



**AVALON TIMBERLANDS**  
**JEFFERSON COUNTY, FLORIDA**







## **AVALON TIMBERLANDS**

**JEFFERSON COUNTY, FLORIDA**

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**\$17,000,000 | 8,675± ACRES**

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LISTING AGENT: **ELLIOTT DAVENPORT, JR.**

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## TRUSTED *by* GENERATIONS, *for* GENERATIONS

Land... that's where it all begins. Whether it is ranch land or family retreats, working cattle ranches, plantations, farms, estancias, timber or recreational ranches for sale, it all starts with the land.

Since 1946, Hall and Hall has specialized in serving the owners and prospective owners of quality rural real estate by providing mortgage loans, appraisals, land management, auction and brokerage services within a unique, integrated partnership structure.

Our business began by cultivating long-term relationships built upon personal service and expert counsel. We have continued to grow today by being client-focused and results-oriented—because while it all starts with the land, we know it ends with you.

WITH OFFICES IN:

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|                             |                        |
|-----------------------------|------------------------|
| DENVER, COLORADO            | BOZEMAN, MONTANA       |
| EATON, COLORADO             | MISSOULA, MONTANA      |
| STEAMBOAT SPRINGS, COLORADO | VALENTINE, NEBRASKA    |
| SUN VALLEY, IDAHO           | COLLEGE STATION, TEXAS |
| TETON VALLEY, IDAHO         | LAREDO, TEXAS          |
| HUTCHINSON, KANSAS          | LUBBOCK, TEXAS         |
| BUFFALO, WYOMING            | MELISSA, TEXAS         |
| BILLINGS, MONTANA           | SOUTHEASTERN US        |

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SALES | AUCTIONS | FINANCE | APPRAISALS | MANAGEMENT

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## EXECUTIVE SUMMARY

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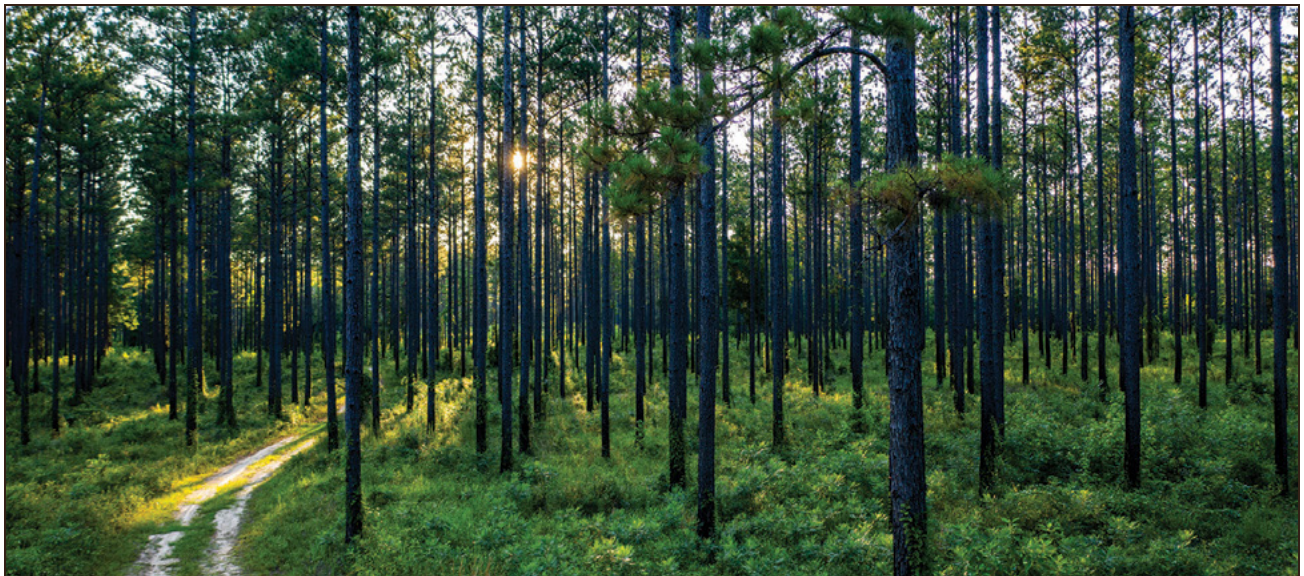
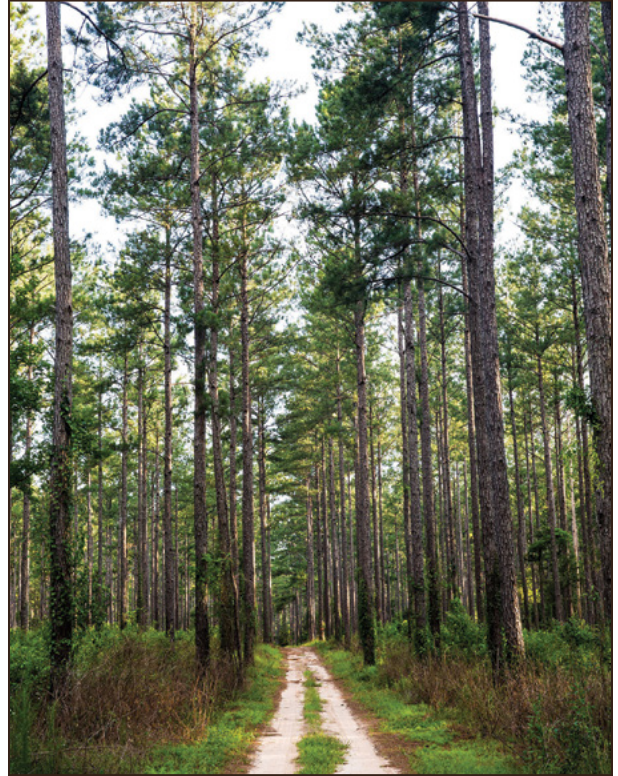
*Avalon Timberlands is an excellent timberland investment opportunity in North Florida's Jefferson County, located only 20 miles east of Tallahassee. Consisting of 8,675± acres, this is one of the largest contiguous timber investment properties available in northwest Florida. The location is in the desirable Red Hills region, where land tends to have higher and better uses beyond timber management. More importantly, given Avalon Timberlands' focused history of professional timber management, this North Florida location benefits from a very active and competitive regional forest product market with readily available access to several mills. As of June 2020, there are more than 160,000 tons of pine timber, 70% of which are sawlogs, and 404,000 tons of hardwood and cypress timber on the property. The recreational hunting opportunities abound and two hunting leases generate \$70,000± annually in income.*



## TIMBER RESOURCES

Avalon Timberlands primarily consist of loblolly pine plantations with a marginal amount of slash pine present. Of the total 8,765± acres, 22% is in pre-merchantable pine and 79% of this pre-merchantable pine consists of superior containerized seedlings. More specifically, these seedlings were produced via Mass Control Pollination (MCP) process. Each MCP family is created by applying the pollen of the highest performing father trees to the flowers of the best

mother trees on a large scale. Unlike open pollinated families in traditional orchards, by controlling both the mother and father in these crosses, each seedling family is a unique hybrid combination. Generally, these plantations have higher seedlings costs but exhibit superior growth characteristics as compared to typical pine seedlings (open source pollination).





