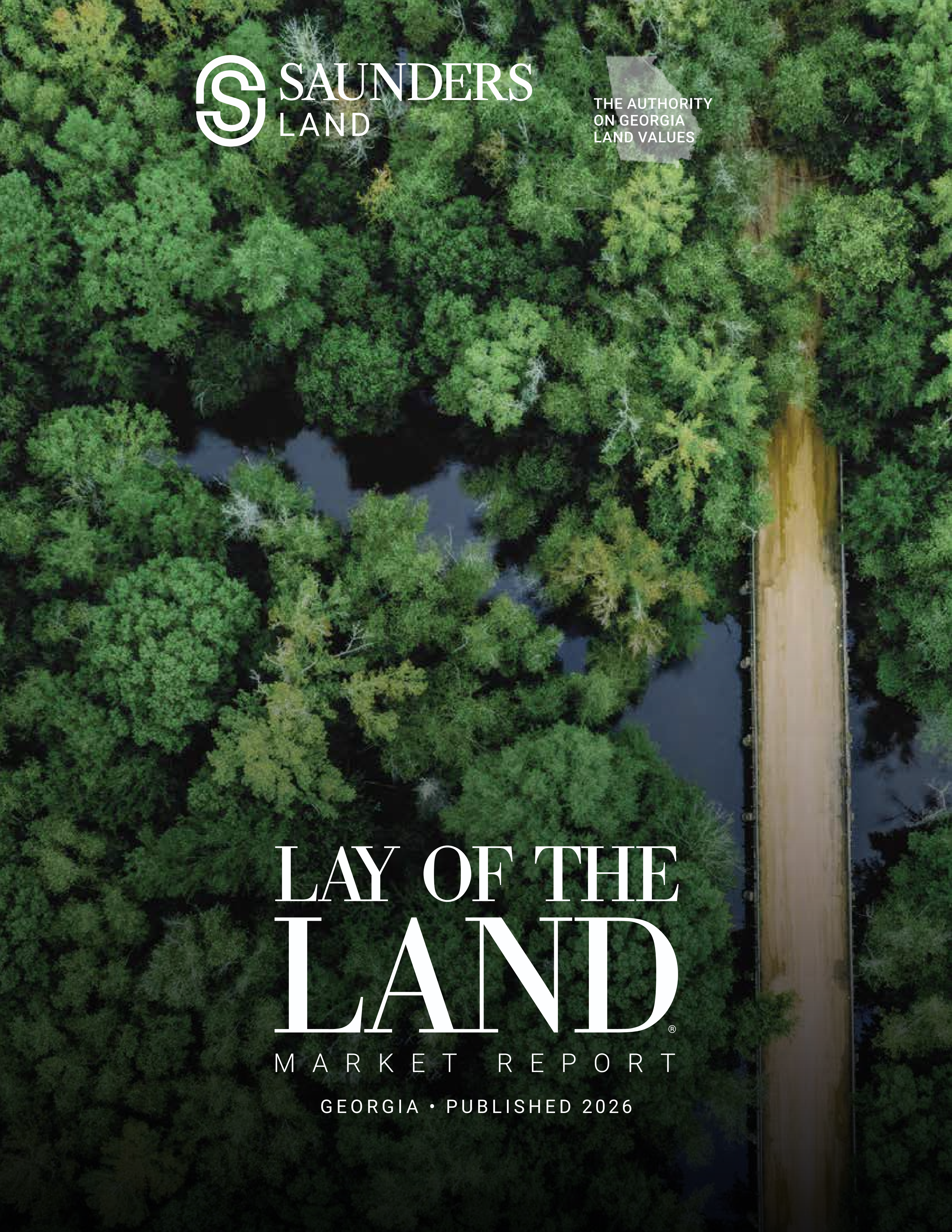

SAUNDERS LAND

THE AUTHORITY ON GEORGIA LAND VALUES

LAY OF THE LAND®

MARKET REPORT

GEORGIA • PUBLISHED 2026

Welcome

Welcome to the Lay of the Land® Market Report, published and presented by Saunders Land.

This year marks a major milestone for our firm as we celebrate our 30th anniversary. Since 1996, we have been dedicated to serving landowners, investors, and developers across the Southeast, and this three-decade legacy is a testament to the trust you have placed in us for your real estate needs.

The 2026 report is powered by Atlas by Saunders Real Estate, our new proprietary mapping and market intelligence system. This in-house technology has revolutionized how our team identifies and verifies transaction data, allowing our research analysts to provide even more precise sale information and deeper market clarity than ever before.

Our firm has experienced several new things over the past year:

Saunders Valuations: We are thrilled to announce the launch of our appraisal & valuation company. To lead this new venture, we welcomed industry veteran appraiser, Jim Pruitt, to the team. His expertise ensures our clients receive the highest level of valuation accuracy.

Greater Atlanta Expansion: To better serve the state of Georgia, we officially opened a new regional office in Gainesville, GA, led by Atlanta market leader Russell Dye, strengthening our physical presence in one of the country's most dynamic markets.

Land Management: We have seen continued, robust growth in our Land Management division, as more owners look to us to maximize the productivity, sustainability, and long-term value of their portfolio.

Our mission statement remains the same: to be the most trusted and knowledgeable land experts in the markets we serve. Throughout 2025, our history and production continue to reflect that commitment:

- Saunders Real Estate brokered 158,210 acres, bringing our total to 531,392 acres brokered since 2020.
- Saunders Real Estate brokered $1,071,115,365 in transactions, bringing our total to $3,828,960,843 in transactions since 2020.

Thank you for your continued engagement with the Georgia land market. We trust this report provides the valuable insights you need to navigate the year ahead. To discuss your specific land objectives or to see how our brokerage, management, and valuation divisions can be of assistance, please contact us today. We look forward to connecting with you and hope you enjoy our Lay of the Land Market Report.

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YEAR IN REVIEW
2025

A Legacy of Excellence

$1,071,115,365
in Transaction Volume

158,210 Acres
Total Sales Volume

$3.8B+
531,392 Acres
Since 2020

30 Years of Trusted Results
We deliver full-service real estate solutions, expert guidance, market knowledge, and empower informed decisions in today's evolving landscape.

$8B+
Transaction Volume
Since 1996

Introduction

Georgia's land market in 2025 reflects a year of recalibration, where steady demand met real pressure across several core sectors. While land remains a sought-after asset across the state, softer commodity prices, rising input costs, and operational headwinds forced a more disciplined, selective approach from buyers. The result is a market that continues to function, but with greater separation between asset types, regions, and intended uses.

Farmland markets highlight this shift. A total of 101 verified cultivated transactions across 48 counties accounted for 41,220 acres and $226.8 million in volume, with an average price of $5,467 per acre, signaling a step back from prior-year appreciation. As margins tightened, buyers became more deliberate, focusing on productivity, irrigation, and long-term operational viability.

Timberland moved in the opposite direction. Verified transactions averaged $3,142 per acre, up 10.8% year over year, even as the market absorbed disruption from mill closures and storm-related timber damage. This strength reflects the continued overlap between timberland and recreational demand, along with long-term investor confidence despite short-term market pressure.

Recreational land remained one of the most active segments statewide. In 2025, 653 verified transactions totaled nearly 147,000 acres and over $536 million in volume. Demand continues to center on well-managed properties, with activity expanding into Central Georgia and other emerging regions.

Ranchland demand also remained steady, supported by the strength of Georgia's cattle industry and the state's favorable production characteristics. At the same time, transitional land illustrates the market's segmentation. Across 55 verified transactions totaling more than $243 million, pricing ranged from $6,132 to $266,568 per acre, with a statewide average of $35,199 per acre, reinforcing the importance of location, density, and infrastructure.

Across all categories, the message is consistent, but not uniform. Georgia is not experiencing a contraction, but a market that is separating. Capital remains active, but far more precise. In segments such as farmland and portions of the transitional market, buyers are underwriting against current economics, tighter margins, and longer timelines, forcing pricing to adjust where expectations are misaligned.

At the same time, other segments are moving differently. Timberland values increased 10.8% year over year, supported less by near-term operating fundamentals and more by recreational demand and long-term investor positioning.

That divergence is the market. It is no longer moving in one direction. Performance is increasingly asset-specific, driven by how a property fits within its segment, its buyer pool, and its long-term use. In this environment, clarity matters—understanding not just what the land is, but how it is being valued and by whom.

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Table of Contents

Timberland

Despite dealing with both paper mill closures and Hurricane Helene-damaged timber flooding the markets, our research indicates that in 2025, Georgia timberland transacted at an average price of $3,142 per acre, up 10.8% from our 2024 findings. We attribute the increase in timberland values to strong recreational (hunting) land values putting upward pressure on timberland deals, more timberland investors now willing to place relatively high values on bare timberland dirt, and the long-term mindset of most timberland investors who understand the cyclical nature of timber markets.

2025 Key Statewide Statistics

Sale Price

$3,142 (↑ 10.8% YoY)
Average per Acre

$3,147 (↑ 12.7% YoY)
Median per Acre

$2,950 (↓ 2.4% YoY)*
Weighted Average per Acre

$1,722 - $4,500
Price Range per Acre

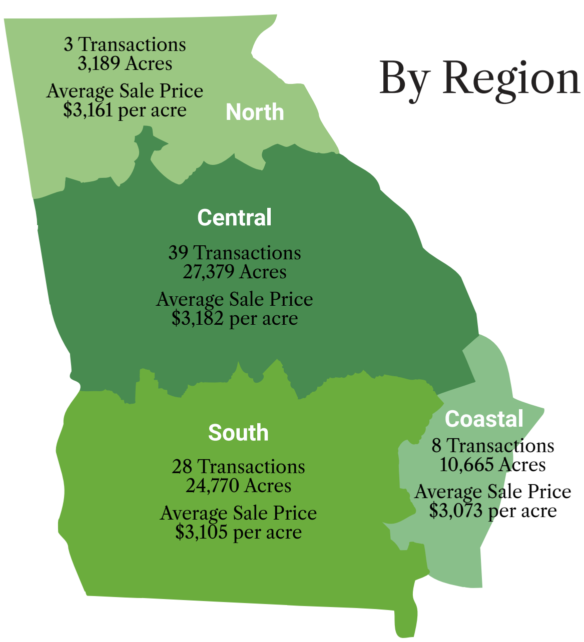
$2,496,037
Average Deal Value

846 Acres
Average Deal Size

106 – 4,249 acres
Deal Size Range

**Weighted Average: Accounts for deal size acreage. Typically, in timberland sales, larger acreage deals sell for a lower per-acre price than smaller acreage deals, usually resulting in the weighted average per-acre sale price being less than the average per-acre sale price.*

By Region



Determining whether land sales consisting mostly of timber should be classified as Timberland or Recreational Land in our analysis is part science and part art. This is especially true with so much timberland selling to hunters for premium prices compared to historical land values.

Key attributes we look at to determine if a transaction is suitable for our Timberland category:

- **Land Use** – Most obvious, the tract should be primarily in commercial timber production, suitable for periodic timber harvesting.
- **Deal Size** – For this report, we only considered tracts 100 acres and larger.
- **Per Acre Sale Price** – For this report, we only considered tracts that traded between $1,750 and $4,500 per acre. We feel that tracts less than $1,750 per acre are not representative of the current market, even if clear-cut. We feel that tracts over $4,500 per acre are generally over what most timberland investors are willing to pay. Most tracts selling for over $4,500 per acre are likely heavily influenced by recreational demand and/or higher & better use (HBU) pressure.
- **Buyer Type** – Most Buyers in our timberland category are known to us to be traditional timberland investors, or they were deemed to most likely be primarily driven by timberland investing interest.

