted and natural pines of various ages, hardwood bottoms and high bluffs. Flat Creek and several feeder creeks meander throughout the property. Beautiful views, food plots, great hunting tract. \$4,000/ac.

105+ ac, Rosey Farm in Jefferson Co., FL – 40 acres 15-year old planted pines ready to thin, 55 acres cleared land ready for cattle or horses. Secluded on a dead end dirt road. Great hunting tract. \$5000/ac.

111+ ac, Watkins Place in Jefferson Co., FL – Beautiful rolling topography, hardwood bottom full of deer, turkey, and ducks. 39 acres 24-year old planted pines, 24 acres 13-year old planted pines. \$5000/ac.

Georgia

210+ ac, Decatur Co., GA – Cattle ranch with 1400 sq ft home, 2 barns, 4 wells, cow working pen, fencing, good road system. Large oaks and pecans. \$4759/ac.

380+ ac, Seminole Co., GA – Working farm with 264 acres in cropland, 30 acre pasture, 91 acres of woodlands. Beautiful 4900 square foot home with pool, plus a second 3 bedroom, 2 bath home. \$2,500,000.

Alabama

123+ ac, Geneva Co., AL – Great recreational tract offering hunting and fishing on the Pea River. 49 acres 23-year old planted pines and 19 acres 24-year old planted pines in quail hunting condition. \$2195/ac.

15+ ac, Geneva Co., AL – Excellent home place in a rural environment near the Florida line. One-quarter mile of paved road frontage. \$3300/ac.



October 2007

New Listings Added – 193

Total property value - \$173,881,793

Average listing price - \$900,941

September 2007

New Listings Added – 176

Total property value - \$146,002,515

Average listing price - \$829,559

Total Property Value on CTP Website (10/31/07)

\$1,810,995,312



Timber Market Report

When it comes to timber markets, we are singing the same old song, just a different refrain. Pine chip-n-saw has become the ugly stepsister for timber buyers, taking pine pulpwood's place from a few years ago. The housing market nationwide has continued to soften and the framing lumber markets have followed it. Some chip-n-saw mills have dealt with the situation by cutting prices, curtailing hours, and/or tightening their specifications. Other sawmills have simply shut down, either temporarily or permanently. Most people in the lumber industry don't expect the situation to improve much until at least the spring of 2009.

On the brighter flip side, pine pulpwood prices have been edging up and show signs of making a major jump. Pulp mills are beginning to get nervous about pulpwood stumpage supplies and the increasing talk of using smaller diameter trees (pulpwood) to make ethanol or generate power. They are also feeling the effects of reduced chip supplies from crippled or shuttered sawmills. For the first time in a long while, we are seeing pulp mills starting to boost prices and give their dealers additional price support. Heavy rains along the Atlantic coast in Florida and Georgia have forced pulp mills along the coast to look inland for stumpage in competition with other mills. In some areas, pine pulpwood prices are the best they have been since the late 1990's.

Prices for the larger diameter logs that are required for plywood and wider boards have also been reasonably good lately and are expected to hold up much better than the framing lumber (chip-n-saw) sized material. Pole markets, which often lag behind the housing market, have begun to soften some as utilities build inventories.

Hardwood markets remain mediocre in most areas and almost non-existent in others. Pulp mills are increasingly looking overseas, primarily to South America, for lower cost hardwood chip supplies. However, the recent movement of trees for fuel, if it continues, may dramatically affect the hardwood markets over the long term. A swirl of rumors about all kinds of new ethanol and fuel pellet plants continues across the southeast.

Of course, the lingering two year drought across most of the southeastern U. S. has not helped timber prices any. Many of those in the timber industry think pine pulpwood prices may jump significantly if conditions ever get wet, so pray for rain! In conclusion, every tract of timber and every situation is different. Local markets can vary widely and can change very quickly, so don't hesitate to rely on the intimate market knowledge and advice of your SFC forester when it comes time to market your timber. 🏠



Participating with



Cabela's Trophy Properties Partners with Southern Forestry Realty To Market Recreational Properties

Bainbridge, Georgia (November 1, 2007)—Southern Forestry Realty (SFR), one the Southeast's leading providers of recreational, investment and farming properties, today announced that Cabela's (NYSE:CAB) Trophy Properties has selected Southern Forestry Realty as a participant in the Cabela's Trophy Properties program to market recreational, investment and farming properties in Georgia and Alabama.

Southern Forestry Realty is a dedicated team of real estate professionals specializing in the sale of recreational, investment and farming properties. Through an association with Cabela's Trophy Properties, LLC, a wholly owned subsidiary of Cabela's and one of the most recognized names in the outdoors industry, Southern Forestry Realty has the ability to match buyers and sellers of these type properties throughout Georgia and Alabama.