19% of the property is in merchantable pine plantations, which is almost exclusively in 30-year-old loblolly stands giving the opportunity to harvest 100,000± tons of sawtimber in the very immediate future.

Utilizing current cruise data provided by a very reputable forester with a lot of history on the property, Avalon Timberlands has a strong site index on its pine plantation stands that exhibit a range of approximately 75 to 80 feet (base age 25), which is above average for the region.








53.8% of Avalon Timberlands is comprised of nonconvertible natural hardwoods that have not been touched since before 1970. Most of the hardwood areas are predominantly mixed hardwood bottoms that tend not to be suitable for intensive management. However, most hardwood areas have been subject to custodial-type management with opportunistic harvesting available as weather and logging conditions permit.

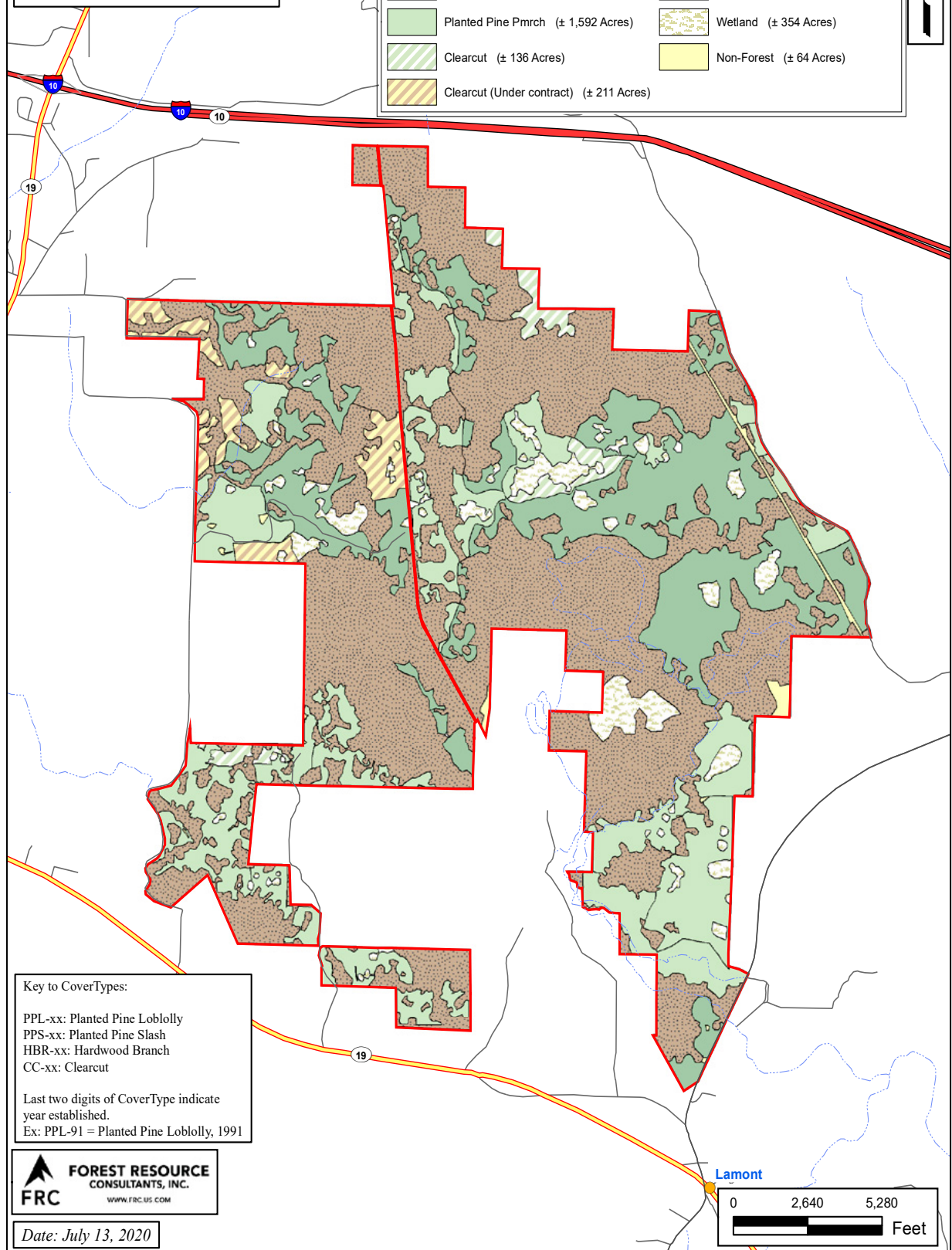




# Avalon Timberlands Jefferson County, FL

## Legend

|   |   |   |                                 |
|---|---|---|---------------------------------|
|  | Planted Pine Mrch (± 1,648 Acres)       |  | Hardwood Branch (± 4,670 Acres) |
|  | Planted Pine Pmrch (± 1,592 Acres)      |  | Wetland (± 354 Acres)           |
|  | Clearcut (± 136 Acres)                  |  | Non-Forest (± 64 Acres)         |
|  | Clearcut (Under contract) (± 211 Acres) |   |                                 |



### Key to CoverTypes:

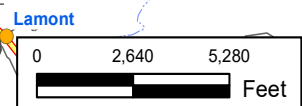
PPL-xx: Planted Pine Loblolly  
 PPS-xx: Planted Pine Slash  
 HBR-xx: Hardwood Branch  
 CC-xx: Clearcut

Last two digits of CoverType indicate  
 year established.

Ex: PPL-91 = Planted Pine Loblolly, 1991



Date: July 13, 2020







## TIMBER VOLUMES

| PRODUCT                      | UNIT        | PINE PLANTATIONS<br>VOLUME | NATURAL STANDS<br>VOLUME | TOTAL<br>VOLUME |
|------------------------------|-------------|----------------------------|--------------------------|-----------------|
| PINE PULPWOOD (LONG)         | TONS        | 3,744                      | 3394                     | 7,138           |
| PINE PULPWOOD (SHORT)        | TONS        | 14,956                     | 7,008                    | 21,964          |
| PINE CHIP-N-SAW              | TONS        | 13,367                     | 1,883                    | 15,250          |
| PINE SAWTIMBER               | TONS        | 83,962                     | 27,529                   | 111,491         |
| PINE POLES                   | TONS        | 2,376                      | 0                        | 2,376           |
| SPRUCE PINE PULPWOOD (LONG)  | TONS        | 0                          | 617                      | 617             |
| SPRUCE PINE PULPWOOD (SHORT) | TONS        | 20                         | 396                      | 416             |
| SPRUCE PINE PLYLOGS          | TONS        | 115                        | 1,494                    | 1,609           |
| <b>TOTAL PINE</b>            | <b>TONS</b> | <b>118,540</b>             | <b>42,321</b>            | <b>160,861</b>  |
| HARDWOOD PULPWOOD            | TONS        | 1,155                      | 14,663                   | 15,818          |
| HARDWOOD SAWTIMBER           | TONS        | 80                         | 2,145                    | 2,225           |
| SOFT HARDWOOD PULPWOOD       | TONS        | 1,230                      | 245,217                  | 246,447         |
| SOFT HARDWOOD SAWTIMBER      | TONS        | 223                        | 108,402                  | 108,625         |
| <b>TOTAL HARDWOOD</b>        | <b>TONS</b> | <b>2,688</b>               | <b>370,427</b>           | <b>373,115</b>  |
| CYPRESS MULCH                | TONS        | 0                          | 2,625                    | 2,625           |
| CYPRESS CHIP-N-SAW           | TONS        | 0                          | 2,095                    | 2,095           |
| CYPRESS SAWTIMBER            | TONS        | 0                          | 27,104                   | 27,104          |
| <b>TOTAL CYPRESS</b>         | <b>TONS</b> | <b>0</b>                   | <b>31,824</b>            | <b>31,824</b>   |
| <b>TIMBER VOLUME</b>         | <b>TONS</b> | <b>121,228</b>             | <b>444,572</b>           | <b>565,800</b>  |