Timber Prices

Georgia sawtimber stumpage prices have remained consistent outside of the path of Hurricane Helene which took place in September of 2024. In east Georgia, where Hurricane Helene caused extensive timber damage, sawtimber prices have been improving after salvage logging flooded the market and depressed stumpage prices for all products.

The pulpwood market has taken hard hits from the closures of International Paper's Savannah and Riceboro containerboard mills, and the closure of Georgia-Pacific's Cedar Springs containerboard mill near Blakely. The hope is that with an abundance of wood fiber in Georgia, new markets will emerge in the voids created by these mill closures. It will take time, but the forest products industry is one of the most innovative and resilient industries we have ever seen, and it is fed by an abundance of renewable, fast-growing trees.

While the Southeastern United States has seen a rise in paper mill closures, as well as some sawmill closures, we are also seeing new mills come online across the region, and investments being made to improve and modernize existing mills. These investments are being made in all mill types, including paper mills, sawmills, OSB mills, bio-energy pellet mills, engineered forest product mills, and other emerging markets such as torrefied/carbonized wood mills and Sustainable Aviation Fuel (SAF) mills.

With paper/pulp mill closures dominating conversations in the land business, the following is some positive news for timber markets in Georgia and adjoining states:

Top 3 Transactions

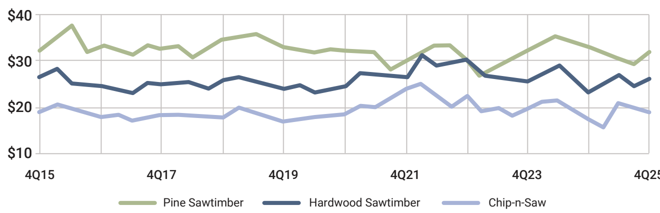
$11,309,931 • 3,029 acres • Wayne County

$8,924,250 • 4,249 acres • Clinch County

$8,637,900 • 2,182 acres • Emanuel County

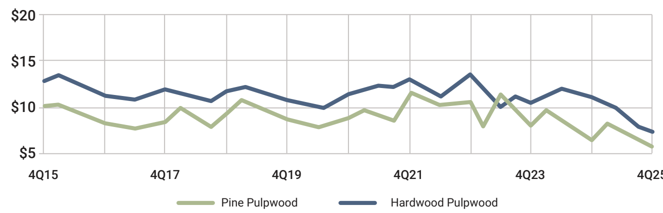
Sawtimber Stumpage Prices

Georgia State-Wide Quarterly Averages, $ per Ton



Pulpwood Stumpage Prices

Georgia State-Wide Quarterly Averages, $ per Ton



*The Georgia statewide stumpage price charts above are provided by TimberMart-South.

- Peak North America (via Peak Renewables) is planning to construct a new 650 MMSF Oriented Strand Board (OSB) mill in Enterprise, Alabama, known as Magnolia OSB (2025). (Source: Alabama Department of Commerce)
- TSI and Telfair Forest Products have announced the construction of a torrefaction facility at Telfair Forest Products' site in Lumber City, Georgia, with commissioning and startup set for early this year (2025). Torrefaction is a thermal process that treats biomass such as wood residuals, making it suitable for industries that have traditionally depended on coal and other fossil fuels. (Source: Bio Energy Times)
- Oregon-headquartered Hampton Lumber announced it will build the new $225 million mill near the town of Fairfax. The 375,000-square-foot mill is expected to make framing lumber used in home construction, with production scheduled to begin in 2027. (Source: South Carolina Daily Gazette)
- Georgia-Pacific has announced a massive $800 million investment to modernize its Alabama River Cellulose mill in Perdue Hill, Alabama, with completion expected in 2027. (Source: Alabama Department of Commerce)
- Rayonier Advanced Materials (RYAM) is partnering with GranBio and Verso Energy to explore developing sustainable aviation fuel (SAF) production at its Jesup, GA, facility. These projects aim to utilize lignocellulosic biomass and biogenic materials to create second-generation ethanol and electro-SAF, leveraging existing RYAM infrastructure (2025). (Source: Biodiesel Daily)
- After years of development, LanzaJet has begun production of sustainable aviation fuel (SAF) at its $300 million Freedom Pines Fuels facility in Soperton, Georgia (2025). (Source: Aviation International News)

Large Timberland Transaction

- Molpus purchased 176,000 acres from Soterra (Grief) for $462MM, or $2,625 per acre. (Source: TimberMart-South)

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Ranches and Pastureland

In 2025, Georgia ranchland continued to be in high demand from local and out-of-state ranchers, and institutional investors. This comes from beef cattle production in Georgia ranking 2nd among all agriculture commodities in our state, creating a total farm gate sales value of over one billion dollars.

Georgia's ranching operations continue to show significant growth for many reasons, such as the state's:

- Nutrient-rich soils
- Abundant rainfall and groundwater resources
- Mild climate
- Conversion of marginal row cropland to forage production
- Year-round growing season for the production of quality forages
- Row crop farmers integrating beef cattle production into their operations
- Ranchers from Florida and other states transitioning or diversifying their cattle operations into Georgia

Economic Risk Management

We all have learned that diversification in most businesses and industries is the key to managing risks, this is also true in agriculture production.

Row crop farmers have learned over the past 50+ years that the best way to manage their risk with commodity price fluctuations is to add a beef cattle ranching operation to their existing row crop farm.

Agriculture economists have tracked agriculture commodity price fluctuations for many years and have found the following to be a general rule:

Having both a row crop and a cattle operation offers producers financial stability. Producers enjoy a better cash flow position by producing both row crops and cattle because in general when row crop prices are down, beef cattle are experiencing their high price cycle. The opposite is also true. When beef cattle prices are down, row crop prices are normally at their high cycle.

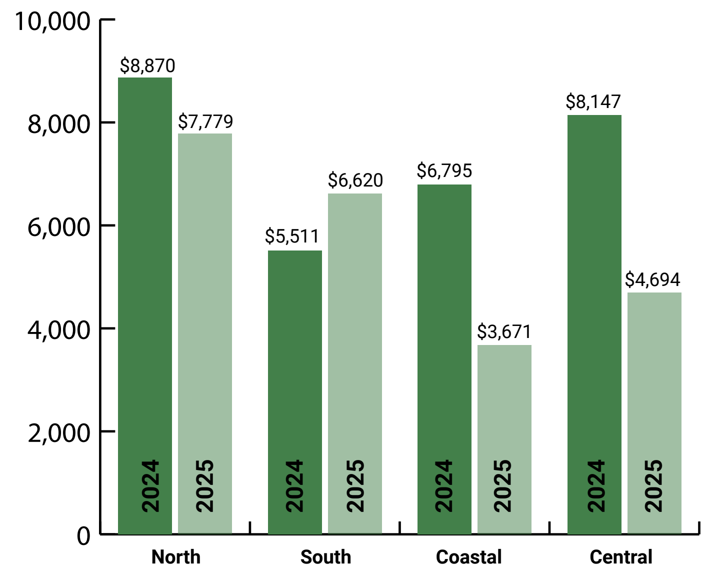
There are many other production practices, not tied to market price cycles, that we can help buyers who are new to cattle ranching navigate and help them become more profitable. Please reach out to me and I will be happy to help you make your cattle operation more profitable.

Verified Sales Activity

Saunders Land verified ranchland sales in Georgia during 2025, representing:

- Total Acreage sold: 8,248
- Total Sales Volume: $47,267,223
- Average price per acre: $5,730.75

Sales Price Per Acre By Region of the State



When evaluating ranchland needs for our clients, there are significant differences that must be considered when deciding which region of the state to search for land to accomplish our clients' goals. If the cattleman desires a large-scale commercial cattle operation, we will primarily search for ranchland in South Georgia with some consideration given to certain Coastal areas. South Georgia generally offers larger tracts at a lower cost per acre as compared to North Georgia and some developing areas of Central Georgia. South Georgia also offers a longer growing season and abundant groundwater resources to support the production of a larger volume of quality forages.

If the client desires a smaller cattle or equestrian operation, a milder climate, and/or is planning to develop the acreage in the future, we would focus more on North Georgia and the developing areas of Central Georgia.

Advantages to Ranching in Georgia

Georgia's cattle industry contributes over $2.3 billion annually to the state's economy, making it a cornerstone of agriculture production. Georgia offers competitive advantages in cattle production due to year-round grazing and lower land prices compared to many major cattle producing states. Georgia's strategic location provides excellent access to southeastern markets and export facilities. The states' proximity to major population centers creates diverse marketing opportunities such as farm to table operations.

This state's diverse geography, including mountains, rivers, pastures, and fertile cropland, positions it ideally for ranching and farming. While North Georgia's mountainous landscape presents challenges for extensive ranching, it provides niche opportunities for recreational ranching and equestrian properties. Conversely, South Georgia's favorable agricultural environment continues to support substantial livestock and hay production.

Resources for Ranching in Georgia

Georgia actively supports the ranching industry through several varied support systems. The University of Georgia Beef Cattle and Equine Specialists offer research-based guidance and resources through county extension programs and field days. The specialists provide expertise on selection, forage management, nutrition, herd health, record keeping, culling criteria, economic analysis, etc. The Georgia Cattleman's Association, partnering with UGA Extension Service, provides critical resources, training, advocacy, networking opportunities, educational events, and policy support, strengthening the industry's overall resilience and sustainability.

Sustainable ranching practices are increasingly integral to Georgia's ranching sector. Producers actively adopt rotational grazing, water resource conservation, and pasture management techniques to enhance environmental outcomes and productivity. The Georgia Soil and Water Conservation Commission and various USDA programs support ranchers in these sustainable efforts.

Conclusion

With over $2 billion of economic impact, the beef cattle industry continues to be a major contributor to the state's economy. Whether evaluating a move from a developing area, expanding an existing ranch, or diversifying a row crop operation by adding cattle, these decisions require careful consideration of land characteristics, market conditions, and long-term objectives. Working with the right group of professionals can help landowners and investors navigate the market with confidence and clarity.

Top 3 Transactions

- $2,700,000 • 277 acres • Franklin County
- $2,700,000 • 199 acres • Haralson County
- $2,500,795 • 243 acres • Macon County

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Hunting and Recreational Land

Georgia Recreation Land Shows Resilience Amid a Challenging Year

The year 2025 proved difficult for much of Georgia's land-based economy. Several wood mill closures occurred across the state, and farming families faced continued pressure as commodity prices remained soft while input costs continued to rise. These conditions placed meaningful strain on Georgia's traditional natural resource sectors.

Despite these headwinds, recreation land across Georgia demonstrated notable resilience. Saunders Real Estate tracked and verified 653 recreation land sales statewide in 2025, representing a total transaction volume of $536,170,630 and nearly 147,000 acres. While other land categories experienced softening demand, buyer interest in high-quality recreational tracts remained strong.

The majority of buyers are in-state, with Florida accounting for 21% of purchases. Georgia land continues to attract buyers from across the U.S., including California, Arizona, New York, Idaho, and Pennsylvania.

Regional Pricing and Market Dynamics

Recreation land values in Georgia continue to be heavily influenced by wildlife quality, particularly whitetail deer genetics and quail. Among the most recognized regions are the Flint River Corridor in Southwest Georgia, encompassing Dooly, Worth, Lee, Macon, Crisp, and Dougherty Counties, as well as Georgia's Plantation Belt, including Baker, Dougherty, Lee, Thomas, and Grady Counties.

Verified sales data shows strong pricing across larger tracts in these regions. In the Southwest Flint River Corridor, peak values reached an average of $6,987 per acre in Worth County, while verified quail plantation sales within the Plantation Belt averaged $8,856 per acre, reflecting continued demand for well-managed sporting properties.

