

CASE STUDY

SHOAL RIVER RANCH DISPOSITION



ASSIGNMENT

10,050 ACRE TIMBER/AGRICULTURAL LAND DISPOSITION

LOCATION

Okaloosa County, FL

PROPERTY FEATURES

- Zoned a mix of Agricultural and Industrial
- Listed as "Mega-site" by State of Florida
- Existing Cell Tower with lease of \$25,000 per year
- Existing pinestraw lease of \$220,000 per year
- 6.0 miles of dual frontage along I-10
- 5.7 Miles of frontage along CSX Rail
- 4.2 Miles of frontage along US Hwy 90
- 32 Spring fed, year round ponds
- 1,675 Acres Crop Land
- 4,300 Acres+ Planted Slash/Loblolly
- 2,800 Mixed Harwood Bottoms and Scrub
- 3 Homes and 2 Barns

RESPONSIBILITIES

- » Took inventory and mapped all timber stands on the property
- » Had aerial photography flown of the entire 17 square mile property
- » Managed the process of surveying the property and identifying existing easements
- » Identified and contacted the owners for all mineral rights claims on the property
- » Served as liaison to the various governmental entities that had jurisdiction over the site including:
 - » Eglin Air Force Base
 - » The City of Crestview
 - » Okaloosa County Commission
 - » Okaloosa County Planning and Zoning
 - » Northwest Florida Water Management District
 - » Okaloosa County Economic Development Department
 - » State of Florida Department of Transportation
- » Negotiated railroad crossing improvements and license extensions with CSX railroad
- » Please visit: www.shoalranch.com



HEATH MILLIGAN

PRINCIPAL

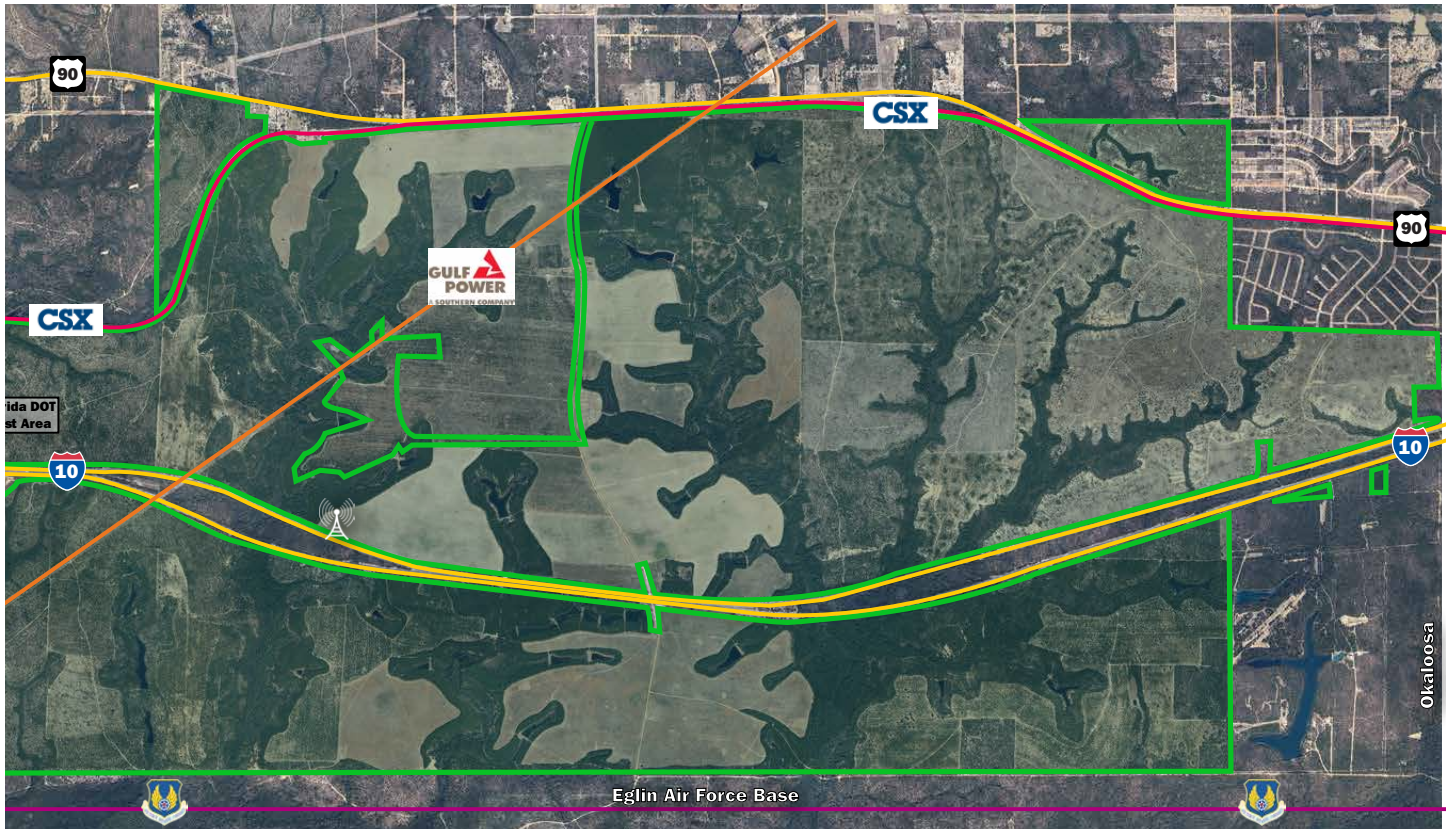
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MARKETING STRATEGY AND RESULTS

Over a 21 day period of onsite and area research, we compiled a massive amount of due diligence on the site and prepared marketing materials. We built a dedicated website www.shoalranch.com to convey all of the information, including an interactive photo tour of the property. Using a proprietary list, we contacted or met with all of the top 300 private timberland owners in the United States. We also contacted a large list of regional developers and land speculators who operate in the area. Within 30 days of launching the listing we had 12 qualified offers for purchase.