



# 8,160 +/- ACRE OTTER CREEK TIMBERLANDS

US-19/98  
OTTER CREEK, FL 32683

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# Property Summary



## OFFERING SUMMARY

Sale Price:	\$15,250,000
Lot Size:	8,160 Acres
Zoning:	Agricultural
Market:	North Central Florida
Submarket:	Otter Creek

## PROPERTY OVERVIEW

Otter Creek Timberlands are an outstanding recreational tract and timberland investment opportunity located in Levy County. A total of 8,160 acres, it lies adjacent to the 7,600-acre Devil's Hammock Wildlife Management Area and is approximately one-half hour away from Florida's beautiful Cedar Key on the Gulf of Mexico and the University of Florida in Gainesville.

The property contains an abundance of wildlife including deer, Osceola wild turkeys, feral hogs, and small game, which makes it ideal for someone seeking investment property with added recreational benefits. What makes this tract of land truly valuable is the property's potential income from timber production. Otter Creek Timberlands is a productive timberland property, and its location in Northern Florida makes it an ideal place for someone interested in accessing Florida's strong timberland market.

With a favorable upland to wetland ratio of approximately 65%/35% the property is well suited to planted pine production. The uplands on the property contain productive soils and consist of roughly 1,724 acres of merchantable planted pine and 1,446 acres of pre-merchantable planted pine. Many of planted pine trees located on the property are ready to be harvested and sold. With excellent external access to 2 paved highways, and a well-developed internal system of woods roads, Otter Creek Timberlands is an excellent opportunity for any investor seeking land for both recreation and timber production.



# Otter Creek Highlights

## SALE HIGHLIGHTS

- 8,160 +/- Acres
- \$1,869/Per Acre
- 5.6 Miles of Frontage on US Hwy 19
- 65% Uplands
- Excellent Wildlife Population
- Timber and Hunting Lease Income