While southwest Georgia has traditionally attracted the majority of recreational buyers, interest has broadened considerably. Central Georgia has emerged as the hottest market, where Crawford, Dodge, Hancock, Laurens, Marion, and Taylor Counties recorded more than 100 recreational sales. These transactions averaged 253 acres and a per-acre price of $4,083.

Southeast Georgia is also experiencing increased demand. Camden, Coffee, Pierce, and Telfair Counties reported more than 30 sales, with an average tract size of 229 acres and an average price of $2,965 per acre.

Top 3 Transactions

$7,276,000 • 753 acres • Morgan County

$5,826,660 • 958 acres • Morgan County

$5,472,000 • 608 acres • Lowndes County

What Drives Value

Wildlife quality is not the sole driver of recreation land values. Proximity to Georgia's major metropolitan areas remains a key factor, as many buyers are families seeking accessible properties for hunting, fishing, camping, and time spent together. The highest per-acre values recorded in 2025 were associated with properties averaging approximately 193 acres in size.

Beyond location and acreage, buyers are placing increased emphasis on how a property has been managed. Tracts with established road systems, controlled access, intentional habitat improvements, and a history of active stewardship are consistently outperforming comparable properties lacking these characteristics.

Shifting Management Strategies

As portions of Georgia's natural resource economy remain under pressure, landowners are adapting. Many are shifting pine management strategies from high-density plantings to lower-density stands that prioritize tree quality and wildlife habitat. In many cases, timber production is secondary to recreational use, with agricultural fields being converted to food plots or integrated into pine systems to enhance habitat diversity.

Value in Georgia's recreation land market continues to concentrate in properties that offer durability across market cycles. Buyers are consistently paying premiums for tracts with proven wildlife quality, practical access, manageable acreage, and proximity to population centers—supporting pricing stability and liquidity even as other land categories face volatility.

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Agricultural Legislative Outlook

Both in Washington, D.C. and Atlanta, 2026 has been shaped by economic challenges and big midterm elections on the calendar for May and November.

For Georgia landowners, farmers, and foresters, 2025 ended with severe market instability for all major row crops and timber, with the same persisting into 2026. There was hope input prices for row crop production would stabilize or show slight reductions compared to previous year's inflation, but a conflict in the Middle East has now set fuel and fertilizer prices in flux. Market instability, fueled by shrinking demand and large disruptions with the closure of forest product mills, has led to suppressed prices for timber and row crops grown in Georgia. Amidst the challenges the agricultural economy is facing, it is becoming increasingly difficult for producers to remain profitable and economically viable.

Politically, 2026 holds big elections that will significantly impact the direction of our state and country. A few questions linger. Can Republicans hold on to their majority in both chambers of Congress? Can Democrats continue to hold a Senate seat in Georgia while all other state level positions are held in Republican control? Will Democrats, led by Senator Jon Ossoff, take big wins in statewide elections in Georgia? All these outcomes will greatly shape the direction of public policy in the state legislature, the Governor's office, and Congress. We encourage voters to get informed on the issues that are important to them, engage with the candidates campaigning to represent you, and ensure that your voice is heard during these important elections.

Considering the challenges rural America is facing, we have seen Congress and the Trump Administration take steps towards providing help. The 2018 Farm Bill has been overdue for modernization for some time now. Significant policy reform that has been needed in a new Farm Bill was implemented in the One Big Beautiful Bill Act of 2025 strengthening the farm safety net and offering longer-term certainty for farmers and ranchers navigating rising input costs, volatile markets and weather uncertainty. Already in 2026, the House Agriculture Committee has passed an updated Farm Bill with the House showing their support for ushering this bill to final passage.

Out of the White House, we have seen President Trump wield executive actions to implement many of his policies that he promoted on the campaign trail. The two biggest headlines impacting producers, an aggressive tariff policy and rising tensions in the Middle East, have created some economic uncertainty, but we continue to see the President reinforce his support for farmers and rural America. The Administration has led on important programs like the Hurricane Helene Block Grant program and the Farmer Bridge Assistance program. Programs that deliver much-needed relief from natural and economic disasters impacting producers' bottom line. The President has championed migrant labor program reform that the agricultural industry has asked for for years, saving Georgia producers who rely on this workforce millions of dollars, and he has worked to deregulate overly burdensome environmental regulations on farmers, landowners, and small businesses. While there is mounting pressure in the headlines, many are optimistic that the Administration will continue to push policies that are positive for the agriculture industry.

The Georgia General Assembly has been focused on providing financial relief for all Georgians – small businesses, families, and farmers alike. Whether it is income tax relief, property tax reform, or individual tax rebates, the General Assembly and Governor Brian Kemp's office have delivered billions of dollars in tax relief in the past few years, and we are seeing that trend continue. We expect to see a proposal to stabilize homestead property taxes, and the state income tax will fall below five percent for the first time in history, both milestone accomplishments. Specifically, to the agriculture industry, a forest product manufacturer's tax credit is being championed by leadership in the General Assembly, which would incentivize new investment in the forestry industry. This is in direct response to the mill closures during 2025 which shook the industry and left landoweners across the state with devalued timber on the stump with no financially viable market.

Along with the push to provide relief for timberland owners, the Chairs of the House and Senate Agriculture and Consumer Affairs Committee, Representative Robert Dickey and Senator Russ Goodman, have created the Joint Study Committee on the Generational Sustainability of Family Farms. This study committee will travel around the state, meeting after the conclusion of the 2026 legislative session, to hear from farmers about the biggest barriers preventing the next generation from returning to the farm and explore solutions to the challenging farm economy.

Both our leaders at the federal and state levels have heard the concerns of those in rural communities and pledged their commitment to providing support. At Georgia Farm Bureau, we work to ensure the values of Georgia's farm families are well represented in Washington, D.C., and Atlanta. As the largest general farm organization in the state, we represent over 230,000 members serving as the voice for Georgia agriculture. To stay up to date on the latest happenings, visit gfb.org, where you can engage in action alerts, read our legislative reports, and sign up for email alerts. To view information about the upcoming elections, visit gfb.org/i-farm-i-vote. These resources provide in-depth information on policies affecting farmers, foresters, and rural communities and give users an avenue to engage on policy by making their voice heard.

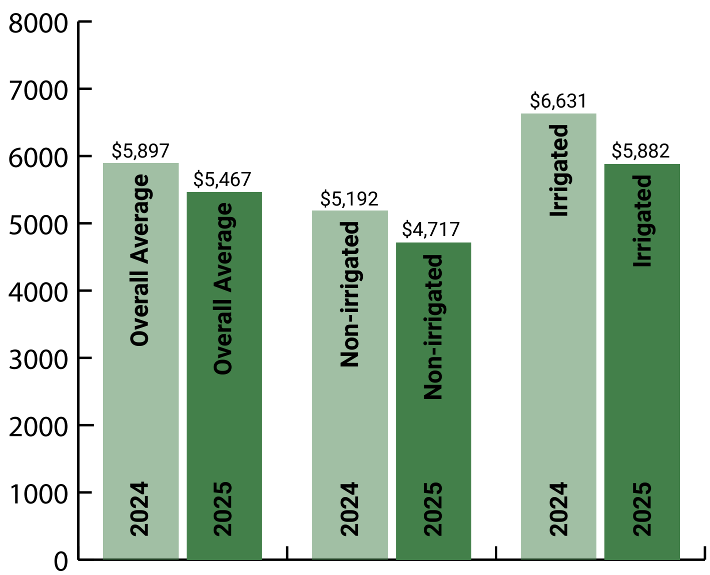
Adam Belflower
State Affairs Manager
Georgia Farm Bureau

Farm and Cropland

2025 Sales Activity

In 2025, the Georgia farmland market took a slight step back in regard to the overall number of transactions and the values achieved. For the last five years, Georgia's agricultural land has experienced significant appreciation, and now, it appears that the weight of low commodity prices, a weakened demand for some agricultural products, and major increases across the board for farm inputs has begun to finally slow the rapid appreciation of Georgia's farmland. In 2024, we tracked 151 cultivated transactions that averaged $5,897 per acre overall, with the non-irrigated average resulting in $5,192 per acre and the irrigated average resulting in $6,631 per acre. Throughout 2025, Saunders tracked a total of 101 verified cultivated farm transactions across 48 counties. These farm transactions ranged from 18 acres to over 4,800 acres. Altogether, there were a total of 39,525 acres that accounted for $229,119,785 in total sales volume. This sales data produces an overall average price per acre of $5,486 for Georgia cultivated farmland in 2025. To provide a further breakdown of this data, we separated these cultivated transactions into irrigated and non-irrigated categories. There were 36 non-irrigated farmland transactions that sold for an average of $4,717 per acre, and there were 65 irrigated farmland transactions that sold for an average of $5,913 per acre. This sales data represents a wide variety of cultivated farms across the state that produce row crops, forage crops, and vegetables. Collectively, 24's farmland data compared to 25's data does possibly indicate that Georgia's farmland market is 'cooling'. A noteworthy, cultivated sale from 2025 was a 4,859-acre irrigated farm in Crawford County that sold for $30,264,000, which was $6,228 per acre.

Sales Price Per Acre By Region of the State



In addition to the cultivated sales, we also tracked several pecan and blueberry transactions throughout the state. There were 6 notable pecan orchard transactions that resulted in a total of 1,565 acres averaging $7,246 per acre. A key pecan orchard transaction was a 533.94-acre orchard in Crawford County that sold for $4,909,746, which was $9,195 per acre. A major blueberry transaction was a 222.15-acre farm in Brantley County that sold for $2,650,000, which was for $11,929 per acre. Whether it be pecans, blueberries, peaches, etc., the Georgia market for permanent plantings farmland has remained resilient.

State Agricultural Overview

According to the University of Georgia College of Agricultural and Environmental Sciences, stagnant commodity prices combined with rising production costs point to a challenging outlook for many major crops in Georgia in 2026. Cotton producers remain under significant financial strain as high input costs, elevated interest rates, and weak market prices continue to generate negative profit margins for many Georgia growers. Global competition has also contributed to suppressed prices, as expanding production in Brazil, China's shift away from U.S. cotton imports, and global supplies exceeding demand have intensified market pressure. With cotton futures possibly remaining in the 60-cent range and production costs still high, growers are expected to carefully manage expenses and rely on effective marketing strategies to reduce financial risk. Peanut acreage is projected to remain high across Georgia, keeping production levels elevated and placing downward pressure on prices due to potential oversupply. Depending on trade conditions, peanut prices could reach approximately $500–$550 per ton under favorable export scenarios but may remain closer to $350–$475 per ton if significant trade improvements do not occur, leaving profitability uncertain and highlighting the need for expanded markets and stronger demand. Other row crops such as corn, soybeans, and wheat are also expected to face tight margins, as projected prices are near or even below the breakeven cost of production; however, Georgia growers may increase corn acreage slightly while soybean and wheat plantings are expected to remain similar to the previous year. Within the specialty crop sector, blueberries are expected to remain the leading fruit and tree-nut commodity in Georgia in 2026, maintaining their dominant position unless an unforeseen event disrupts production. The pecan industry, while still strong, is unlikely to regain its previous leadership position within the fruits and nuts category in the near term as it recovers from market pressures and extensive damage from Hurricane Helene. Vegetable production trends show a gradual decline in harvested acreage, although total value is projected to increase due to improved yields resulting from better agricultural practices, research, and extension support. Vegetable prices are expected to remain volatile, but consumer price indexes should stay strong, and consumption—after reaching one of its lowest levels in the past decade—is projected to rebound in 2026.