### \*JUNE 2020 TIMBER CRUISE DATA







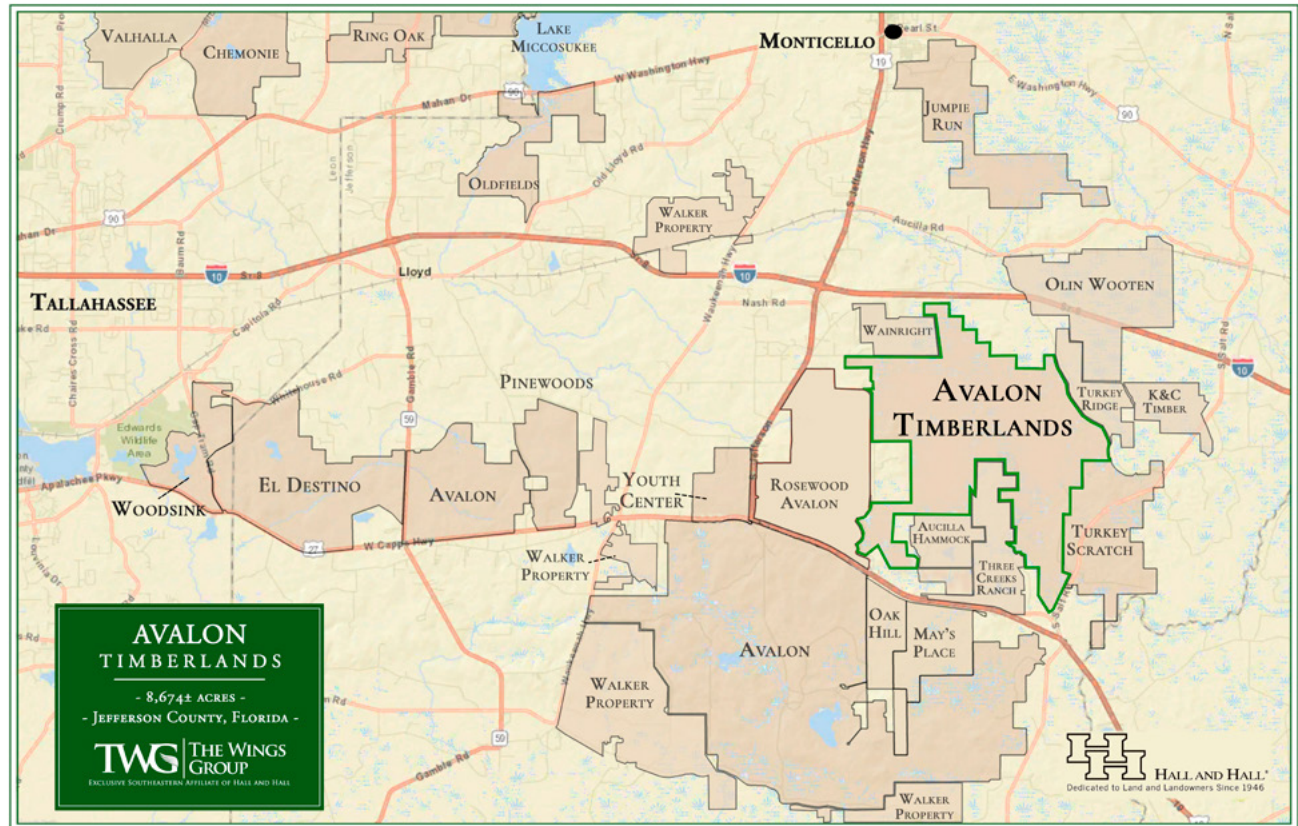


## SUMMARY OF TIMBER STANDS

| YEAR ESTABLISHED                               | STAND AGE | SPECIE     | ACRES        | PERCENT     |
|--|-----------|------------|--------------|-------------|
| 2020   | 0         | Clear Cut  | 347          | 4%          |
| 2020   | 0         | Loblolly   | 300          | 3%          |
| 2020   | 0         | Slash      | 94           | 1%          |
| 2019   | 1         | Loblolly   | 378          | 4%          |
| 2019   | 1         | Slash      | 52           | 1%          |
| 2018   | 2         | Loblolly   | 188          | 2%          |
| 2016   | 4         | Loblolly   | 247          | 3%          |
| 2014   | 6         | Loblolly   | 189          | 2%          |
| 2013   | 7         | Loblolly   | 135          | 2%          |
| 2008   | 12        | Loblolly   | 11           | 0%          |
| PRE-MERCHANTABLE PINE PLANTATION - TOTAL ACRES |           |            | 1,939        | 22%         |
|  |           |            |              |             |
| YEAR ESTABLISHED                               | STAND AGE | SPECIE     | ACRES        | PERCENT     |
| 2000   | 20        | Loblolly   | 40           | 0%          |
| 2000   | 20        | Slash      | 76           | 1%          |
| 1990   | 30        | Loblolly   | 1,532        | 18%         |
| MERCHANTABLE PINE PLANTATION - TOTAL ACRES     |           |            | 1,648        | 19%         |
|  |           |            |              |             |
| YEAR ESTABLISHED                               | STAND AGE | SPECIE     | ACRES        | PERCENT     |
| 1970   | 50        | Hardwoods  | 4,670        | 54%         |
| NATURAL - TOTAL ACRES                          |           |            | 4,670        | 54%         |
|  |           |            |              |             |
| YEAR ESTABLISHED                               | STAND AGE | TYPE       | ACRES        | PERCENT     |
| N/A  | N/A       | Non-Forest | 64           | 1%          |
| N/A  | N/A       | Wetland    | 354          | 4%          |
| OTHER - TOTAL ACRES                            |           |            | 417          | 5%          |
|  |           |            | <b>8,675</b> | <b>100%</b> |



