

A dense forest of tall, leafy trees with a green overlay. The text is centered over the image.

LAY OF THE  
LAND  
GEORGIA CONFERENCE

# Lay of the Land Market Report



**BRYANT PEACE, ALC**  
SVN | Saunders Ralston Dantzler

Bryant currently serves in land brokerage for SVN Saunders Ralston Dantzler throughout Florida, Georgia, and Alabama. His formal education includes degrees from Georgia Southern University and Gordon Conwell Theological Seminary and he continues to educate himself through the Realtors Land Institute and several noted wildlife management institutions.



## 2023 Market Recap

Last year was a year of waiting for many stakeholders across the industry.

- Investors waiting on inventory levels to restock.
- Property owners holding on to their assets.
- Active listings experiencing lower inquiry volume than previous years.



## 2023 Market Recap

Land values held strong.

- We continued to close transactions.
- We did not witness a decline in prices for sold properties.
- There remains significant buyer interest across the state for all land categories.



## 2023 Market Recap

Our company tracked and verified 2023 land sales and then grouped them into the following categories:

- Timberland
- Ranchland
- Recreational
- Farm
- Transitional



# TIMBERLAND

Georgia is an exceptional market for timberland investment.

- We have significant wood processing infrastructure.
- Favorable stumpage prices due to consistent mill demand.
- We are the national leader in annual timber harvest volume.
- We lead the country in forest product exporting.



# TIMBERLAND

Stumpage prices fell across the board in 2023, **BUT** we remain optimistic.

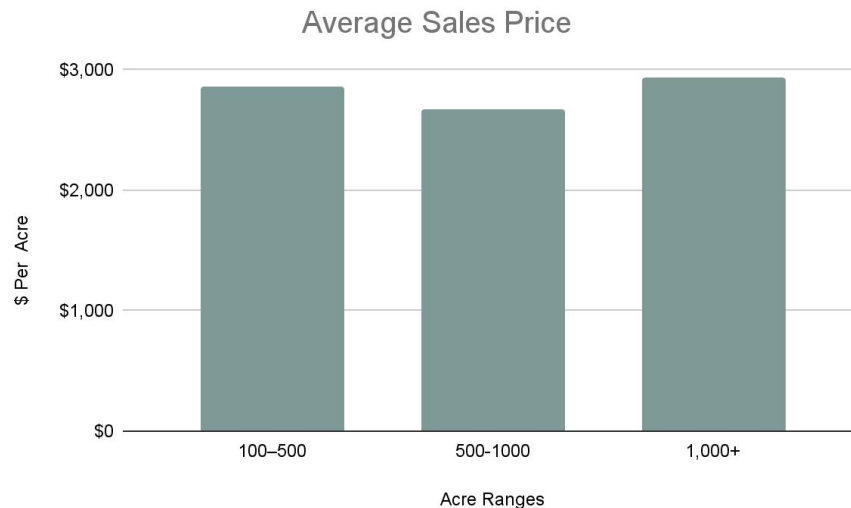
- BLV (dirt value) is increasing.
- There is a housing shortage in many states across the country.
- Tailwinds created by ESG concerns.
- The timber industry is **GREEN** and also **PROFITABLE**.

# TIMBERLAND SALES OVERVIEW

Verified Transactions: 105

## Average Sale Price

- 100 – 500 Acres = \$2,855
- 500 – 1,000 Acres = \$2,671
- 1,000+ Acres = \$2,931







# RANCHLAND

Georgia experienced a notable sales volume of ranchland in 2023.