Overall, Georgia farmers experienced a mixed economic year in 2025, with profitability varying significantly by commodity, but many crops faced weak prices and limited profits. Because price projections for most Georgia crops remain relatively flat heading into 2026, farm cash receipts are unlikely to improve substantially. As a result, the ongoing cost-price squeeze is expected to persist, with net returns above total costs remaining negative for several commodities, particularly cotton and peanuts. In response to these economic pressures, many Georgia farmers shifted acreage from cotton to peanut production in 2025, marking the first time in several decades that peanut acreage exceeded cotton acreage in the state, a trend that is likely to continue unless cotton prices experience a significant recovery.

Market Outlook

The demand for high quality, producing Georgia farmland is anticipated to remain steady, but the pressure of weakened commodity prices, elevated input costs, and access to operating capital will likely result in a downward or flattened shift for the value and profitability of Georgia's 2026 farmland market. As producers tighten their margins and carefully manage their operations, the appetite for new farmland acquisitions or scaling an operation through leasing more ground may experience a slight decrease this year. With cultivated farmland trading at an average of $5,467 per acre and irrigated land rent rates climbing as high as $300-$350 per acre in some cases, the current profitability of Georgia's major row crops may not support the investment captial required to purchase or lease the ground needed to scale one's operation.

Conclusion

Despite the current challenges, agriculture remains the largest industry in the state, and Georgia remains a top national contender in the production of crops such as peanuts, cotton, pecans, watermelons, peaches, onions, bell peppers, and sweet corn. With nearly 10 million acres of farmland, a pristine climate, access to good water, and a productive soil composition, agriculture will prevail and continue as a critical pillar of Georgia's economy. Which in return, will protect the current and future value of Georgia's highly sought after farmland across the state's growing regions. Whether you are seeking advisory on the farmland market or on your farm's value, Saunders Land can support your needs.

Top 3 Transactions

$30,264,000 • 4,859 acres • Crawford County

$11,300,000 • 1,381 acres • Jefferson County

$11,300,000 • 1,576 acres • Jefferson County

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Transitional Land

The State of Transitional Land in Georgia's Rural Corridors

In Georgia real estate circles, the term “transitional land” carries real weight — these are the tracts sitting at the edge of what was and what will be. Transitional land is the raw material of growth, and in today's market it is being watched more carefully than ever.

Based on 55 verified sales totaling over $243 million, encompassing nearly 9,700 acres across 32 Georgia counties in 2025, what follows is a measured look at where this market stands and what landowners, developers, and investors should understand before making their next move.

A Market of Two Speeds

The statewide average price per acre across all transactions was $35,199, but the median was $25,593, a gap that reveals how premium transactions are pulling the average upward. The full spread ran from $6,132 to $266,568 per acre, a range of more than 40-to-1. That is not noise. It is a signal that transitional land in Georgia is not one market, it is many, operating simultaneously.

Breaking the data into buckets makes the picture clearer:

- 11% of transactions came in below $10,000 per acre
- 38% fell between $10,000 and $25,000
  (the core of Georgia's rural transitional market)
- 29% transacted between $25,000 and $50,000
- 22% exceeded $50,000 per acre
  (largely metro-adjacent or near-finished-lot deals where significant pre-sale work had already been completed)

Density, or more precisely, the expectation of density, is one of the primary engines driving that spread. A tract priced at $6,000 per acre is typically being valued as raw rural land with a long, uncertain path to development. A tract priced at $50,000 or more per acre almost always reflects an underlying assumption of higher residential density (more lots per acre), closer proximity to infrastructure, and a shorter runway from closing to construction. When a developer underwrites a 40-lot subdivision on 20 acres versus a 40-lot subdivision on 200 acres, the math on what they can pay per acre is radically different. That relationship between anticipated density and land basis is the single most important variable explaining why two tracts of similar size in neighboring counties can trade at prices 10 times apart, and why landowners should be cautious about using any single comparable sale as a pricing benchmark without understanding the density assumptions embedded in it.

Metro-Adjacent vs. Rural Corridor

Metro-adjacent counties in the Atlanta orbit accounted for 34 of 55 verified transactions at an average of $43,836 per acre. Rural and secondary-market corridors, anchored by markets such as Rome, Savannah, Warner Robins, Albany, and Valdosta, accounted for the remaining 21 transactions at an average of $21,216 per acre, roughly half the metro-adjacent figure. The counties generating the most repeat transaction activity were Henry, Hall, Forsyth, Cherokee, Jackson, and Floyd markets, where residential demand has been consistent and builder pipelines remain active.

The Middle Georgia corridor, stretching through Houston, Peach, and surrounding counties, deserves particular attention. Verified transactions in this region showed active residential development interest at per-acre figures ranging from the mid-teens to nearly $19,000 per acre on tracts between 145 and 467 acres. For developers priced out of metro-adjacent basis figures, this corridor offers comparable demand fundamentals at a significantly lower cost of entry, driven by a major federal employment anchor, growing logistics activity, and housing affordability that remains well below Atlanta-area levels.

> Margin is created through entitlement, site planning, and risk reduction of land.

The Intermediate Transaction

A notable pattern in the data involves the same tract selling twice within a calendar year as land moves from raw acquisition to builder-ready delivery. In several verified instances, prices appreciated 20% or more between the first and second closing, within 90 to 180 days. That gain was not market appreciation. It was entitlement work, site planning, and risk reduction. That is where the margin lives in today's transitional land market.

The Public Builder Posture: More Seller Than Buyer

Perhaps the most counterintuitive finding in the dataset: national public builders appeared on the sell side four times more often than the buy side. Builder sell-side transactions totaled approximately $46.6 million versus roughly $10.4 million on the buy side. These builders are offloading entitled lots and platted phases, not aggressively acquiring raw land. Elevated carrying costs and investor pressure on capital efficiency are driving balance sheet discipline.

The buyers absorbing this inventory are overwhelmingly private; 95% of all transactions involved a private LLC, regional developer, or individual on the acquiring side. For landowners expecting a national builder to be their direct buyer for raw, unentitled land - the data suggests that outcome is increasingly unlikely. The more probable buyer is a private regional developer or investment LLC with established builder relationships.

Caution Flags and Closing Thought

Headwinds remain real. Elevated interest rates continue to weigh on absorption velocity, and parcels in slower-turnover counties, particularly Southwest Georgia, are showing extended marketing periods. Zoning complexity across Georgia's 159 counties, combined with environmental constraints that can materially reduce developable yield, means due diligence matters more than ever. The 40-to-1 price spread in this dataset is a clear reminder that not all offers reflect market value for a specific property.

The transitional land market in Georgia's rural corridors is a story of recalibration — selective, disciplined private capital pursuing real opportunities while larger players manage down their exposure. The demand is real. The acres are there. The opportunity belongs to those who understand the market they are actually in.

Top 3 Transactions

$60,000,000 • 326 acres • Coweta County

$50,000,000 • 368 acres • Coweta County

$40,000,000 • 130 acres • Spalding County

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North Georgia

North Georgia's land market remained active throughout 2025, supported by recreational demand, rural residential migration, and expanding development pressure along the northern edge of the Atlanta metropolitan region. Verified sales data shows 30,698 acres transacted across 195 sales totaling approximately $250 million, representing a diverse mix of recreational tracts, rural estate properties, agricultural land, and development-oriented holdings.

Although North Georgia represented a relatively small share of total acreage transacted across Georgia's primary land regions, the area accounted for a disproportionately larger share of total transaction activity and value. The region generated roughly 11% of statewide acreage transacted but approximately 16% of total transaction volume and deal count, reflecting smaller average tract sizes and significantly higher per-acre pricing compared with Central and South Georgia markets.

This structural difference highlights the unique characteristics of the North Georgia land market. Whereas Central and South Georgia are largely driven by large-scale agricultural production and timberland investment, North Georgia transactions are more commonly influenced by recreational ownership, rural residential demand, and long-term development potential. As a result, land values in the region are often shaped by lifestyle demand, proximity to metropolitan population centers, and future land-use flexibility.

At the same time, the broader economic influence of the Atlanta metropolitan region continues to reshape the region's land market. The Atlanta area added more than 60,000 residents between 2024 and 2025, and long-range forecasts project the metropolitan population growing from approximately 6.3 million residents today to nearly 7.9 million by 2050. As employment growth and residential development expand outward from the metropolitan core, surrounding counties throughout North Georgia are experiencing increasing development pressure.

Pricing Structure by Land Type

Per-acre pricing across North Georgia varies significantly by land use, reflecting the region's mix of recreational ownership, rural residential demand, agricultural use, and development potential.

Verified sales data shows timberland transactions averaged approximately $3,881 per acre, while recreational and hunting properties averaged $4,213 per acre. These properties are typically larger tracts of mixed pine and hardwood timberland with established wildlife habitat and internal road systems, attracting buyers focused on recreation, hunting, or long-term timber investment.

Agricultural land types commanded moderately higher values. Farms and cropland averaged approximately $6,207 per acre, while ranches and pastureland averaged $7,779 per acre. These properties generally include improved pasture, fencing infrastructure, and smaller-scale agricultural operations supporting cattle, equestrian uses, or diversified farming.

The highest pricing in the region is tied to residential and development-driven demand. Acreage and estate properties averaged approximately $19,745 per acre, reflecting strong demand for rural homesites, hobby farms, and family compounds within commuting distance of Atlanta. Transitional land reached the upper end of the market, averaging approximately $97,050 per acre for parcels positioned for residential, commercial, or mixed-use development.

Quarterly transaction patterns in 2025 further illustrate market structure. Activity was concentrated in the first half of the year, led by Q1 with 10,443 acres across 89 transactions totaling approximately $107 million, followed by Q2 with 9,570 acres across 63 transactions totaling roughly $81 million. Together, these two quarters accounted for the majority of annual volume. Activity moderated in the second half, with Q3 recording 8,628 acres across 33 transactions totaling approximately $53.8 million and Q4 declining to 1,758 acres across eight transactions totaling roughly $7.8 million.

Overall, the wide pricing range highlights that land values in North Georgia are driven less by pure agricultural productivity and more by location, parcel size, and long-term development potential.

Hunting and Recreational Land

Recreational land represented the largest share of acreage sold in North Georgia during 2025, with 15,136 acres transacted across 72 transactions totaling approximately $55.9 million, averaging $4,213 per acre.

These properties typically feature mixed hardwood and pine timber stands, established wildlife habitat, and internal road systems. The region's mountainous terrain and proximity to the Atlanta metropolitan area make it particularly attractive to recreational buyers seeking hunting properties, weekend retreats, or long-term land ownership.

With more than 6 million residents living within a two-hour drive of much of North Georgia's mountain region, demand for privately owned recreational land has remained consistently strong.

Ranches and Pastureland

Ranch and pastureland properties accounted for 2,241 acres across 17 transactions, averaging $7,779 per acre. These properties typically consist of improved pasture, fencing infrastructure, and smaller agricultural operations supporting cattle production, equestrian activities, or diversified farming.

Compared with large cattle operations common in South Georgia, ranch properties in North Georgia tend to be smaller and more diversified. Buyers often value these properties for a combination of agricultural use, rural residential potential, and recreational ownership.

Timberland

Timberland transactions totaled 3,737 acres across eight sales, averaging $3,881 per acre. These properties generally consist of mixed pine and hardwood timber stands and are often acquired for long-term timber management, hunting, or recreational ownership.

Unlike timber markets in Central and South Georgia, where pricing is closely tied to timber inventory and production potential, North Georgia timberland values are frequently influenced by recreational demand and proximity to population centers.