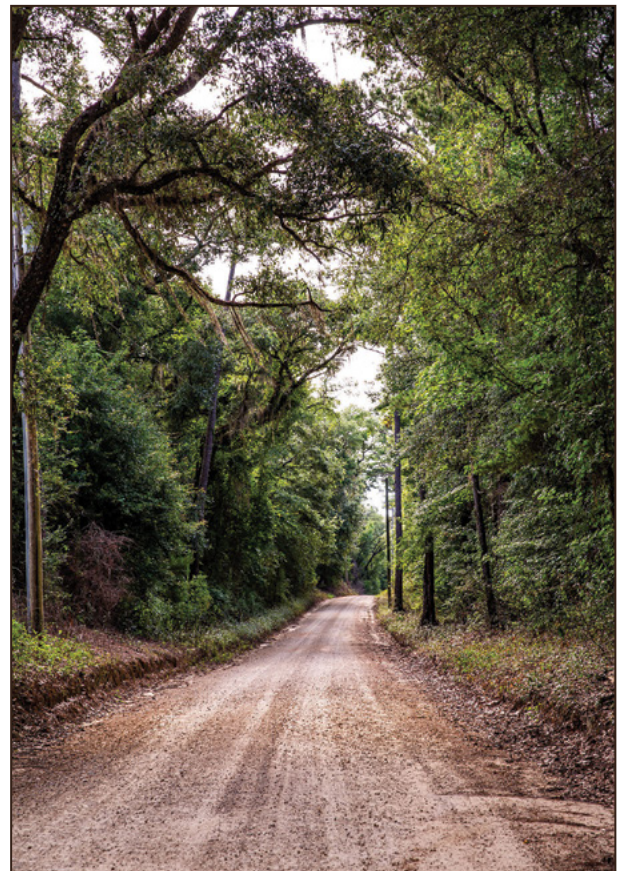
## LOCATION & TIMBER MARKET



Avalon Timberlands is located in Jefferson County, Florida, just eight miles south of the county seat, Monticello, and 20 miles east of the city limits of Florida's capital, Tallahassee. The region's well-established forest product market offers a competitive base of outlets all within reasonable haul distances. The majority of the access points are along WPA Road and Turkey Scratch Road with convenient access to I-10, US-19, HWY 27, and CR 257.

The property borders, or is in close proximity to, a significant number of large recreational and agricultural properties, including some of the most well-known wing shooting plantations of the Red Hills, a region that spans between Tallahassee and Thomasville.

Tallahassee International Airport is 35 minutes west of the property offering both private and public air transportation.





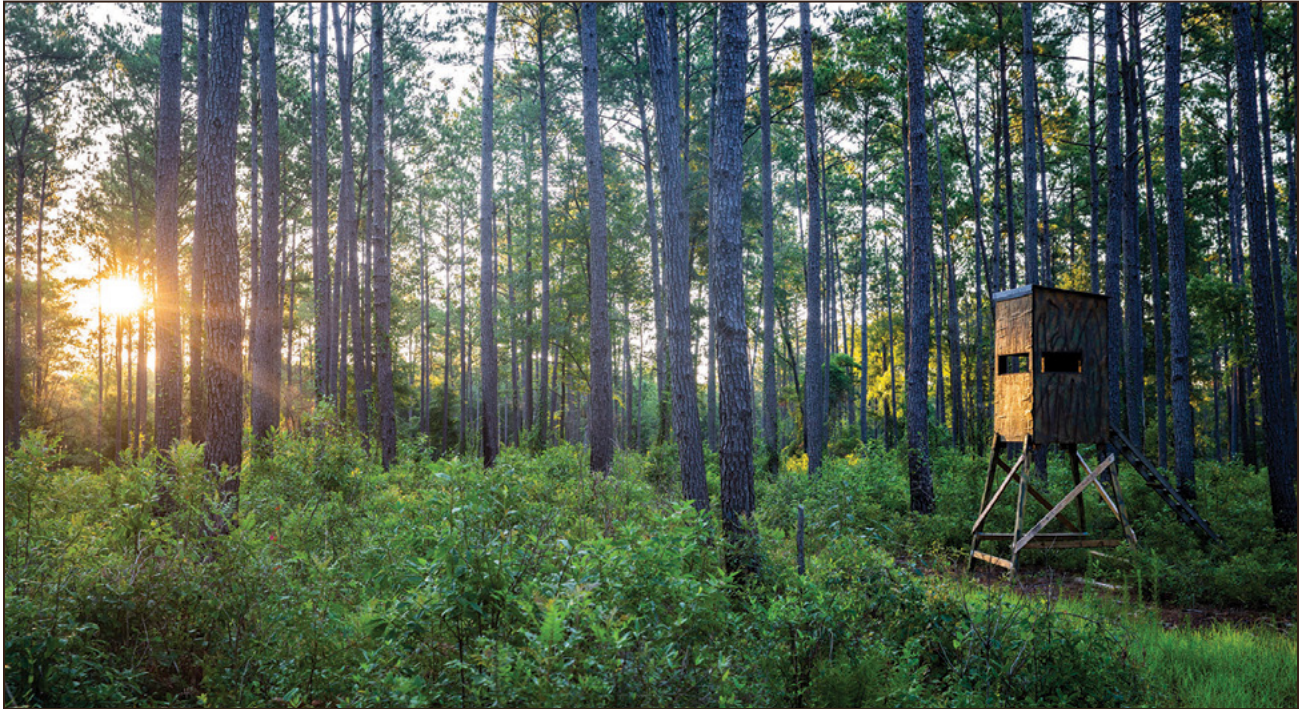
# MILL MARKET MAP





## RECREATIONAL USES

There are two established hunting leases on Avalon Timberlands that generate approximately \$70,000 in income annually. The recreational hunting opportunities in this neighborhood of Florida are highly sought after and hunting leases are in high demand on properties such as Avalon Timberlands.



The property is nearly entirely surrounded by plantations, farms, and recreational properties who manage their properties for wildlife, which creates the potential for higher recreational values on some parcels of Avalon Timberlands.

The hunt clubs have a long history of operating in the best interest of the property and follow QDMA guidelines for harvesting and building a quality deer herd. They are interested in continuing the leases.







*\*Photos above courtesy of BCD Hunters Haven Hunting Club Facebook page*





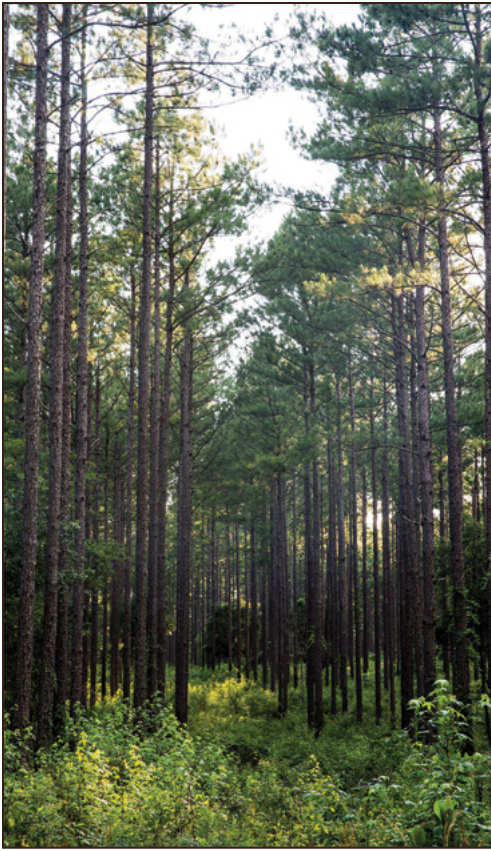


## PROPERTY MANAGEMENT

An offering of this size and quality allows the owner several options for full service property management solutions and exceptional turnkey management programs that would include, but not be limited to, harvest and sales management, site preparation and planting, rotational prescribed burning, inventory and mapping, recreational lease management, contractor oversight, and annual reporting. The current owner has worked with a highly respected forestry company for many years and this relationship could easily transition to the new owner.