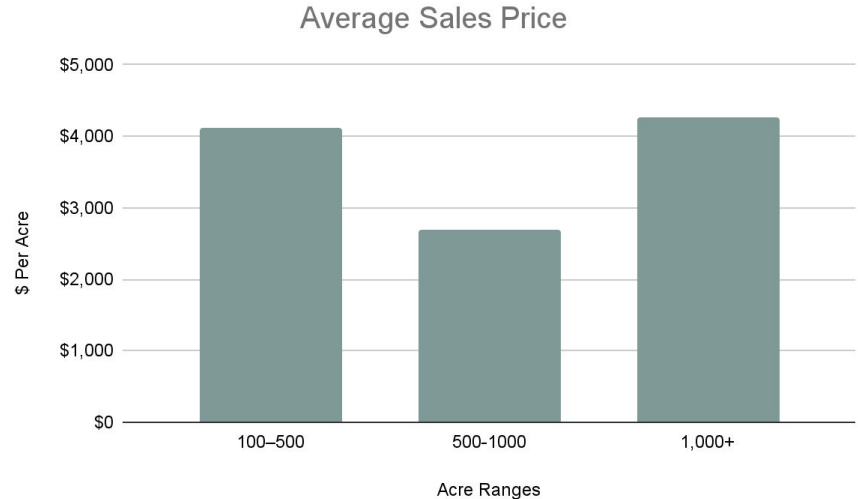
- Georgia soils & water resources make for quality grazing land.
- Development pressure on Florida ranchers is pushing cattle north.
- Row crop fields make for efficient pasture land conversion.

# RANCHLAND SALES OVERVIEW

Verified Transactions: 107

## Average Sale Price

- 100 – 500 Acres = \$4,108
- 500 – 1,000 Acres = \$2,683
- 1,000+ Acres = \$4,257





# RECREATIONAL

Georgia continues to experience strong demand for recreational assets.

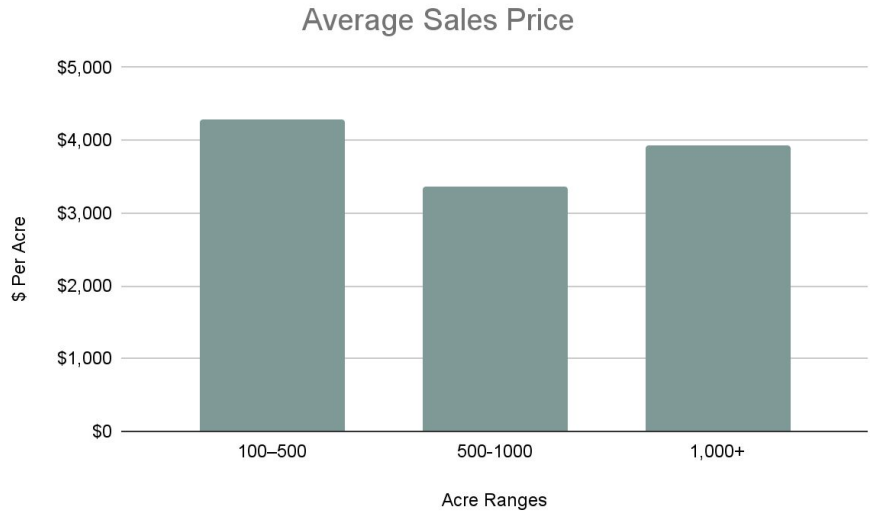
- Landscape characteristics have created abundant wildlife resources.
- These wildlife resources offer value to proximate investors with purchasing power.
- The aggregation of improved recreational assets has created a new asset class entirely.

# RECREATIONAL SALES OVERVIEW

Verified Transactions: 239

## Average Sale Price

- 100 – 500 Acres = \$4,290
- 500 – 1,000 Acres = \$3,353
- 1,000+ Acres = \$3,932





# FARM

Georgia continues to experience demand for farmland investments.

- It starts with our soil, water resources and climate.
- Averaging 3.6 million acres in cultivation annually.
- Commodities contribute an average of \$14.4 Billion annually.
- Robust infrastructure for growing, marketing and selling commodities.

# FARM SALES OVERVIEW

Verified Transactions: 70

## Average Sale Price

- Irrigated Farm = \$5,555
- Non-Irrigated Farm = \$4,053
- Pecan Orchard = \$5,913





# TRANSITIONAL

Georgia continues to experience growth and development.

- Industry is expanding, **NOT** contracting.
- The population is growing year over year.
- Boomers are retiring and leaving metro areas.



# TRANSITIONAL SALES OVERVIEW

- We tracked 40 sales over 100 acres.
- Mostly concentrated in the North, Middle and Coastal regions.
- Average sale price = \$23,207 per acre.





# CONCLUSION

Georgia has a bright future.

- Abundant natural resources.
- Desirable climate.
- Growing population.
- Growing industry.