Farms and Cropland

Farms and cropland represented a smaller share of the market, with 767 acres transacted across three sales averaging $6,207 per acre. Agricultural operations in North Georgia are typically smaller and more fragmented than those found in the row-crop regions of South Georgia.

As a result, cropland transactions often involve diversified farms, hobby operations, or mixed-use properties rather than large-scale commercial agriculture. Pricing in this segment is frequently influenced by residential demand in addition to agricultural productivity.

Transitional

Transitional land commanded the highest prices in the North Georgia market during 2025. Verified sales data indicates 1,866 acres sold across 24 transactions totaling nearly $70 million, averaging $97,050 per acre.

Investment in Infrastructure

Much of this activity is concentrated along the northern growth corridors of the Atlanta metropolitan region, where infrastructure investment and population growth are reshaping historically rural landscapes.

Logistics and Manufacturing Expansion

Hall County has emerged as one of the most significant economic centers in North Georgia. The county's population has grown from roughly 139,000 residents in 2000 to more than 213,000. Long-term projections suggest the county could exceed 328,000 residents by 2040. Industrial expansion along the I-985 corridor and the development of new freight infrastructure linking regional manufacturers to the Port of Savannah are strengthening the region's role as a logistics and manufacturing hub.

Industrial Growth Along I-75 and I-575

To the northwest of Atlanta, Bartow and Cherokee counties have experienced significant industrial expansion along the I-75 and I-575 corridors. Bartow County's Highland 75 industrial campus, a 782-acre master-planned industrial development near Cartersville, has attracted major manufacturing and logistics investment. Employment growth associated with these projects continues to drive residential development and increasing demand for nearby transitional land.

Residential Expansion Along GA-400

Northeast of Atlanta, Dawson County has experienced rapid residential expansion along the GA-400 corridor, particularly near Dawsonville. Population growth and suburban expansion northward from Forsyth County have driven new residential communities, retail centers, and mixed-use development throughout the corridor. Land historically used for timber production or agriculture in these areas is increasingly being repositioned for residential and commercial development.

Market Outlook

North Georgia is expected to remain one of the most dynamic land markets in the state as population growth and economic expansion across the Atlanta metropolitan region continue to reshape surrounding rural counties.

The Atlanta metropolitan area is projected to add more than 1.5 million residents over the next 25 years, expanding the region's population to nearly 7.9 million by 2050. As development pressure expands outward, counties throughout North Georgia will likely continue to experience rising demand for residential land, recreational property, and development-ready tracts.

Recreational ownership and rural lifestyle demand are expected to continue supporting steady transaction activity across the region's mountain and foothill counties. At the same time, industrial investment, infrastructure improvements, and employment growth along major transportation corridors, including Interstate 75, Interstate 575, Interstate 985, and GA-400, are likely to sustain strong pricing for transitional land.

Taken together, these demographic, economic, and infrastructure trends position North Georgia as one of the most active and evolving land markets in the state. As metropolitan expansion continues to reshape the region's rural landscape, North Georgia will likely remain a focal point for both lifestyle buyers and long-term land investors seeking exposure to one of the fastest-growing regions in the Southeast.

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Contributors

This market report was made possible by Saunders Real Estate land professionals and staff, and a professional network of real estate appraisers and consultants.

Dean Saunders, ALC, CCIM

Founder, Managing Director

Dean Saunders has received national and regional recognition for his sales performance. In 2026, the REALTORS® Land Institute (RLI) named him APEX 2025 Broker of the Year for Ag Land Ranch Sales for the second consecutive year, an APEX Top Twenty National Producer for the ninth consecutive year, and a recipient of the ALC-to-ALC Networking Award. He was also recognized as the 2024 Land REALTOR® of America and APEX 2023 Region 10 Broker of the Year. Dean earned the APEX Top National Producer award as the nation's top land broker in 2021, an honor he also received in 2020 and 2018. Additionally, he received the National Commercial Award from the National Association of REALTORS® (NAR) in 2025, 2022, 2021, and 2020.

Tyler Davis, ALC

President

Tyler Davis drives the firm's strategic initiatives to ensure continued growth and success throughout the US competitive real estate market. He is responsible for guiding the firm's geographic expansion, diversifying its service offerings, and positioning the company for long-term sustainability. Tyler is dedicated to maintaining a deep commitment to landowners and fostering a culture where colleagues and clients alike are treated like family. His commitment to operational excellence and data-driven decision-making ensures Saunders Real Estate continues to meet the evolving needs of its clients while staying true to its mission of service and stewardship.

Austin Fisher

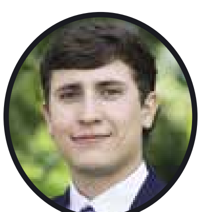
Regional Managing Director

Austin Fisher is a Regional Managing Director and Advisor at Saunders Real Estate in Thomasville, Georgia, specializing in land acquisition and development. A former U.S. Marine Corps attack helicopter pilot, he holds an MBA from the Acton School of Business and a Bachelor of Science from Florida State University.

Mike Matre, ALC, RF, ACF

Senior Advisor

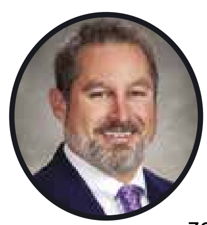
Mike specializes in land sales, land acquisitions, land management, land development, land investment analysis, timber sales and appraisal, and complete forestry services. He also runs his own forestry business through Matre Forestry Consulting, Inc., which he founded in 1999. He holds a real estate broker license and a forestry license in Georgia and Alabama.



Chap Shuman

Advisor

Chap is a native of Southeast Georgia and helps landowners capitalize on the financial potential of their agricultural, recreational, and timberland assets. With a deep appreciation for land ownership, he educates landowners on the value of their property, and he ensures his clients are served in the highest capacity.



Russell Dye, ALC, CCIM

Regional Managing Director

Russell specializes in commercial and land brokerage throughout Metro Atlanta and the Southeast. He has extensive experience in acquisitions and dispositions, development, zoning and entitlements, and investment properties across several asset classes. Russell's expertise spans land, industrial, and low-income housing tax credit multi-family properties.

Don Clark

Advisor

Don had a successful 30-year career with the University of Georgia Agricultural Extension, focusing on agricultural support in Thomas and Grady Counties. His extensive fieldwork involved collaborating closely with farmers and livestock producers to enhance their agricultural practices, including pest and disease management, nutritional planning, and livestock sire selection.

Troy Amos, RF

Associate Advisor

Born and raised in Columbus, Georgia, Troy has developed a deep understanding and appreciation for the local environment and its unique characteristics. Troy is both a Registered Forester and a Certified Burn Manager in the states of Georgia and Alabama. These certifications further highlight his expertise in forestry, land management, and controlled burning practices.

For nearly 30 years, our brokerage has provided a full-service experience with land advisors who are experts with diverse backgrounds, advanced training, industry leadership, community involvement, and proven success.

Our native Georgian team members are passionate about the state and aim to bring value to their clients through effective real estate marketing strategies. Strong exposure to the market backed by local, highly experienced agents translates to landowners receiving top-dollar for their property.

Todd Davis

Senior Advisor

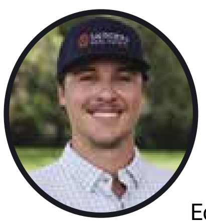
Todd is an accomplished real estate professional with over 25 years in the industry. His experience ranges from real estate investing, investment property sourcing, land and commercial development, and analysis and management in commercial banking specializing. He is a trusted leader in his industry, and highly-respected in regarding his clients.

Tom Tuggle

Advisor

Tom lives in Perry, Georgia, and works with buyers and sellers of agriculture, recreational, and timberland in the Middle and South Georgia areas. Tom worked with a full-service timber company for more than eight years. With experience in the timber industry, he provides his clients valuable insights into the local timberland and recreational land markets.

Saunders Real Estate Research Team



Zane Mueller

Associate Advisor & Lead Research Analyst

Zane Mueller has a strong background in agriculture, having worked in crop genetics, produce brokerage, and horticulture research. Holding a Bachelor's in Food and Resource Economics and a Master's in Real Estate from the University of Florida, he combines marketing expertise with deep knowledge of Florida's landscape to serve clients, specializing in North Central Florida and the Nature Coast.

Luke Dierlam

Associate Advisor & Research Analyst

Luke specializes in vacant commercial land, commercial development analysis, and site selection strategy, providing detailed market research and valuation insight to support acquisition, disposition, and leasing assignments across Tampa Bay and Central Florida. Luke holds a Bachelor of Science in Real Estate from Florida State University and began his career with the firm as an intern before transitioning into a full-time advisory and research role.

Richard 'Mac' Bayless

Associate Advisor & Research Analyst

Richard "Mac" Bayless specializes in medical office and industrial real estate. With a background in finance from Colorado Mesa University and experience in investment portfolio management and market research, he provides strategic real estate solutions and thorough due diligence for his clients.

Kennon Jones

Associate Advisor & Research Analyst

Kennon specializes in farms & cropland, hunting & recreation land, and timberland. He earned his BSBA in Financial Management from the University of Arkansas. As a licensed advisor, Kennon also analyzes market trends, verifies land sales, and supports property valuations while building strong relationships with clients across Arkansas.

Special thanks to Research Analyst Ramon Balbin

2025 Sales Data

Timberland

County	Sale Date	Sale Price	Acres	Price Per Acre
Bacon	3/10/2025	$475,000	124	$3,826
Bacon	5/21/2025	$679,000	218	$3,111
Ben Hill	2/7/2025	$397,585	159	$2,500
Bleckley	1/27/2025	$316,550	127	$2,499
Brantley	4/1/2025	$439,000	130	$3,365
Brooks	4/1/2025	$1,077,750	240	$4,500
Burke	4/29/2025	$2,938,098	1,013	$2,900
Butts	5/19/2025	$6,455,570	1,171	$5,511
Camden	4/18/2025	$296,657	128	$2,318
Camden	6/18/2025	$6,508,844	1,901	$3,423
Charlton	4/16/2025	$1,800,000	680	$2,649
Clinch	5/15/2025	$7,020,300	3,426	$2,049
Clinch	5/15/2025	$2,572,500	1,185	$2,171
Clinch	7/15/2025	$8,924,250	4,249	$2,100
Coffee	2/13/2025	$650,000	148	$4,392
Crawford	4/15/2025	$805,600	254	$3,176
Crawford	7/28/2025	$1,300,000	344	$3,781
Crawford	9/30/2025	$6,000,000	3,174	$1,890
Crawford	10/9/2025	$1,444,620	482	$3,000
Decatur	1/13/2025	$653,542	127	$5,146
Dodge	5/7/2025	$1,600,000	446	$3,587
Dodge	5/7/2025	$1,300,000	430	$3,022
Dodge	10/3/2025	$479,808	152	$3,148
Dodge	10/27/2025	$675,000	134	$5,048
Dooly	7/30/2025	$400,000	79	$5,063
Dooly	9/22/2025	$490,000	124	$3,968
Early	3/6/2025	$2,583,000	1,230	$2,100
Elbert	9/18/2025	$130,000	23	$5,682
Emanuel	2/6/2025	$8,637,900	2,183	$3,957
Gordon	5/8/2025	$320,000	125	$2,560
Gordon	8/21/2025	$640,051	136	$4,709
Hancock	2/25/2025	$1,200,000	497	$2,414
Harris	2/5/2025	$2,000,000	1,851	$1,080
Jeff Davis	2/6/2025	$5,049,117	1,265	$3,993
Jefferson	2/26/2025	$1,725,000	500	$3,451
Jenkins	6/24/2025	$985,000	331	$2,977
Johnson	10/10/2025	$541,053	187	$2,900
Jones	2/13/2025	$310,000	123	$2,516
Jones	2/20/2025	$625,000	133	$4,695
Jones	4/8/2025	$250,000	133	$1,880
Jones	10/20/2025	$623,415	125	$5,000