## **CLIMATE**

North Florida's subtropical climate offers a long growing season and the ample moisture and warm temperatures in which trees thrive. Between November and March, the temperatures average 68 degrees and low temperatures on average are 43 degrees. Rainfall usually peaks in March and during the summer months, with average annual rainfall of 54 inches.







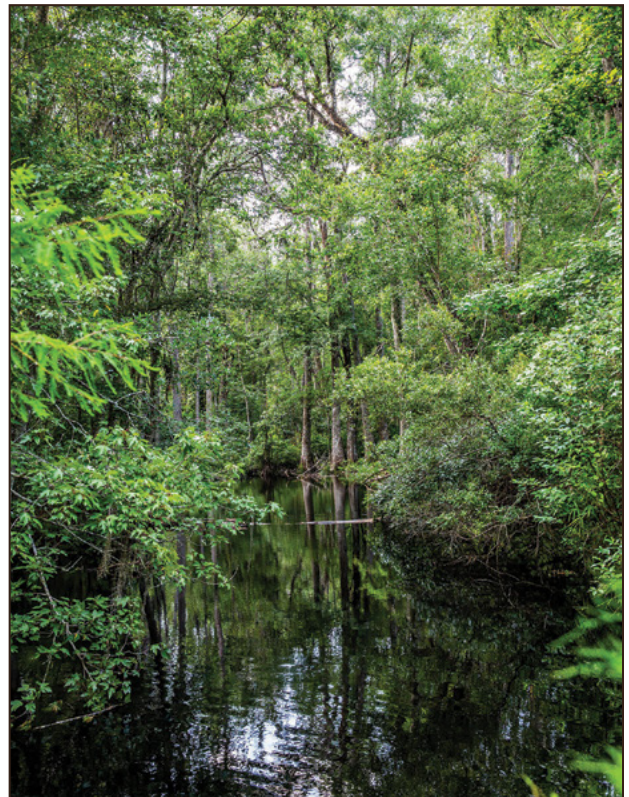
## **TAXES & NON-FORESTRY INCOME**

### **TAXES**

The annual property taxes for Avalon Timberlands are approximately \$21,550.

### **HUNTING LEASE INCOME**

There are two hunting leases that generate \$70,000/year in income.





## THE FACTS



- 8,675± contiguous acres in Jefferson County, Florida
- Commercially managed for timber production
- Timber value estimated at over \$9.3M per 2020 cruise
- Approximately 18% is merchantable pines over 30 years old
- 41.4% upland/pineland, 53.8% natural hardwoods/bottomland, & 4.8% in non-forest land.
- Strong site index on pine plantation stands that exhibit a range of approximately 75 to 80 feet (base age 25) - above average for the region
- Approximately 79% of the current pre-merchantable pine plantations consist of superior loblolly and slash pine containerized seedlings. Specifically, these seedlings were produced via Mass Control Pollination process.
- Excellent regional forest product market
- \$70,000± in annual income from established hunting leases
- Located in the highly desirable Red Hills region, many of the neighboring and nearby properties are large timber and recreational plantations

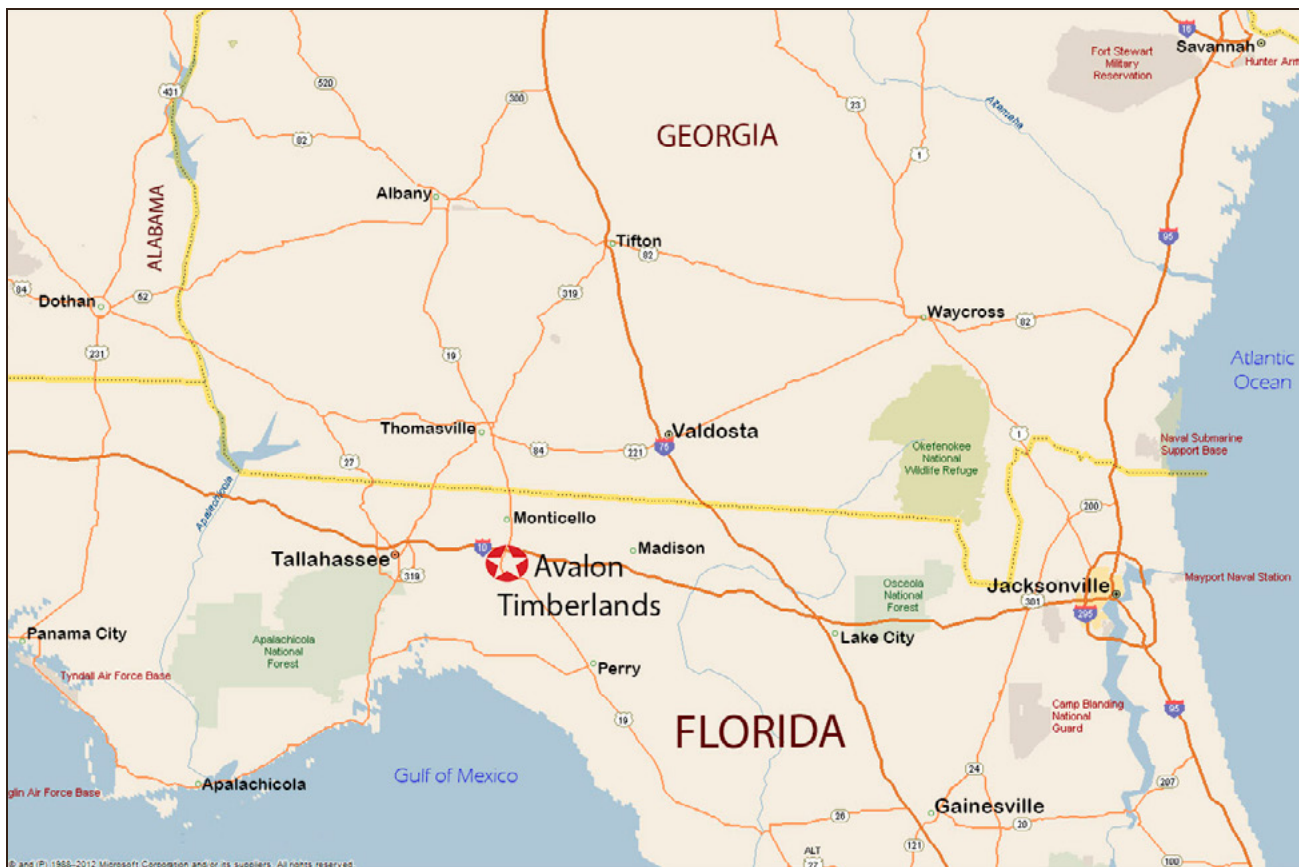




- Buggs Creek and Beasley Creek flow through property
- Owned for the past 19 years by one of America's greatest conservationists as part of his 30,000-acre contiguous landholding
- Just eight miles south of Monticello and 20 miles east of Tallahassee
- The majority of access points are along WPA Road and Turkey Scratch Road and convenient to I-10, US-19, HWY 27, and CR 257
- Very good internal road system for logging operations
- Unencumbered; conservation easement donation benefits still available



