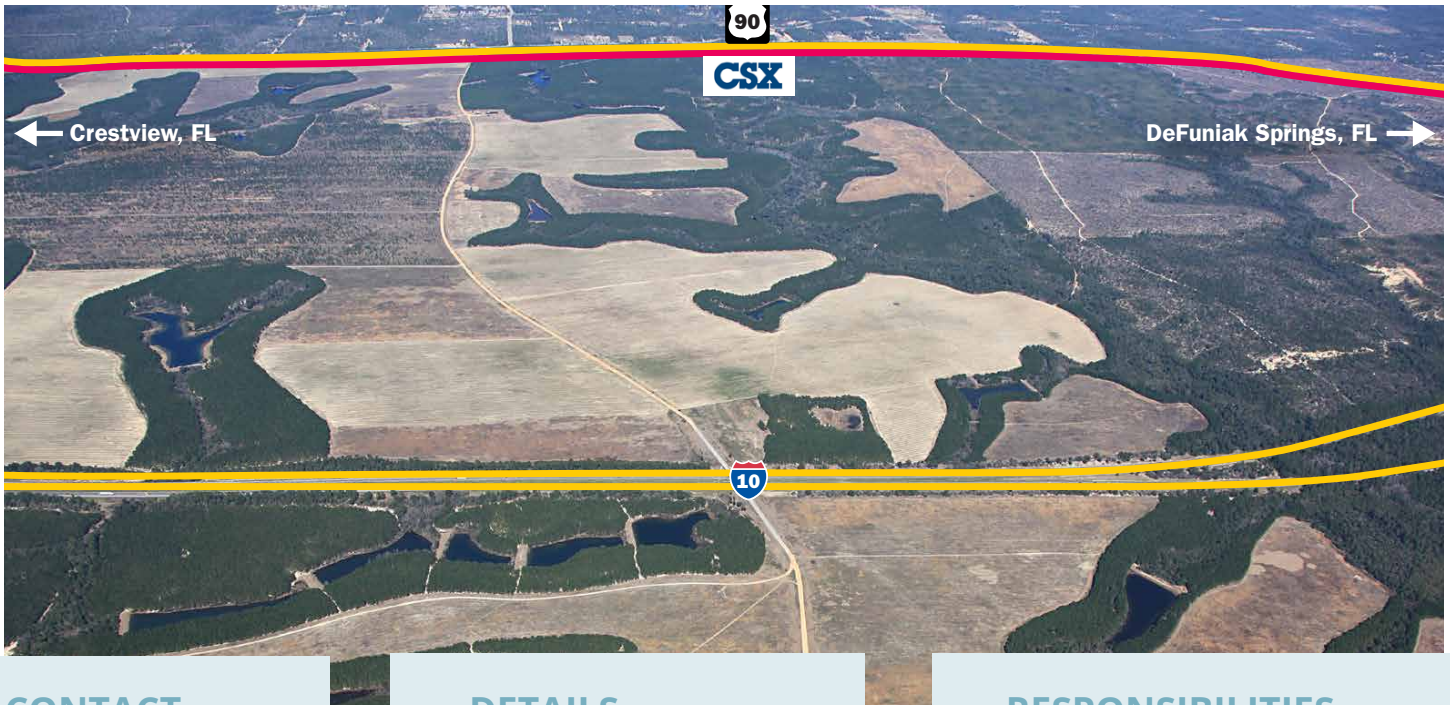


CASE STUDY

SHOAL RIVER RANCH DISPOSITION

10,050 ACRE TIMBER/AGRICULTURAL LAND DISPOSITION



CONTACT



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PRINCIPAL
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DETAILS

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

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MARKETING STRATEGY & 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.