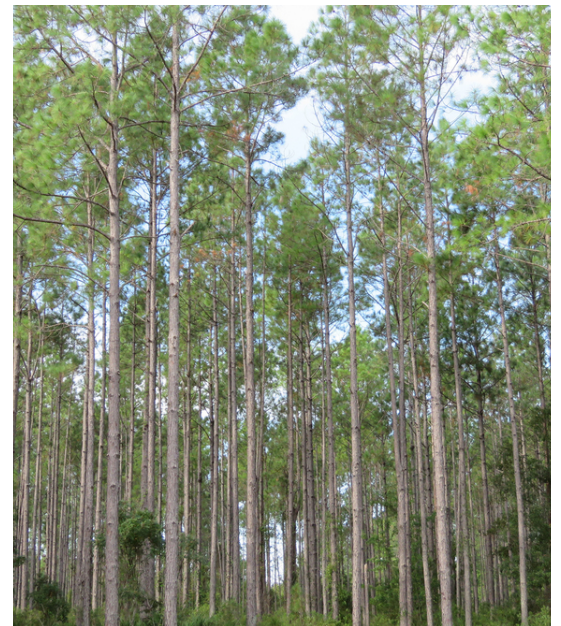


# Photos





# Photos



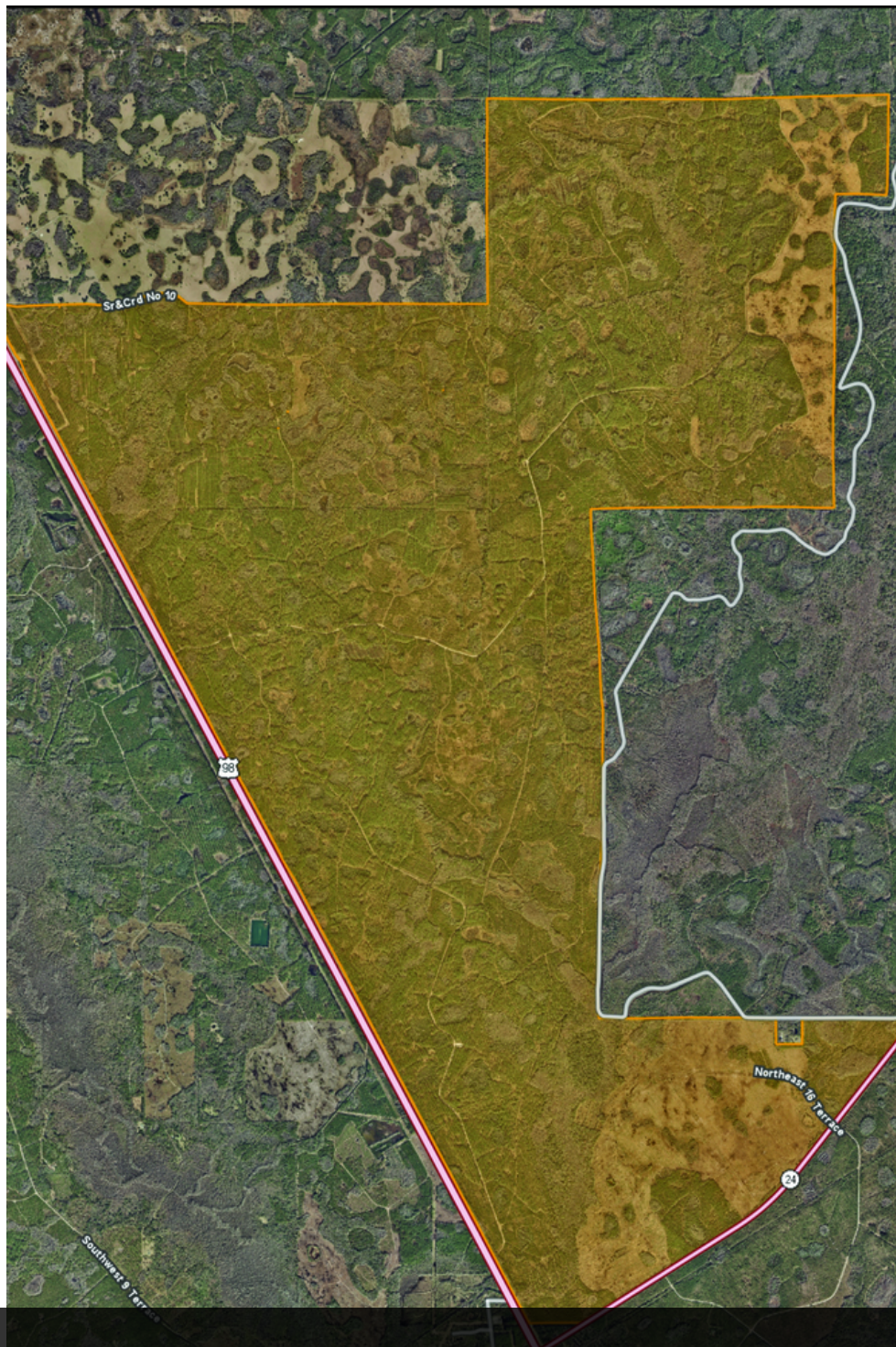


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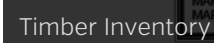