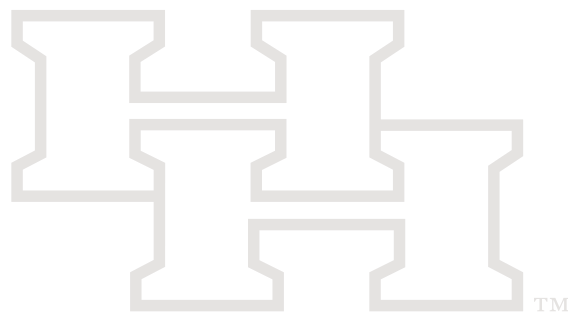




*Click on map above for link to MapRight map of property.*

## PRICE

**\$17,000,000**



NOTICE: Offering is subject to errors, omissions, prior sale, change or withdrawal without notice, and approval of purchase by owner. Information regarding land classifications, acreages, building measurements, carrying capacities, potential profits, etc., are intended only as general guidelines and have been provided by sources deemed reliable, but whose accuracy we cannot guarantee. Prospective buyers should verify all information to their satisfaction. Prospective buyers should also be aware that the photographs in this brochure may have been digitally enhanced.



## ADDITIONAL SERVICES OFFERED BY HALL AND HALL

- 1. MANAGEMENT SERVICES** – Hall and Hall's Management Division has a very clear mission—to represent the owner and to ensure that his or her experience is a positive one. Services are customized to suit the owner's needs. They often begin with the recruiting and hiring of a suitable ranch manager or caretaker and are followed by the development of a management or operating plan along with appropriate budgets. Ongoing services include bill paying, ranch oversight, and consulting services as needed. Even the most sophisticated and experienced ranch owners appreciate the value of a management firm representing them and providing advice on local area practices and costs. [Wes Oja](#), [Jerome Chvilicek](#), or [Dan Bergstrom](#) at (406) 656-7500 are available to describe and discuss these services in detail and welcome your call.
- 2. RESOURCE ENHANCEMENT SERVICES** – Increasingly the value of a ranch is measured by the quality of each and every one of its resources. Coincidentally, the enhancement of a ranch's resources also increases the pleasure that one derives from the ownership of a ranch. Our management services have included the assessment of everything from wildlife habitat to bird habitat to water resources and fisheries and the subsequent oversight of the process involved with the enhancement of these resources. [Wes Oja](#), [Jerome Chvilicek](#), or [Dan Bergstrom](#) at (406) 656-7500 are available to describe and discuss these services in detail and welcome your call.
- 3. AUCTIONS** - Hall and Hall Auctions offer “Another Solution” to create liquidity for the owners of Investment-Quality Rural Real Estate. Our auction team has experience in marketing farmland, ranchland, timberland and recreational properties throughout the nation. Extreme attention to detail and complete transparency coupled with Hall and Hall's “Rolodex” of more than 40,000 targeted owners and buyers of rural real estate help assure that there are multiple bidders at each auction. In addition, the unique Hall and Hall partnership model creates a teamwork approach that helps to assure that we realize true market value on auction day. For more information on our auction services contact [Scott Shuman](#) at (800) 829-8747.
- 4. APPRAISALS** - Staying abreast of ancillary market influences in ever-changing economic conditions requires a broad professional network to tap into. Finding an appraiser who not only understands the numbers but also the differences in value from one area to another is a critical part of making an informed decision. The appraisal team at Hall and Hall, formed entirely of Accredited Members of the American Society of Farm Managers and Rural Appraisers (ASFMRA), has that critical network of brokers and lending professionals. This professional network coupled with diverse experience across multiple regions and market segments allows our appraisal team to deliver a quality product in a reasonable timeframe. [Stacy Jackson](#) at (903) 820-8499 is available to describe and discuss these services in detail and welcome your call.
- 5. SPECIALIZED LENDING** - Since 1946 Hall and Hall has created a legacy by efficiently providing capital to landowners. In addition to traditional farm and ranch loans, we specialize in understanding the unique aspects of placing loans on ranches where value may be influenced by recreational features, location and improvements and repayment may come from outside sources. Our extensive experience and efficient processing allows us to quickly tell you whether we can provide the required financing.

Competitive Pricing | Flexible Terms | Efficient Processing

[Tina Hamm](#) or [Scott Moran](#) • (406) 656-7500

[Adam Deakin](#) • (970) 716-2120

[Monte Lyons](#) • (806) 698-6882

[J.T. Holt](#) • (806) 698-6884



# Florida Disclosure

## Brokerage Relationship

FLORIDA LAW ALLOWS THE CREATION OF SEVERAL DIFFERENT TYPES OF BROKERAGE RELATIONSHIPS BETWEEN BROKERS, SELLERS & BUYERS. THESE RELATIONSHIPS CREATE DIFFERENT BROKER OBLIGATIONS DEPENDING ON THE AGENCY RELATIONSHIP. UPON LISTING A PROPERTY, A SINGLE AGENCY RELATIONSHIP IS CREATED. A SITUATION MAY ARISE, HOWEVER, WHEREBY HALL & HALL PRODUCES A POTENTIAL BUYER FOR THE PROPERTY. IN THIS INSTANCE, HALL & HALL MAY TRANSITION TO A "TRANSACTION BROKER" RELATIONSHIP. A "TRANSACTION BROKER" RELATIONSHIP ALLOWS THE BROKER TO ASSIST BOTH PARTIES IN A REAL ESTATE TRANSACTION BY PROVIDING A LIMITED FORM OF REPRESENTATION TO BOTH THE BUYER AND THE SELLER. THE LISTING BROKER'S OBLIGATIONS UNDER A "TRANSACTION BROKER" RELATIONSHIP ARE DIFFERENT TO THAT OF A "SINGLE AGENT" AND ARE OUTLINED BELOW.

## SINGLE AGENT DISCLOSURE

As a single agent, Hall and Hall Partners, L.L.P. owes to you the following duties:

1. Dealing honestly and fairly;
2. Loyalty;
3. Confidentiality;
4. Obedience;
5. Full disclosure;
6. Accounting for all funds;
7. Skill, care, and diligence in the transaction;
8. Presenting all offers and counteroffers in a timely manner, unless a party has previously directed the licensee otherwise in writing; and
9. Disclosing all known facts that materially affect the value of residential real property and are not readily observable.

