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The LandReport®

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THE MAGAZINE OF THE AMERICAN LANDOWNER

\$15

Whitney Park

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in a *Land Report* Exclusive

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DEALS OF THE YEAR

Including

T. Boone Pickens'
Mesa Vista Ranch,
Silverado Vineyards,
and
the XIT Ranch

HAMILTON COUNTY
NEW YORK

The
LandReport

2023

AMERICA'S

BEST

BROKERAGES

The Editors of
the Magazine
of the American
Landowner
*present our 2023
survey of the
leading real
estate brokerages
that specialize
in land.*

Edited by Cary Estes

SPECIAL REPORT



JIM MITCHELL

BROWN LAND + PLANTATION ADVISORS



RICEANDDUCKS.COM (803) 480-1260

2022 Sales: < \$50M

Who: Specializing in the sale and marketing of plantations, estates, timberlands, and high-quality sporting properties throughout the Southeast. We evaluate land from a conservation easement, wildlife, mitigation, and timber perspective, and also consider the intangible attributes like safety and security, history, and recreational benefits.

WOW: Brokered the sale of Tombee Plantation on Saint Helena Island in Beaufort County, South Carolina. It is one of the most historically significant properties we have ever worked on, containing one of the few remaining Antebellum structures still standing in the Lowcountry.

What was your take on 2022? The market showed incredible demand with very little inventory for buyers to consider. Few plantations were offered for sale in South Carolina in 2022, and those that made it to the open market were purchased fairly quickly. Inventory was the only bottleneck for sales.

How is 2023 shaping up? Near the end of 2022 we saw a lull in activity that we thought could indicate a leveling off of buying. But by mid-January there was a fresh flurry of activity that continued through the first quarter. There are more buyers considering South Carolina lands now than at any other time.

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