# Maps



Parcel Map





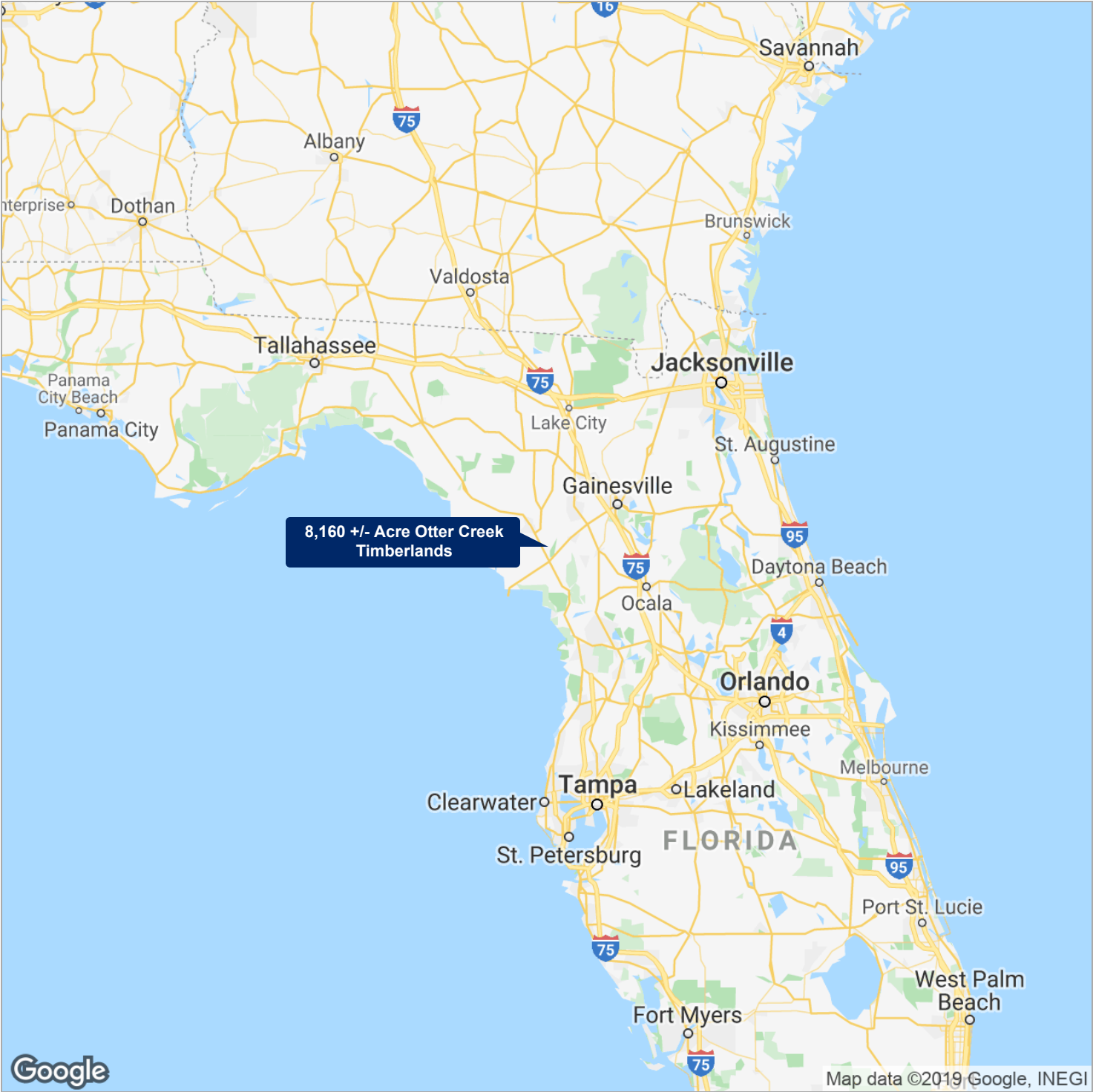


# Timber Inventory

## OTTER CREEK TIMBERLANDS

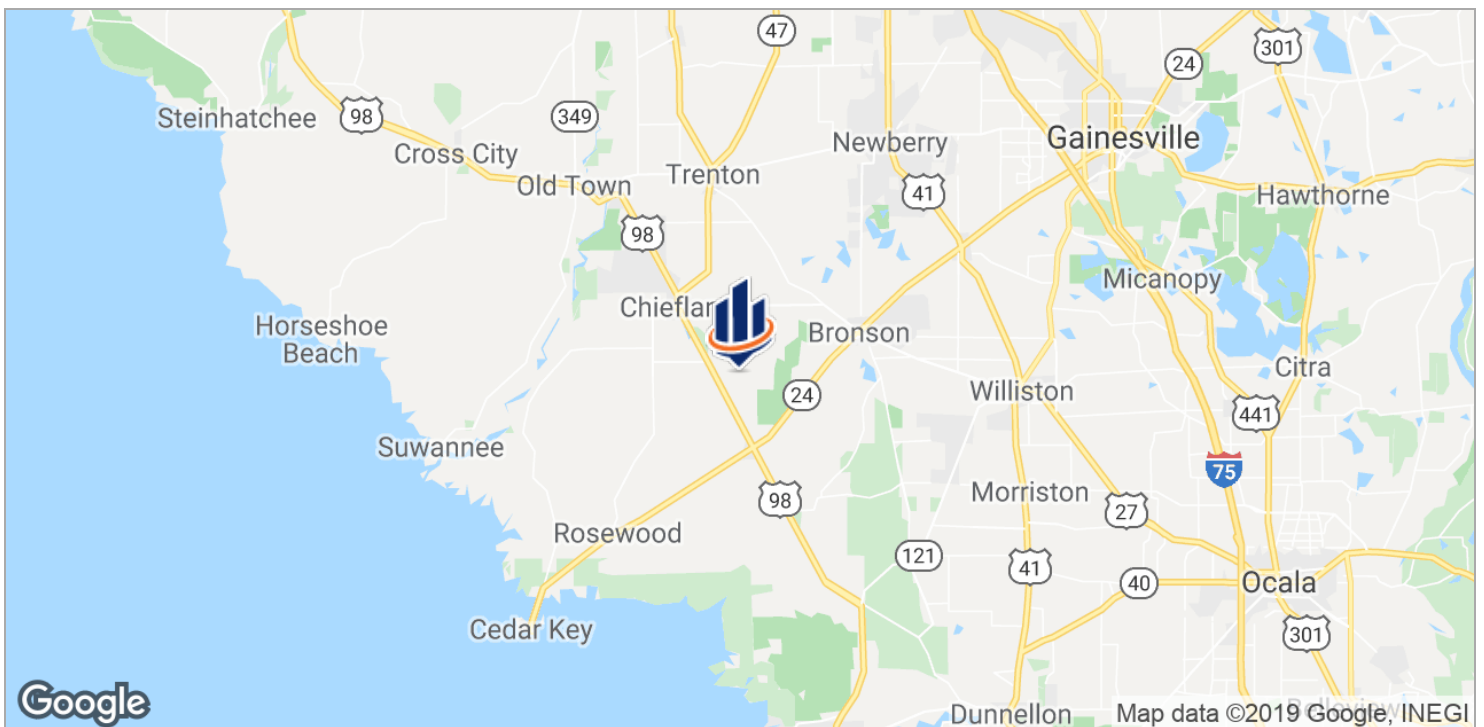
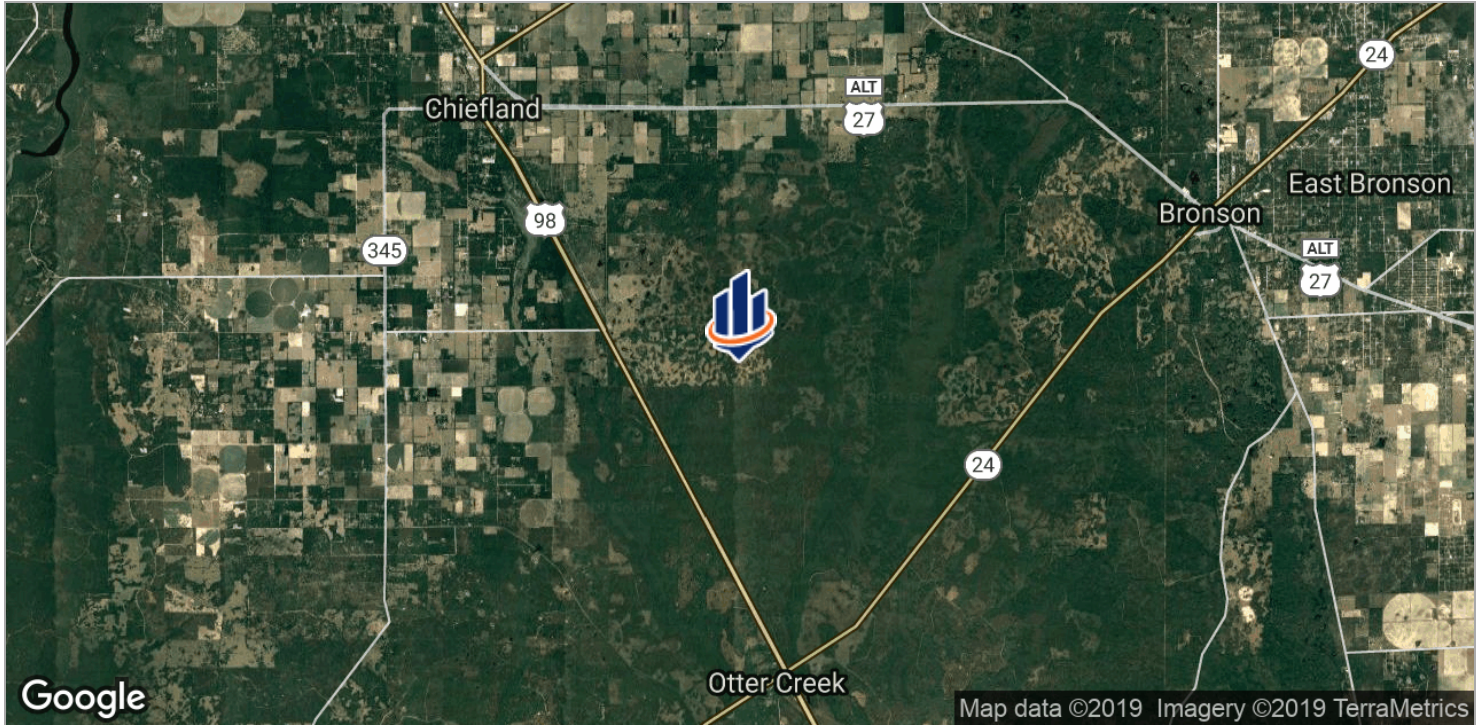
LAND COVER	COVER DESCRIPTION	STAND ID	DOMINANT SPECIES	ESTABLISHMENT YEAR	ACRES
<b>Cutover Pine Plantation</b>	Open Productive	81		0	1523
<b>Total</b>					<b>1523</b>
<b>Natural Timber, Bottomland, Merchantable</b>	Hardwood	71	Soft Hardwood	0	240
	Hardwood - Cypress	72	Cypress	0	82
		73	Hardwood	0	255
		74	Soft Hardwood	0	445
<b>Total</b>					<b>1023</b>
<b>Natural Timber, Bottomland, Premerchantable</b>	Hardwood	75	Soft Hardwood	0	93