Professionals at Southern Forestry Realty have experience with a variety of property types, including hunting land, farm land, timber land, and investment land. Southern Forestry Consultants, a sister company to SFR, is a consulting firm specializing in timber and land management. Their team of real estate professionals and foresters have years of experience helping clients purchase, manage and sell their dream property.

The excitement and passion of the Southern Forestry Realty staff is contagious. "This opportunity allows our team to provide a level of service to our clients that is unmatched by any real estate company in our area," said Southern Forestry Realty Broker Rob Langford, an avid outdoorsman and an owner of SFR. "We work hard to understand our clients' wants and needs for each property as well as the unique attributes of each tract we have the privilege to work on."

The combination of Southern Forestry Realty's network and Cabela's Trophy Properties' comprehensive and sophisticated marketing program provides recreational land investors an extensive selection of property listings and ensures sellers maximum exposure for their properties.

Southern Forestry Realty

Southern Forestry Realty is one of the Southeast's leading full service recreational, investment and farming property organizations. For over 20 years their family of companies has provided realty, land and timber management and wildlife management services to clients in the Southeastern United States. By leveraging local expertise with our regional reach, Southern Forestry Realty offers professional, innovative, and customized solutions to property owners, buyers and sellers throughout the region. For more information, visit the Company's website at www.SouthernForestryRealty.com.

Cabela's

Cabela's Trophy Properties LLC, a wholly owned subsidiary of Cabela's Corp. (NYSE:CAB), is a global network of experts who serve the recreational industry. For more information please call (800) 535-6007 or visit www.CabelasTrophyProperties.com.

Notes from the Broker . . .

Did you know?

You can not predict a buck's future antler potential based on his first set of antlers.

Did you know?

Tall Timbers Research Station is celebrating its 50th anniversary in 2008.

Did you know?

The reason some persimmon trees have fruit and others do not is because some persimmon trees are male and others are female. Only the female trees bear fruit.

Did you know?

There are 43,560 square feet in an acre. One square acre is 208.71 feet on each side.

If you have any fun facts you'd like to share, e-mail them to rob@southernforestryrealty.com.

Southern Forestry Realty is proud to be affiliated with Cabela's Trophy Properties in Alabama and Georgia.

GEORGIA

The following properties are included in the Cabela's Trophy Properties Program:



West Farms. 300+/- acres of beautiful rolling hills located in Grady County, Georgia, that offer much diversity for the recreation owner. The tract has 3 ponds, perfect for duck hunting or fishing, pasture, pine plantation, upland and lowland hardwoods, dove fields, several food plots and a barn. The old south Georgia farmhouse has been fully restored and is in excellent condition. Paved road frontage from two county roads provides access to the property from two sides. Located only 45 minutes north of Tallahassee, this is an excellent opportunity to own a well manicured property. \$5,300 per acre. Call Wheat Kirbo at 229-254-0348.



Located along Hwy. 111 just north of the Florida/Georgia line, Shaw Creek Stations combines the tranquility of rural living with the amenities of the city life. Only 20 minutes from Tallahassee, FL, these 4-20 acre home sites are the perfect answer. Prices start at \$30,000. The beautiful rolling topography, ponds, and very diverse terrain will make a perfect home for those looking to get away.



Located along the Ellaville to Andersonville Highway, these beautiful homesites are covered in pine timber. Each tract has approximately \$2,000 per acre worth of timber on it. These properties have a gently rolling topography and are full of wildlife. You will not find a more beautiful homesite in Sumter County!

213± acres in Grady County. This tract features 4 beautiful ponds totaling 16 acres. It has 120 acres that are currently in cultivation. This land can continue to be cultivated, converted to pasture, or planted in pines. The remaining 77 acres of the property are in natural growth hardwoods and pines surrounding a beautiful creek bottom. The topography is rolling and provides for some beautiful views of the tract from several ridges. \$4320 per acre.

ALABAMA

The following properties are included in the Cabela's Trophy Properties Program:



Geneva Co., AL, 160+/- ac. This tract offers seclusion and is ideal for the duck and deer hunter. Wildlife abounds on the property. There is a 2,160 square foot home and timber cruise information is available upon request. **\$2,500 per acre.**



Houston Co., AL, 12.54 +/- ac. Located on a paved road, this tract is ideally suited for a home, with plenty of room for horses. Far enough from town to be in the country, but close enough for town conveniences. **\$75,000.**



Pike Co., AL, 260+/- ac. This tract is an excellent timber investment and recreational tract. Loaded with loblolly and longleaf pine plantations plus natural pine and hardwood stands. Good deer and turkey habitat. **\$2,750 per acre.**



Henry Co., AL, 21 +/- ac. Located approximately 3 miles east of Abbeville, this tract is old farm land that has 2 homes. The older home was built in the early 1900's and the second home was built in 1970. **\$99,500.**