Timberland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Lamar	5/9/2025	$1,544,989	349	$4,424
Laurens	3/27/2025	$3,500,000	1,145	$3,057
Laurens	6/26/2025	$2,136,100	1,068	$2,000
Laurens	8/15/2025	$3,400,000	1,103	$3,084
Lincoln	10/21/2025	$285,863	54	$5,250
Long	5/30/2025	$450,000	130	$3,462
Long	6/10/2025	$4,591,200	1,580	$2,906
Long	8/8/2025	$2,943,278	866	$3,400
Lowndes	10/30/2025	$602,000	173	$3,487
Macon	2/25/2025	$3,419,756	768	$4,452
Macon	3/26/2025	$675,000	135	$5,000
Macon	4/14/2025	$1,214,848	379	$3,205
Macon	8/15/2025	$4,150,000	1,017	$4,082
Marion	4/14/2025	$370,000	128	$2,899
Marion	5/6/2025	$265,650	154	$1,724
Marion	6/20/2025	$4,056,309	1,057	$3,838
McDuffie	7/17/2025	$1,000,000	142	$7,033
Mitchell	2/27/2025	$637,963	240	$2,658
Mitchell	7/14/2025	$1,249,905	419	$2,985
Monroe	5/12/2025	$467,236	106	$4,425
Monroe	5/20/2025	$4,968,214	1,147	$4,331
Monroe	7/25/2025	$615,000	124	$4,976
Monroe	8/13/2025	$640,234	135	$4,742
Oglethorpe	6/5/2025	$608,000	136	$4,481
Oglethorpe	7/23/2025	$5,491,296	1,525	$3,600
Oglethorpe	9/29/2025	$2,650,463	1,408	$1,883
Pierce	3/7/2025	$349,300	173	$2,019
Pierce	6/25/2025	$1,704,376	449	$3,800
Polk	1/30/2025	$531,977	129	$4,136
Quitman	1/3/2025	$2,600,000	827	$3,146
Randolph	1/3/2025	$485,000	123	$3,943
Randolph	1/31/2025	$14,000	5	$2,800
Schley	6/20/2025	$5,281,747	1,177	$4,489
Screven	4/29/2025	$847,000	234	$3,621
Stewart	4/08/2025	$1,344,432	640	$2,101
Sumter	2/7/2025	$3,071,600	1,518	$2,023
Sumter	4/23/2025	$3,465,000	1,084	$3,196
Sumter	4/29/2025	$1,447,952	381	$3,800
Sumter	6/20/2025	$2,875,234	1,049	$2,742
Talbot	5/30/2025	$420,829	150	$2,800
Taliaferro	5/30/2025	$750,000	191	$3,922

denotes Saunders Land sale

2025 Sales Data

Timberland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Taylor	1/09/2025	$7,900,000	1,341	$5,891
Terrell	4/23/2025	$2,950,000	1,015	$2,907
Toombs	8/26/2025	$100,000	23	$4,363
Turner	7/2/2025	$687,500	136	$5,069
Twiggs	2/17/2025	$1,095,372	366	$2,989
Upson	1/30/2025	$2,252,316	1,308	$1,722
Upson	4/30/2025	$1,276,219	385	$3,318
Upson	7/1/2025	$4,215,830	1,005	$4,194
Upson	9/19/2025	$1,025,000	290	$3,536
Upson	9/30/2025	$8,000,000	2,531	$3,160
Ware	2/27/2025	$458,007	128	$3,578
Ware	3/18/2025	$5,754,243	2,219	$2,593
Warren	5/1/2025	$803,700	246	$3,273
Warren	8/15/2025	$715,000	184	$3,881
Washington	4/16/2025	$280,258	127	$2,200
Washington	6/12/2025	$350,000	133	$2,642
Wayne	2/6/2025	$11,309,931	3,030	$3,733
Wayne	4/28/2025	$398,500	110	$3,623
Wayne	6/20/2025	$5,996,500	2,371	$2,529
Webster	6/20/2025	$1,500,710	474	$3,167
Whitfield	6/23/2025	$1,025,120	256	$4,000
Wilcox	5/2/2025	$800,000	237	$3,376
Wilkinson	3/18/2025	$2,935,000	1,264	$2,322
Wilkinson	5/1/2025	$1,479,203	477	$3,104
Wilkinson	5/15/2025	$764,100	255	$3,000
Wilkinson	5/15/2025	$764,100	255	$3,000

denotes Saunders Land sale

Ranches and Pastureland

County	Sale Date	Sale Price	Acres	Price Per Acre
Appling	5/12/2025	$100,000	41	$2,413
Appling	5/16/2025	$1,200,000	252	$4,760
Atkinson	5/28/2025	$1,002,860	501	$2,000
Bibb	6/30/2025	$755,000	100	$7,550
Burke	3/11/2025	$200,000	50	$4,000
Calhoun	3/3/2025	$576,000	538	$1,071
Camden	5/30/2025	$999,999	128	$7,808
Chattooga	7/1/2025	$550,000	192	$2,865
Cherokee	3/17/2025	$1,650,000	216	$7,640
Clarke	4/23/2025	$794,562	132	$6,040
Colquitt	1/29/2025	$782,000	135	$5,805
Crawford	2/10/2025	$200,000	38	$5,255
Crawford	3/10/2025	$320,000	77	$4,151
Crawford	4/30/2025	$1,100,000	273	$4,026
Dade	2/27/2025	$1,090,000	137	$7,974
Dooly	5/21/2025	$595,000	117	$5,072
Elbert	2/4/2025	$1,025,000	192	$5,335
Floyd	5/16/2025	$217,890	73	$3,000
Franklin	2/13/2025	$2,700,000	278	$9,727
Franklin	2/25/2025	$600,000	77	$7,815
Franklin	2/28/2025	$300,000	24	$12,386
Franklin	3/7/2025	$426,703	44	$9,751
Franklin	3/27/2025	$680,000	80	$8,488
Glascock	4/18/2025	$162,125	47	$3,468
Gordon	1/27/2025	$1,001,557	102	$9,778
Hancock	8/15/2025	$442,840	111	$4,004
Haralson	2/20/2025	$2,700,000	199	$13,552
Haralson	10/31/2025	$1,500,000	130	$11,551
Jackson	7/16/2025	$1,110,120	111	$10,000
Jeff Davis	3/14/2025	$112,080	56	$2,000
Johnson	7/18/2025	$121,119	67	$1,803
Lanier	11/7/2025	$299,811	73	$4,128
Laurens	5/22/2025	$700,000	128	$5,456
Laurens	8/5/2025	$600,000	221	$2,410
Lincoln	8/22/2025	$1,500,000	175	$8,575
Macon	2/6/2025	$1,021,311	240	$4,264
Macon	5/5/2025	$2,500,795	244	$10,250
Macon	5/29/2025	$2,307,450	160	$14,404
Marion	3/11/2025	$165,000	48	$3,416
McDuffie	4/30/2025	$1,907,675	109	$17,500
Mitchell	3/14/2025	$411,256	112	$3,675

2025 Sales Data

Ranches and Pastureland cont.				
County	**Sale Date**	**Sale Price**	**Acres**	**Price Per Acre**
Mitchell	8/4/2025	$2,280,000	480	$4,750
Monroe	6/30/2025	$515,100	59	$8,736
Morgan	1/9/2025	$656,200	62	$10,653
Oglethorpe	3/20/2025	$500,000	235	$2,129
Oglethorpe	4/7/2025	$1,400,000	115	$12,220
Oglethorpe	6/20/2025	$1,200,000	185	$6,480
Pulaski	6/2/2025	$108,000	20	$5,405
Putnam	1/14/2025	$2,017,440	280	$7,205
Seminole	9/25/2025	$325,000	63	$5,128
Seminole	9/25/2025	$300,000	63	$4,733
Spalding	7/31/2025	$1,150,000	137	$8,139
Stephens	3/17/2025	$408,000	44	$9,362
Taylor	2/21/2025	$319,645	183	$1,750
Taylor	4/25/2025	$350,000	55	$6,375
Telfair	4/17/2025	$135,000	149	$909
Troup	5/16/2025	$357,491	76	$4,700
Walker	4/1/2025	$1,000,000	137	$7,299
Walton	1/16/2025	$1,020,990	225	$4,545
Wilkes	3/11/2025	$500,000	127	$3,952

Hunting and Recreational

County	Sale Date	Sale Price	Acres	Price Per Acre
Appling	2/6/2025	$2,147,274	724	$2,967
Appling	2/7/2025	$721,301	291	$3,074
Appling	4/10/2025	$161,700	34	$4,750
Appling	5/7/2025	$186,200	49	$3,800
Atkinson	4/24/2025	$185,000	64	$2,913
Atkinson	6/18/2025	$445,760	111	$4,000
Atkinson	7/23/2025	$1,208,969	390	$3,100
Bacon	2/6/2025	$1,931,931	551	$3,506
Bacon	4/7/2025	$400,287	93	$4,300
Bacon	9/30/2025	$134,900	19	$7,012
Baker	2/28/2025	$2,444,000	430	$5,686
Baker	2/28/2025	$551,133	119	$4,627
Baker	4/24/2025	$1,859,800	462	$4,027
Baldwin	2/13/2025	$1,581,613	487	$3,250
Baldwin	3/4/2025	$450,000	103	$4,388
Baldwin	6/9/2025	$575,000	168	$3,419
Banks	6/12/2025	$795,160	103	$7,689
Bartow	1/17/2025	$1,081,423	212	$5,110
Bartow	1/17/2025	$397,956	354	$1,125
Bartow	5/19/2025	$487,978	180	$2,717
Ben Hill	4/1/2025	$317,229	100	$3,172
Ben Hill	6/23/2025	$530,000	138	$3,837
Berrien	1/31/2025	$128,687	23	$5,681
Bleckley	2/19/2025	$597,280	187	$3,198
Bleckley	4/11/2025	$167,310	64	$2,600
Brantley	3/14/2025	$750,000	393	$1,909
Brantley	5/14/2025	$460,000	177	$2,605
Brantley	7/11/2025	$500,000	137	$3,650
Brantley	9/8/2025	$190,000	114	$1,667
Brooks	6/12/2025	$310,000	156	$1,983
Bryan	2/6/2025	$1,351,020	340	$3,971
Bulloch	1/31/2025	$475,219	82	$5,792
Bulloch	3/3/2025	$552,360	140	$3,934
Bulloch	3/24/2025	$600,000	134	$4,482
Bulloch	5/22/2025	$639,364	180	$3,548
Bulloch	10/17/2025	$300,000	52	$5,743
Burke	1/31/2025	$1,593,350	488	$3,267
Burke	2/4/2025	$432,000	90	$4,805
Burke	2/4/2025	$116,133	42	$2,750
Burke	2/6/2025	$219,373	82	$2,660
Burke	2/11/2025	$1,150,000	477	$2,411
Burke	2/26/2025	$250,000	56	$4,471
Burke	2/28/2025	$453,798	134	$3,387