	Hardwood - Cypress	76	Cypress	0	564
		77	Pond Cypress	0	7
		78	Soft Hardwood	0	973
	Hardwood - Pine	79	Soft Hardwood	0	27
	Hardwood Pond	80	Soft Hardwood	0	200
<b>Total</b>					<b>1865</b>
<b>Non-Timber, Open</b>	NP - Company Roads	91		0	103
	NP - Hunting/Fishing Camp	92		0	3
	NP - Office/Home site	93		0	2
	NP - Pond	94		0	2
	NP - Road	95		0	10
	NP - Swamps, Marshes, Bays	96		0	6
	NP - Utility ROW's	97		0	8
	NP - Wildlife Food Plot	98		0	1
<b>Total</b>					<b>135</b>
<b>Pine Plantation, Merchantable</b>	Pine Plantation	1	Loblolly Pine	2004	36
		2	Slash Pine	1982	7
		3	Slash Pine	1985	171
		4	Slash Pine	1986	118
		5	Slash Pine	1987	34
		6	Slash Pine	1988	219
		7	Slash Pine	1991	199
		8	Slash Pine	1993	87
		9	Slash Pine	1994	193
		10	Slash Pine	1996	188
		11	Slash Pine	1997	207
		12	Slash Pine	2000	27
		13	Slash Pine	2001	8
		14	Slash Pine	2002	230
<b>Total</b>					<b>1724</b>
<b>Pine Plantation, Premerchantable</b>	Pine Plantation	15	Slash Pine	2005	196
		16	Slash Pine	2008	670
		17	Slash Pine	2009	534
		18	Slash Pine	2011	47
<b>Total</b>					<b>1446</b>
<b>Timber Under Contract - Cutover Pine Plantation</b>	Open Productive	4	Slash Pine	0	21
		81		0	424
<b>Total</b>					<b>444</b>
<b>Grand Total</b>					<b>8160</b>

