

The LandReport®

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THE MAGAZINE OF THE AMERICAN LANDOWNER \$15

DEALS OF THE YEAR



Minnesota's Heritage Forest
Timberland Deal of the Year

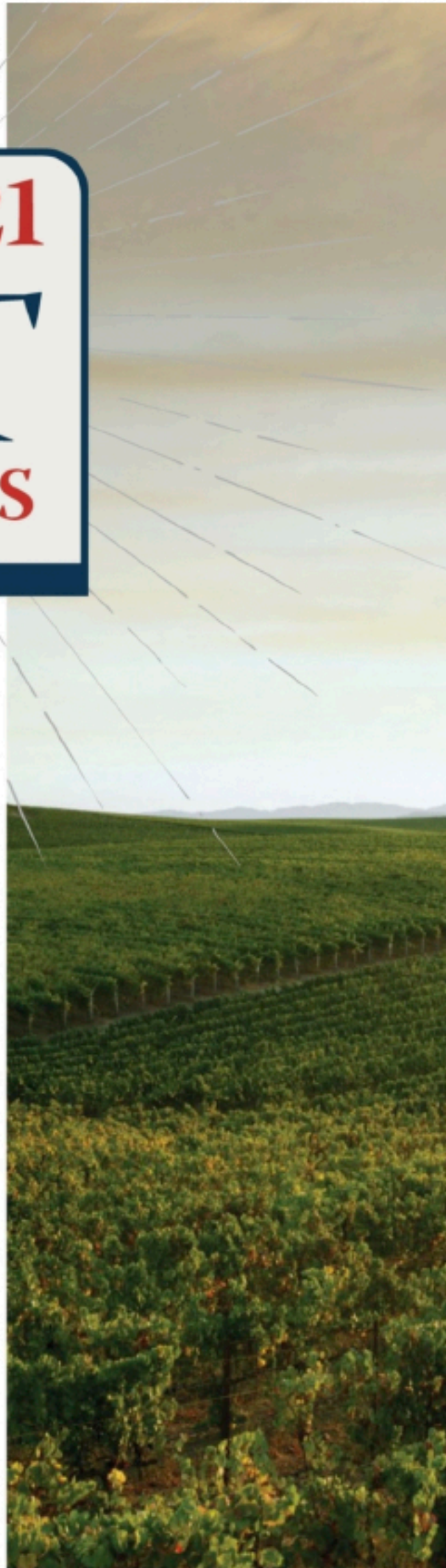
+
**BEST
BROKERAGES
& TOP AUCTION
HOUSES**

AMERICA'S **2021**
BEST
BROKERAGES

The Editors of
the Magazine
of the American
Landowner
*present our 2021
survey of the
leading real
estate brokerages
that specialize
in land.*

—Edited by Cary Estes

SPECIAL REPORT



**BROWN LAND +
PLANTATION ADVISORS**

RICEANDDUCKS.COM

(803) 480-1260

2020 Sales: < \$50M

Who: Specializing in the sale and marketing of plantations, estates, timberlands, and high-quality sporting properties throughout the Southeast. We are passionate about these great lands, their traditions, their history, and their exceptional wildlife and sporting opportunities.

WOW: Our brokerage was founded just last year, and we have already been trusted with more than \$70 million in listings.

What was your take on 2020?

We were nervous in March when our country locked down. But when we sold 1,010-acre Tomotley Plantation in April, it seemed to kick-start the wave of activity that was to come, and it didn't slow down.

How is 2021 shaping up?

It will be record-breaking, as the activity is at an all-time high. We're seeing buyers from all corners of the US. The biggest problem for us will be inventory.