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Burke	3/25/2025	$431,520	144	$3,002
Burke	3/26/2025	$182,380	33	$5,500
Burke	4/9/2025	$1,886,500	548	$3,443
Burke	4/14/2025	$105,250	21	$5,000
Butts	1/30/2025	$500,000	168	$2,983
Butts	4/2/2025	$534,000	100	$5,333
Butts	9/15/2025	$1,201,416	192	$6,244
Butts	10/28/2025	$2,139,777	317	$6,750
Calhoun	1/14/2025	$1,285,425	276	$4,657
Calhoun	2/28/2025	$3,789,142	922	$4,110
Calhoun	3/31/2025	$252,000	53	$4,800
Calhoun	5/1/2025	$1,714,500	488	$3,513
Calhoun	5/5/2025	$185,625	55	$3,375
Calhoun	6/12/2025	$372,901	101	$3,706
Calhoun	9/18/2025	$1,124,881	414	$2,717
Camden	1/15/2025	$175,000	52	$3,355
Camden	2/20/2025	$550,000	244	$2,254
Camden	2/28/2025	$100,000	19	$5,241
Camden	3/3/2025	$128,000	22	$5,918
Camden	4/30/2025	$120,000	24	$5,076
Candler	8/15/2025	$980,000	186	$5,269
Carroll	1/27/2025	$865,000	111	$7,779
Carroll	4/3/2025	$650,000	158	$4,124
Carroll	5/13/2025	$1,075,404	244	$4,400
Carroll	5/28/2025	$1,962,000	326	$6,018
Charlton	3/19/2025	$190,000	65	$2,911
Charlton	7/11/2025	$325,752	78	$4,200
Charlton	9/12/2025	$2,379,398	890	$2,673
Chattahoochee	7/31/2025	$120,000	99	$1,207
Chattahoochee	8/8/2025	$250,000	99	$2,515
Chattahoochee	8/8/2025	$198,000	99	$1,992
Chattooga	3/5/2025	$552,000	398	$1,385
Chattooga	4/9/2025	$167,000	108	$1,546
Chattooga	6/6/2025	$1,362,500	565	$2,410
Chattooga	7/11/2025	$493,657	152	$3,251
Chattooga	8/11/2025	$1,960,000	451	$4,350
Chattooga	8/26/2025	$1,500,000	282	$5,323
Chattooga	8/26/2025	$350,000	193	$1,816
Chattooga	10/5/2025	$642,000	155	$4,134
Clay	1/13/2025	$950,000	259	$3,670
Clay	1/31/2025	$718,256	319	$2,250

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Clay	4/24/2025	$188,246	59	$3,200
Clay	6/27/2025	$995,600	267	$3,732
Clay	7/2/2025	$873,356	183	$4,768
Clay	7/11/2025	$250,000	113	$2,211
Clay	10/24/2025	$1,362,912	426	$4,181
Clay	11/5/2025	$1,001,800	250	$3,870
Clinch	5/13/2025	$610,000	188	$3,250
Clinch	5/15/2025	$913,500	435	$2,098
Coffee	1/10/2025	$340,000	154	$2,203
Coffee	2/3/2025	$132,000	78	$1,699
Coffee	2/4/2025	$1,200,000	248	$4,832
Coffee	3/4/2025	$195,488	52	$3,750
Coffee	3/7/2025	$1,263,000	274	$4,609
Coffee	3/10/2025	$177,550	36	$5,000
Coffee	5/29/2025	$470,000	200	$2,356
Coffee	7/31/2025	$1,050,500	219	$4,803
Colquitt	2/20/2025	$2,895,185	291	$9,962
Colquitt	9/8/2025	$704,925	110	$6,408
Cook	4/14/2025	$140,000	28	$5,000
Cook	9/9/2025	$3,158,831	800	$3,950
Cook	9/25/2025	$776,555	185	$4,200
Cook	9/25/2025	$168,000	40	$4,200
Cook	10/30/2025	$866,580	151	$2,722
Crawford	1/6/2025	$1,000,000	482	$2,073
Crawford	1/15/2025	$459,873	184	$2,500
Crawford	2/20/2025	$140,000	38	$3,645
Crawford	3/7/2025	$142,000	25	$5,735
Crawford	3/18/2025	$135,000	36	$3,724
Crawford	3/25/2025	$328,000	72	$4,581
Crawford	4/8/2025	$590,000	217	$2,724
Crawford	5/9/2025	$115,000	25	$4,613
Crawford	5/14/2025	$2,073,000	640	$3,241
Crawford	5/30/2025	$165,000	33	$4,930
Crawford	6/25/2025	$685,181	214	$3,200
Crawford	8/1/2025	$952,700	272	$3,500
Crawford	10/29/2025	$2,366,875	676	$3,500
Crawford	11/5/2025	$875,000	217	$3,718
Crisp	1/31/2025	$242,500	64	$3,789
Crisp	4/9/2025	$584,325	167	$3,500
Dade	1/9/2025	$1,100,000	195	$5,634
Dade	4/15/2025	$2,175,000	858	$2,535

2025 Sales Data

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Dawson	5/5/2025	$525,000	228	$2,299
Decatur	2/26/2025	$165,600	36	$4,600
Decatur	5/19/2025	$1,700,000	439	$3,868
Decatur	5/19/2025	$825,000	165	$3,772
Decatur	6/13/2025	$1,979,198	471	$4,200
Dodge	1/21/2025	$676,500	198	$3,422
Dodge	2/18/2025	$920,367	291	$3,167
Dodge	2/26/2025	$166,050	33	$5,000
Dodge	3/6/2025	$953,783	482	$1,979
Dodge	3/6/2025	$693,660	483	$1,438
Dodge	3/20/2025	$350,000	96	$3,657
Dodge	4/9/2025	$354,375	101	$3,500
Dodge	4/25/2025	$450,000	101	$4,444
Dodge	5/1/2025	$126,440	94	$1,345
Dodge	5/20/2025	$366,510	122	$3,000
Dodge	5/22/2025	$200,000	59	$3,390
Dodge	6/4/2025	$325,000	100	$3,250
Dodge	6/17/2025	$841,912	253	$3,334
Dodge	6/20/2025	$386,536	102	$3,800
Dodge	6/25/2025	$328,050	72	$4,558
Dooly	2/3/2025	$2,000,000	332	$6,015
Dooly	3/31/2025	$525,000	100	$5,250
Dougherty	6/11/2025	$1,530,000	230	$6,652
Early	2/21/2025	$716,400	235	$3,047
Early	4/4/2025	$280,000	104	$2,694
Early	4/7/2025	$558,000	155	$3,600
Early	6/24/2025	$293,600	61	$4,800
Effingham	2/26/2025	$100,000	40	$2,500
Effingham	4/15/2025	$195,000	135	$1,445
Effingham	9/24/2025	$1,708,309	536	$3,185
Elbert	1/8/2025	$1,150,000	254	$4,536
Elbert	1/29/2025	$135,000	27	$5,077
Elbert	3/3/2025	$1,040,000	378	$2,752
Elbert	5/7/2025	$1,713,438	713	$2,404
Elbert	5/8/2025	$125,125	36	$3,500
Elbert	6/20/2025	$765,625	199	$3,849
Elbert	7/11/2025	$399,894	195	$2,050
Elbert	7/24/2025	$1,375,000	217	$6,332
Elbert	9/26/2025	$273,000	54	$5,103
Elbert	9/26/2025	$106,696	18	$5,901
Elbert	10/1/2025	$2,330,000	463	$5,035
Elbert	10/1/2025	$414,163	78	$5,300
Elbert	10/17/2025	$420,750	79	$5,298

denotes Saunders Land sale

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Elbert	10/17/2025	$130,350	23	$5,573
Elbert	10/24/2025	$137,414	35	$3,925
Emanuel	2/4/2025	$509,160	170	$3,000
Emanuel	3/4/2025	$765,000	255	$3,000
Emanuel	3/5/2025	$750,000	303	$2,475
Emanuel	3/10/2025	$765,000	593	$1,290
Emanuel	5/20/2025	$128,345	37	$3,500
Emanuel	7/2/2025	$593,450	211	$2,813
Emanuel	7/16/2025	$127,875	49	$2,634
Emanuel	7/18/2025	$799,858	246	$3,250
Emanuel	7/24/2025	$419,250	214	$1,959
Emanuel	7/28/2025	$3,426,168	966	$3,547
Emanuel	7/28/2025	$1,173,831	331	$3,546
Emanuel	9/16/2025	$595,000	198	$2,998
Emanuel	9/17/2025	$786,000	330	$2,381
Evans	2/6/2025	$2,015,660	422	$4,776
Evans	2/20/2025	$1,122,184	200	$5,600
Evans	5/13/2025	$1,750,000	462	$3,788
Evans	9/25/2025	$725,000	460	$1,576
Fannin	1/24/2025	$200,000	57	$3,490
Floyd	1/6/2025	$860,000	266	$3,233
Floyd	1/9/2025	$469,830	153	$3,062
Floyd	3/6/2025	$1,200,000	355	$3,378
Floyd	6/1/2025	$950,000	190	$5,011
Floyd	7/1/2025	$760,000	190	$4,009
Floyd	8/15/2025	$975,000	236	$4,138
Floyd	9/11/2025	$1,086,130	253	$4,300
Floyd	9/22/2025	$2,551,181	497	$5,130
Gilmer	1/28/2025	$235,200	98	$2,400
Gilmer	3/25/2025	$263,503	199	$1,325
Gilmer	6/2/2025	$1,350,000	172	$7,848
Gilmer	9/17/2025	$900,000	223	$4,030
Glascock	3/14/2025	$111,701	51	$2,185
Glascock	3/24/2025	$363,479	100	$3,625
Glascock	4/17/2025	$220,000	112	$1,972
Glascock	4/18/2025	$280,000	77	$3,632
Glascock	5/8/2025	$459,960	149	$3,085
Glascock	6/25/2025	$400,000	182	$2,198
Glascock	10/23/2025	$550,000	116	$4,858
Gordon	3/6/2025	$560,000	102	$5,490
Gordon	3/25/2025	$162,359	35	$4,638
Gordon	4/15/2025	$1,130,000	263	$4,297
Gordon	6/6/2025	$1,010,162	249	$4,060

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational cont.				
County	**Sale Date**	**Sale Price**	**Acres**	**Price Per Acre**
Gordon	6/6/2025	$355,000	252	$1,406
Gordon	6/13/2025	$249,100	47	$5,300
Gordon	7/14/2025	$886,338	216	$4,100
Gordon	7/23/2025	$480,396	114	$4,200
Gordon	8/14/2025	$410,680	75	$5,475
Grady	2/21/2025	$1,075,000	197	$5,469
Grady	8/1/2025	$203,000	35	$5,800
Greene	1/16/2025	$1,400,000	236	$5,936
Greene	1/16/2025	$467,500	100	$4,685
Greene	2/20/2025	$1,122,089	192	$5,838
Greene	2/26/2025	$245,000	42	$5,785
Greene	3/25/2025	$439,700	118	$3,742
Greene	10/23/2025	$412,650	66	$6,300
Habersham	1/30/2025	$170,455	68	$2,522
Habersham	6/4/2025	$242,000	157	$1,542
Hancock	1/28/2025	$264,788	88	$2,995
Hancock	1/31/2025	$300,000	72	$4,143
Hancock	2/3/2025	$1,400,000	307	$4,568
Hancock	2/28/2025	$3,465,451	894	$3,875
Hancock	3/4/2025	$400,000	126	$3,174
Hancock	3/21/2025	$235,868	59	$4,022
Hancock	4/15/2025	$255,000	100	$2,548
Hancock	6/6/2025	$619,500	207	$3,000
Hancock	6/20/2025	$230,000	64	$3,594
Hancock	7/24/2025	$1,100,000	245	$4,483
Hancock	10/7/2025	$2,150,000	500	$4,300
Hancock	10/8/2025	$500,000	128	$3,902
Haralson	2/3/2025	$145,236	37	$3,921
Haralson	2/21/2025	$100,000	35	$2,874
Haralson	2/26/2025	$180,092	41	$4,400
Haralson	2/28/2025	$235,000	39	$6,024
Haralson	3/5/2025	$1,200,000	109	$10,978
Haralson	3/17/2025	$150,000	56	$2,675
Haralson	4/15/2025	$670,000	176	$3,809
Haralson	5/1/2025	$215,000	86	$2,497
Harris	1/14/2025	$979,350	131	$7,500
Harris	1/16/2025	$783,576	89	$9,248
Harris	2/3/2025	$1,080,000	200	$5,400
Harris	2/15/2025	$316,946	137	$2,307
Harris	2/21/2025	$220,000	110	$2,457
Harris	2/26/2025	$235,680	29	$8,000
Harris	4/07/2025	$1,396,054	243	$5,745
Harris	4/23/2025	$1,120,000	551	$2,032

