

# The LandReport®

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THE MAGAZINE OF THE AMERICAN LANDOWNER \$15

# DEALS



# OF THE

# YEAR

BEST  
BROKERAGES  
& TOP  
AUCTION HOUSES



The LandReport

2024

AMERICA'S

# BEST BROKERAGES

The Editors of the Magazine of the American Landowner present our 2024 survey of the leading real estate brokerages that specialize in land.

EDITED BY CARY ESTES

SPECIAL REPORT

#### MORNING ON THE MESA VISTA

Mist rises from one of the many water features on the legacy ranch in the Texas panhandle.

MIDWEST,  
NORTHEAST &  
SOUTH



SOUTH

#### BROWN LAND + PLANTATION ADVISORS

RICEANDDUCKS.COM

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**2023 Sales:** \$50M–\$100M

**Who:** Specializing in the sale and marketing of plantations, estates, timberlands, and recreational properties throughout the Southeast.

**WOW:** Facilitated the sale of Pine Island Plantation, which had been cared for by the same family for more than 75 years. It is likely the highest per-acre transaction on a large plantation property in South Carolina history at slightly more than \$36,000 per acre (\$18 million total). We represented the sellers and brought the buyer.

**What was your take on 2023?** Demand for plantation, recreational, and large timber investment tracts reached unprecedented levels. Our coastal cities are witnessing rapid growth, attracting a new wave of buyers.

**How is 2024 shaping up?** The first quarter started incredibly strong. Almost half our inventory is under contract, and demand remains very high. We are actively showing properties three to five days per week, and buyer confidence is strong, although there is a heightened sensitivity to pricing compared to recent years. Inventory will remain the only bottleneck to sales.