# Regional Map



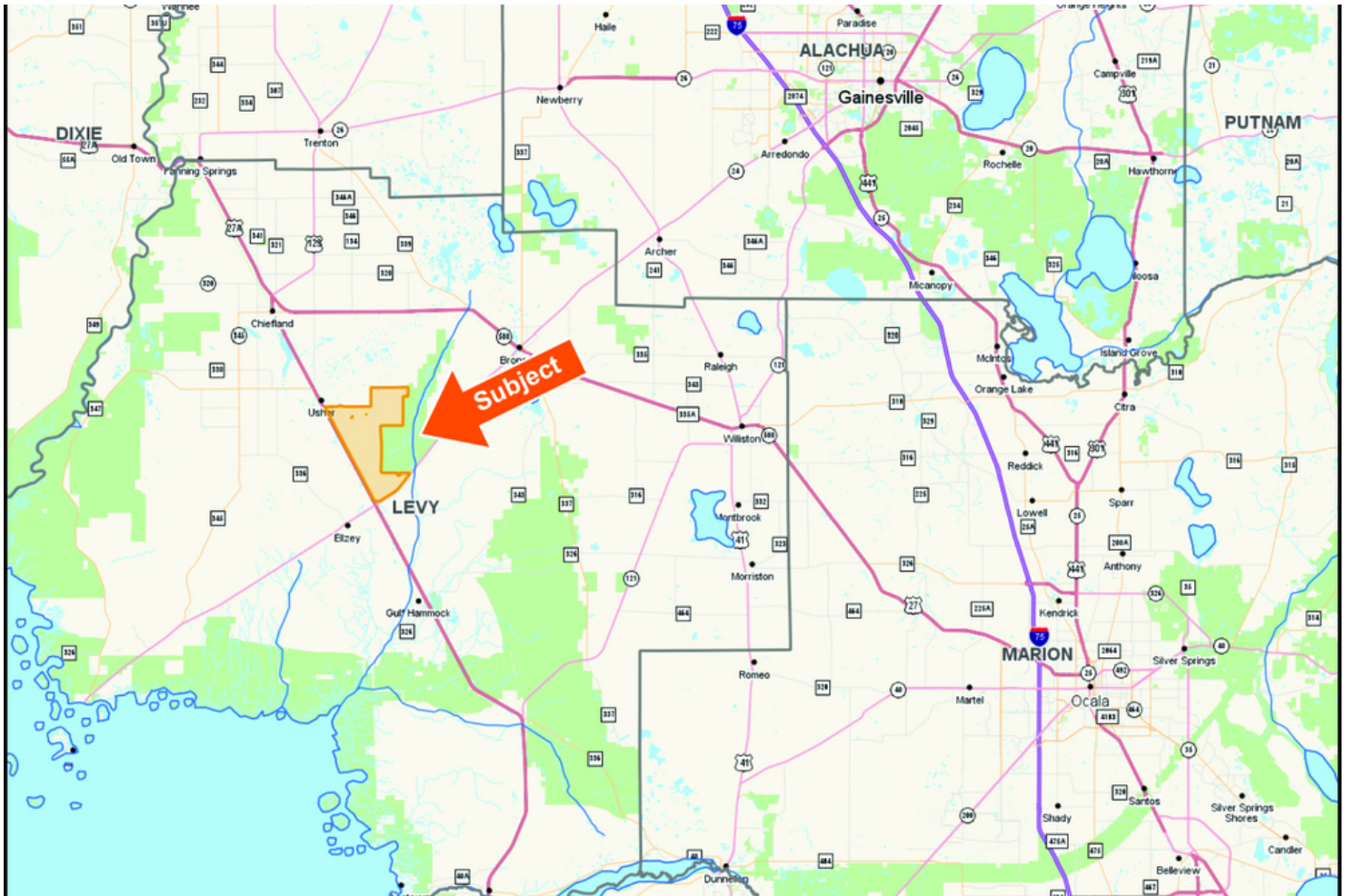


# Location Maps





# Parcel Boundary Map



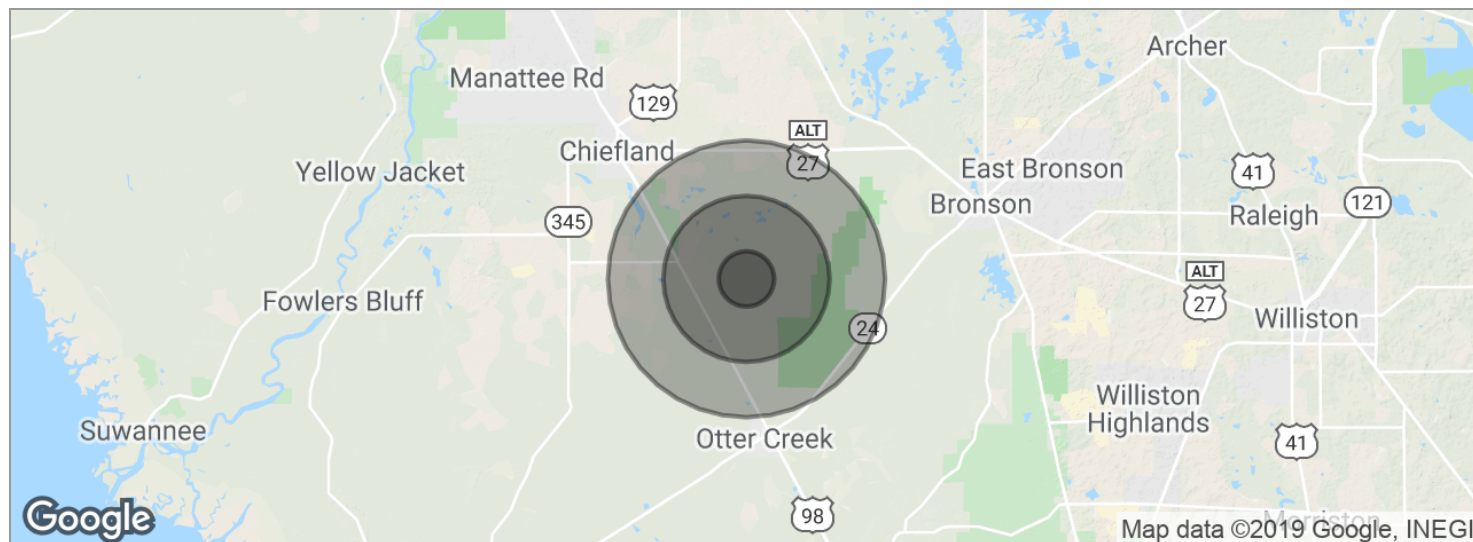


# Aerial Map





# Demographics Map



POPULATION	1 MILE	3 MILES	5 MILES
Total population	5,391	8,241	13,325
Median age	27.2	31.5	35.0
Median age [Male]	26.4	30.5	33.8
Median age [Female]	28.1	35.1	40.7
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	1,883	2,664	4,008
# of persons per HH	2.9	3.1	3.3
Average HH income	\$46,573	\$49,538	\$51,563
Average house value		\$156,237	\$123,851

\* Demographic data derived from 2010 US Census



# Advisor Bio

## DEAN SAUNDERS

Managing Director/ Senior Advisor



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## PROFESSIONAL BACKGROUND

Dean Saunders, ALC, CCIM is Managing Partner & Senior Advisor at SVN | Saunders Ralston Dantzler Real Estate in Lakeland, Florida.

Since 1985, Dean has specialized in Florida land and conservation easements. He served in the US Senate as Agricultural Liaison, Special Assistant, and Director of External Affairs to US Senator Lawton Chiles, then Governor Chiles [D-FL].

From 1992 to 1996 he served in the Florida House of Representatives, where his strong passion for supporting landowner property rights and conserving the integrity of a property's natural resources culminated in his authorship of groundbreaking conservation legislation.

He comes from an eighth-generation Florida agricultural family, earned a BSA from the University of Florida in Fruit Crops, Food and Resource Economics, and is a recognized Florida land and conservation easement authority.

In 1996, Dean formed the real estate brokerage firm as Saunders Real Estate, LLC and affiliated with the Coldwell Banker Commercial brand in early 2006. This affiliation brought a national and global presence to the firm.

In 2019, Saunders Real Estate affiliated with the SVN Shared Value Network®, a globally recognized commercial real estate brand united by a shared vision of creating value with clients, colleagues and communities. The brokerage also more fully integrated with its sister company, Saunders Ralston Dantzler Realty, a comprehensive commercial real estate brokerage, to become SVN | Saunders Ralston Dantzler Real Estate.

Dean receives significant recognition for exemplary sales performance and industry leadership.