## TRANSACTION BROKER DISCLOSURE

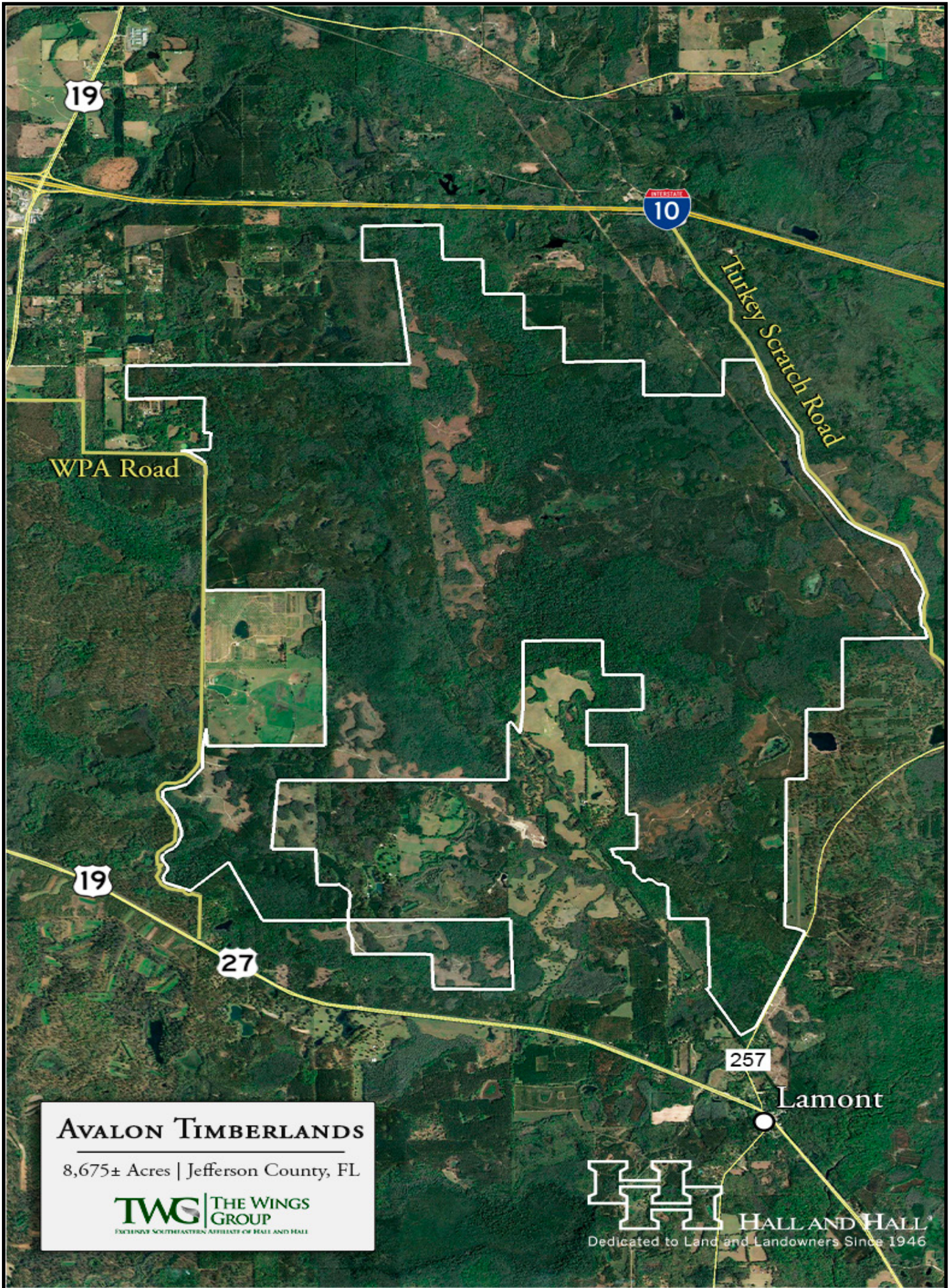
As a transaction broker, Hall and Hall Partners, L.L.P. provides to you a limited form of representation that includes the following duties:

1. Dealing honestly and fairly;
2. Accounting for all funds;
3. Using skill, care, and diligence in the transaction;
4. Disclosing all known facts that materially affect the value of residential real property and are not readily observable to the buyer;
5. Presenting all offers and counteroffers in a timely manner, unless a party has previously directed the licensee otherwise in writing;
6. Limited confidentiality, unless waived in writing by a party. This limited confidentiality will prevent disclosure that the seller will accept a price less than the asking or listed price, that the buyer will pay a price greater than the price submitted in a written offer, of the motivation of any party for selling or buying property, that a seller or buyer will agree to financing terms other than those offered, or of any other information requested by a party to remain confidential; and
7. Any additional duties that are entered into by this or by separate written agreement.

Limited representation means that a buyer or seller is not responsible for the acts of the licensee. Additionally, parties are giving up their rights to the undivided loyalty of the licensee. This aspect of limited representation allows a licensee to facilitate a real estate transaction by assisting both the buyer and the seller, but a licensee will not work to represent one party to the detriment of the other party when acting as a transaction broker to both parties.

*[Elliott Davenport](#) of The Wings Group and [Bill McDavid](#) of Hall and Hall are agents of the Seller.*





19

INTERSTATE  
10

Turkey Scratch Road

WPA Road

19

27

257

Lamont

## AVALON TIMBERLANDS

8,675± Acres | Jefferson County, FL

**TWG** | THE WINGS GROUP  
EXCLUSIVE SOUTHEASTERN AFFILIATE OF HALL AND HALL










**HALL AND HALL**

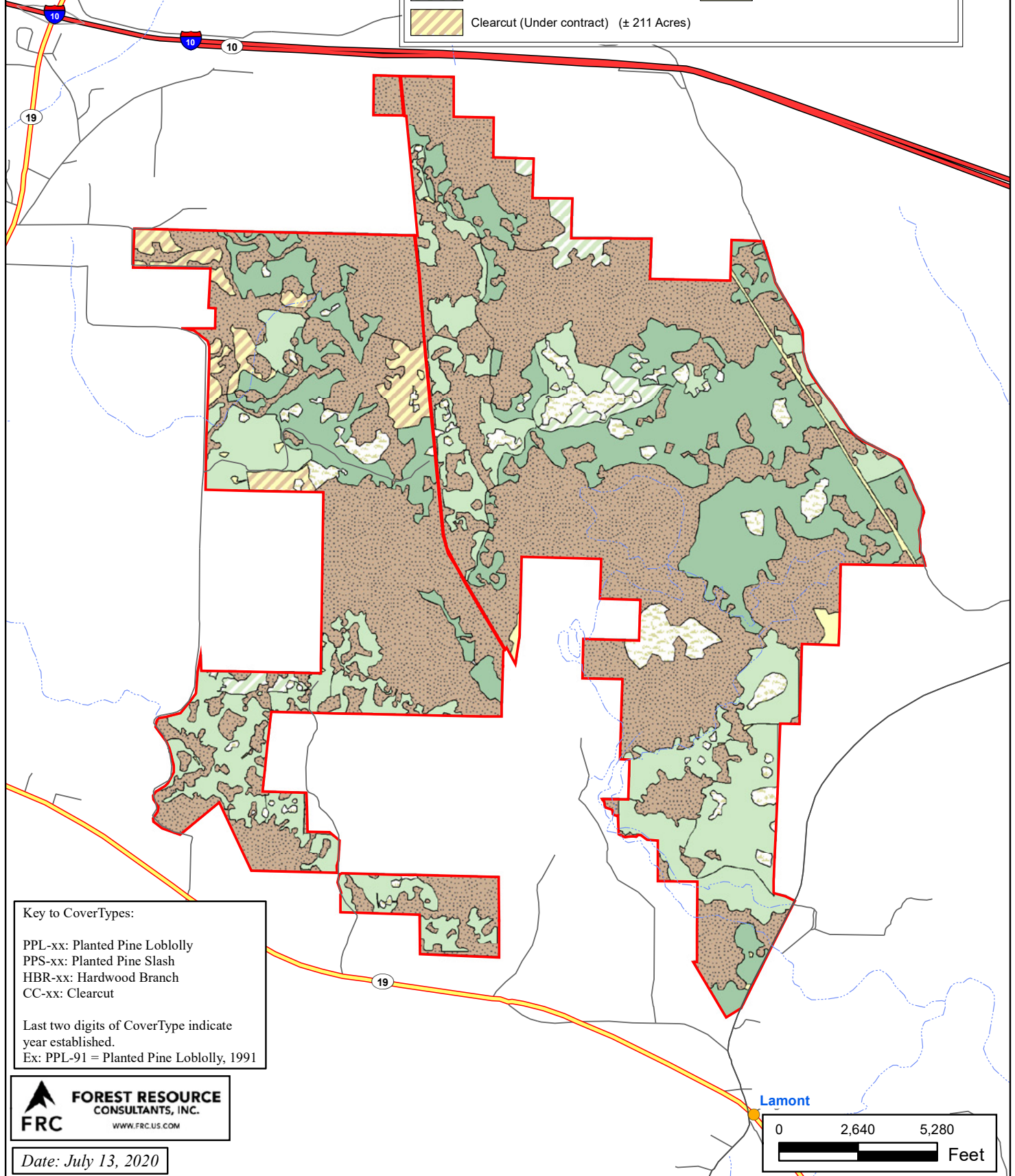
Dedicated to Land and Landowners Since 1946



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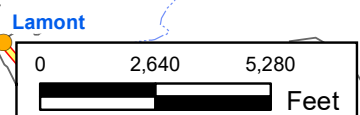
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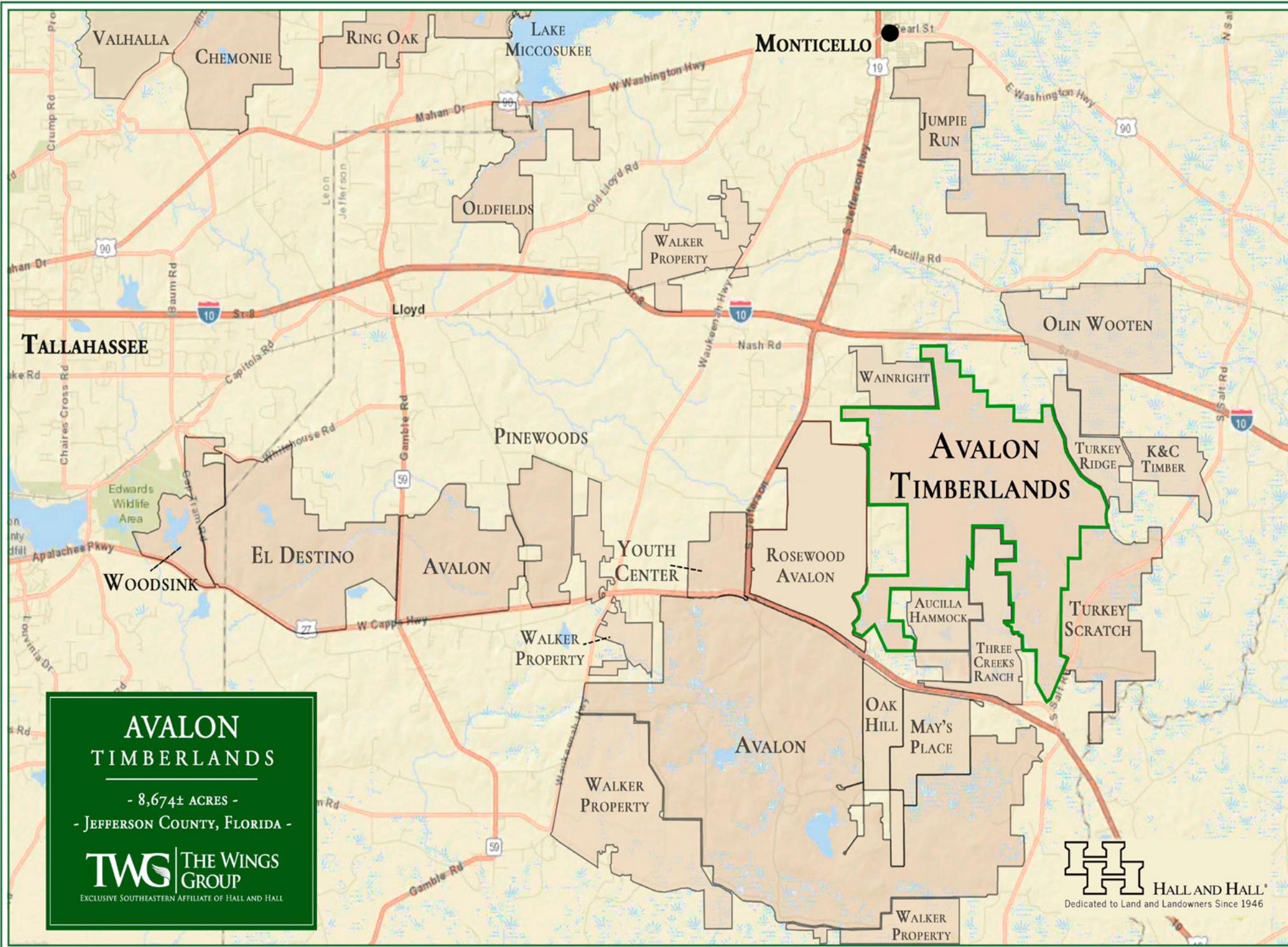
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Date: July 13, 2020







TALLAHASSEE

MONTICELLO

AVALON  
TIMBERLANDS

AVALON  
TIMBERLANDS

- 8,674± ACRES -

- JEFFERSON COUNTY, FLORIDA -

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