- In 2019, he was elected to serve as the REALTORS® Land Institute [RLI] 2020 National Vice President and will become the organization's President in 2022.
- In 2019, he was named one of Florida Trend's Florida 500 for his work in the real estate industry based on extensive contacts in regional business circles, hundreds of interviews, and months of research, and are considered Florida's most distinguished industry leaders.
- In 2018, he was awarded the APEX Top National Producer Award, being recognized as the highest-producing agent in the country for land sales based on qualifying production volume.
- He has earned the #1 Sales Professional annual recognition in the Coldwell Banker Commercial affiliate network five times, most recently in 2018.
- He led the company to Coldwell Banker Commercial's highest honor, the Commercial Elite annual award for outstanding company sales performance and customer service 14 times.
- He was recognized as the Florida Realtor® of the Year by the Realtors® Land Institute [RLI].
- In 2003, Saunders was selected by the National Association of Realtor®, along with Alan Greenspan, then four-term chairman of the Federal Reserve Board, as one of the exclusive nine "Notables." As a Notable, Dean was considered by his peers to be among the influential in real estate nationally.
- He worked on one of the largest land transactions in Florida's history brokering 80,000 acres in the Florida Panhandle for \$565,000,000

# Advisor Bio

## JOHN A. " TONY" WALLACE

Senior Advisor



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### PROFESSIONAL BACKGROUND

Tony Wallace, CF is a Senior Advisor at SVN | Saunders Ralston Dantzler Real Estate in Lakeland, Florida.

Tony is the Chief Operating Officer and a principal of Natural Resource Planning Services, Inc., a forestry consulting firm operating in Florida and Georgia.

He is a Certified General Real Estate Appraiser in both Florida and Georgia, a Georgia Registered Forester, a Certified Burn Manager in Georgia, and a Certified Forester through the Society of American Foresters, as well as a member of the Association of Consulting Foresters.

He has over 25 years of experience providing a full range of forestry and land management services to clients throughout Florida and Georgia.

Tony holds a Bachelor of Science degree in forestry from Mississippi State University

He is a member of the Society of American Foresters, serves on the board of directors and has held past offices for the Florida Forestry Association, serves on the land management advisory committee of the Suwannee River Water Management District, and serves on the technical committee for the Florida Department of Agriculture and Consumer Services.

Tony lives in Alachua, Florida with his wife.

### EDUCATION

Bachelor of Science in Forestry, Mississippi State University; Starkville, Mississippi

### MEMBERSHIPS & AFFILIATIONS

State-Certified General Real Estate Appraiser [RZ2852] – Florida  
Certified General Real Property Appraiser [297757] – Georgia  
Registered Forester [2536] – Georgia  
Certified Forester – Society of American Foresters  
Licensed Real Estate Broker [BK578235] – Florida  
Certified Burn Manager – Georgia

Society of American Foresters  
Member and SAF Certified Forester  
Florida Forestry Association  
Board of Directors  
Landowner Committee Chair 2007-2008  
Greenbelt Task Force Chair 2007  
Recipient of 2009 "Above and Beyond" Award  
Suwannee River Water Management District



# Advisor Bio

## BARTOW MCDONALD IV

Managing Director



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## PROFESSIONAL BACKGROUND

Bartow McDonald IV is an entrepreneur who serves as managing director for SVN in Ocala, FL, where he enjoys working on commercial real estate deals in North Central Florida.

Prior to joining SVN, McDonald served as the vice president of acquisitions and development for Cope Properties, Inc. in Ocala, Florida where he was responsible for the acquisition, entitlement, and marketing of portfolio and client properties.

Previously, McDonald served as the founder and chief executive officer of two start-up companies; Bluewire, a service based electrical solutions company and StoreParts, an e-commerce company that supplied supply chain management technology to the supermarket and food retail industries.

Before starting two companies, McDonald spent six years working for a fast-growing international manufacturing firm, where he gained in-depth industrial experience through his leadership positions in manufacturing operations, distribution, logistics, and marketing.

In the early 1990's, McDonald served in college leadership with Young Life and interned with the Southwestern Company and Merrill Lynch.

McDonald currently serves on the board of directors for RMI [Reciprocal Ministries International]. He previously served as board member for Ocala Chamber of Commerce, the Central Florida Commercial Association of Realtors, chairman of the regional advisory board of directors for RBC Bank and as a director on the advisory board for Wachovia Bank. In addition, he has participated as a conference speaker for the Florida Venture Capital Forum, the Food Marketing Institute and has been quoted in the Wall Street Journal and Forbes.

McDonald earned his MBA and Bachelor of Science from the University of Florida in Gainesville, Florida.

Sight fishing and bow hunting are two things that will get him up before sunrise.

## EDUCATION

MBA, University of Florida  
BS, University of Florida



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