denotes Saunders Land sale

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Harris	4/28/2025	$1,396,054	243	$5,750
Harris	6/5/2025	$489,850	118	$4,153
Harris	6/30/2025	$940,000	151	$6,217
Harris	7/18/2025	$518,000	88	$5,880
Harris	9/18/2025	$658,000	102	$6,480
Harris	10/10/2025	$362,200	129	$2,864
Harris	10/16/2025	$220,000	25	$8,800
Harris	12/03/2025	$965,250	136	$7,109
Heard	1/9/2025	$340,000	91	$3,735
Heard	1/9/2025	$247,203	63	$3,898
Heard	2/5/2025	$182,627	45	$4,059
Heard	2/11/2025	$758,665	172	$4,418
Heard	4/4/2025	$195,512	36	$5,495
Heard	4/9/2025	$259,598	63	$4,101
Heard	5/20/2025	$290,000	58	$4,972
Heard	10/2/2025	$800,000	208	$4,524
Heard	10/15/2025	$358,740	48	$7,489
Houston	2/07/2025	$2,000,000	198	$10,095
Jackson	5/30/2025	$1,700,000	232	$7,314
Jasper	1/7/2025	$2,142,580	390	$5,500
Jasper	2/5/2025	$3,115,800	577	$5,400
Jasper	3/21/2025	$480,000	200	$2,403
Jasper	6/5/2025	$850,000	169	$5,030
Jefferson	2/7/2025	$685,826	206	$3,327
Jefferson	3/4/2025	$1,770,264	421	$4,200
Jefferson	3/18/2025	$620,393	118	$5,250
Jefferson	5/13/2025	$831,180	317	$2,625
Jefferson	6/5/2025	$1,900,000	533	$3,562
Jefferson	7/9/2025	$595,732	288	$2,069
Jefferson	8/22/2025	$154,025	108	$1,423
Jenkins	2/10/2025	$1,389,253	369	$3,761
Jenkins	2/20/2025	$147,735	42	$3,500
Jenkins	9/12/2025	$468,000	112	$4,175
Johnson	5/30/2025	$655,930	316	$2,078
Johnson	9/26/2025	$409,722	197	$2,084
Jones	3/4/2025	$655,650	279	$2,351
Jones	3/14/2025	$565,786	306	$1,850
Jones	10/10/2025	$761,600	536	$1,421
Lanier	3/7/2025	$264,500	106	$1,522
Laurens	2/10/2025	$2,293,714	787	$2,916
Laurens	2/18/2025	$1,255,100	358	$3,503
Laurens	3/18/2025	$820,000	293	$2,802
Laurens	3/25/2025	$122,343	31	$3,900

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Laurens	4/1/2025	$315,579	137	$2,299
Laurens	4/21/2025	$152,430	51	$3,000
Laurens	4/24/2025	$269,727	119	$2,276
Laurens	4/28/2025	$624,330	178	$3,500
Laurens	4/29/2025	$197,610	56	$3,500
Laurens	5/13/2025	$641,567	165	$3,887
Laurens	6/25/2025	$359,478	200	$1,800
Laurens	7/14/2025	$192,577	95	$2,025
Laurens	7/30/2025	$1,600,000	397	$4,028
Laurens	7/31/2025	$105,000	19	$5,401
Laurens	10/27/2025	$127,020	21	$6,000
Lee	5/15/2025	$1,445,500	207	$7,000
Liberty	2/6/2025	$3,789,141	957	$3,959
Liberty	5/2/2025	$2,000,000	805	$2,484
Liberty	5/6/2025	$550,000	305	$1,803
Liberty	9/17/2025	$1,300,000	460	$2,827
Liberty	10/1/2025	$1,700,221	400	$4,250
Lincoln	2/18/2025	$997,876	454	$2,200
Lincoln	2/26/2025	$180,000	100	$1,798
Lincoln	4/28/2025	$160,480	38	$4,273
Lincoln	6/20/2025	$135,000	128	$1,054
Lincoln	6/30/2025	$495,126	93	$5,342
Lincoln	7/21/2025	$616,973	145	$4,250
Lincoln	10/10/2025	$185,000	24	$7,750
Lincoln	10/10/2025	$102,500	10	$10,079
Lincoln	10/17/2025	$500,100	167	$3,000
Lowndes	4/2/2025	$600,000	214	$2,805
Lowndes	5/16/2025	$430,000	308	$1,395
Lowndes	8/27/2025	$740,000	218	$3,392
Lowndes	10/15/2025	$2,025,000	423	$4,786
Lowndes	10/15/2025	$1,012,500	350	$2,893
Lowndes	10/17/2025	$5,472,000	608	$8,994
Lowndes	10/22/2025	$1,350,000	164	$8,217
Lumpkin	1/21/2025	$562,500	113	$4,978
Macon	4/03/2025	$205,000	50	$4,100
Macon	4/11/2025	$1,214,848	379	$3,205
Macon	6/16/2025	$800,000	164	$4,868
Macon	9/15/2025	$375,000	85	$4,398
Macon	9/29/2025	$2,486,490	532	$4,678
Macon	10/23/2025	$1,820,451	525	$3,468
Marion	1/2/2025	$703,700	227	$3,100
Marion	1/2/2025	$627,750	203	$3,100
Marion	1/30/2025	$760,000	202	$3,752
Marion	1/31/2025	$168,061	46	$3,650

denotes Saunders Land sale

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Marion	3/21/2025	$130,000	44	$2,980
Marion	3/26/2025	$1,036,143	203	$5,117
Marion	4/25/2025	$722,844	268	$2,700
Marion	5/30/2025	$195,709	71	$2,750
Marion	6/4/2025	$290,000	101	$2,864
Marion	6/6/2025	$366,911	203	$1,807
Marion	6/11/2025	$195,000	60	$3,250
Marion	6/13/2025	$120,000	108	$1,111
Marion	9/29/2025	$1,046,500	864	$1,212
McIntosh	2/10/2025	$170,000	51	$3,324
Meriwether	3/4/2025	$944,646	178	$5,307
Meriwether	4/7/2025	$1,924,640	335	$5,750
Meriwether	4/21/2025	$180,300	36	$5,000
Meriwether	5/5/2025	$800,000	200	$4,000
Meriwether	5/28/2025	$1,635,448	201	$8,122
Meriwether	5/30/2025	$645,320	110	$5,867
Meriwether	6/10/2025	$310,000	146	$2,117
Mitchell	5/9/2025	$138,600	27	$5,052
Mitchell	7/14/2025	$275,249	71	$3,901
Monroe	1/10/2025	$200,000	36	$5,511
Monroe	1/10/2025	$198,000	36	$5,500
Monroe	1/28/2025	$406,945	77	$5,286
Monroe	2/5/2025	$608,000	125	$4,859
Monroe	3/7/2025	$880,000	203	$4,346
Monroe	7/17/2025	$794,830	159	$5,000
Monroe	8/12/2025	$805,350	115	$7,000
Monroe	10/10/2025	$800,000	142	$5,627
Montgomery	3/18/2025	$336,600	120	$3,122
Montgomery	5/8/2025	$721,640	180	$4,006
Montgomery	5/15/2025	$1,314,756	365	$3,600
Morgan	2/25/2025	$900,000	178	$5,054
Morgan	3/28/2025	$960,000	160	$5,989
Morgan	7/11/2025	$5,826,660	958	$6,082
Morgan	8/25/2025	$1,917,090	274	$7,000
Morgan	10/22/2025	$7,276,000	753	$9,662
Murray	3/31/2025	$850,000	205	$4,139
Murray	6/23/2025	$718,350	239	$3,000
Murray	8/26/2025	$640,650	250	$2,563
Muscogee	5/13/2025	$300,000	105	$2,868
Newton	5/16/2025	$890,000	122	$7,299
Oglethorpe	3/24/2025	$879,000	217	$4,046
Oglethorpe	8/8/2025	$276,822	40	$6,902
Oglethorpe	9/23/2025	$138,069	20	$6,899

2025 Sales Data

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Oglethorpe	10/6/2025	$2,558,933	914	$2,800
Paulding	4/18/2025	$285,000	47	$6,045
Paulding	7/25/2025	$775,000	206	$3,757
Peach	4/11/2025	$261,943	92	$2,850
Peach	7/30/2025	$694,463	230	$3,015
Pickens	1/17/2025	$750,000	171	$4,378
Pierce	2/6/2025	$137,500	25	$5,500
Pierce	3/11/2025	$136,500	26	$5,198
Pierce	4/4/2025	$300,000	50	$6,000
Pierce	5/16/2025	$282,100	71	$3,987
Pierce	6/20/2025	$826,947	478	$1,731
Pierce	8/15/2025	$472,150	497	$950
Pierce	9/3/2025	$491,168	120	$4,110
Pierce	10/24/2025	$1,569,500	693	$2,264
Pierce	10/24/2025	$750,000	202	$3,721
Pike	2/14/2025	$1,286,985	151	$8,500
Polk	1/3/2025	$1,136,888	342	$3,320
Polk	2/5/2025	$900,000	212	$4,218
Polk	4/17/2025	$240,848	57	$4,250
Pulaski	1/09/2025	$259,900	15	$17,327
Pulaski	1/10/2025	$325,050	96	$3,396
Pulaski	1/17/2025	$343,574	101	$3,402
Pulaski	2/21/2025	$162,500	45	$3,639
Pulaski	7/18/2025	$600,000	150	$4,000
Putnam	2/7/2025	$650,000	174	$3,736
Putnam	2/10/2025	$807,140	139	$5,796
Putnam	5/23/2025	$162,000	54	$2,999
Putnam	6/11/2025	$1,402,496	427	$3,286
Quitman	2/20/2025	$115,000	22	$5,180
Quitman	4/23/2025	$865,655	250	$3,462
Quitman	5/15/2025	$151,935	51	$3,000
Randolph	3/26/2025	$868,780	310	$2,803
Randolph	5/30/2025	$740,000	158	$4,692
Randolph	7/28/2025	$1,247,106	437	$2,854
Randolph	9/5/2025	$1,000,000	297	$3,367
Randolph	9/9/2025	$2,360,000	309	$7,638
Randolph	10/24/2025	$667,465	211	$3,158
Richmond	1/27/2025	$125,000	33	$3,788
Richmond	2/27/2025	$400,375	114	$3,521
Richmond	3/5/2025	$355,000	68	$5,183
Richmond	4/2/2025	$365,000	79	$4,614
Schley	5/01/2025	$757,729	184	$4,118
Schley	5/1/2025	$757,729	185	$4,100

denotes Saunders Land sale

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Schley	9/3/2025	$719,736	180	$4,000
Schley	10/20/2025	$2,650,000	236	$11,249
Screven	1/9/2025	$1,834,251	631	$2,909
Screven	1/10/2025	$1,745,376	364	$4,800
Screven	1/28/2025	$735,000	157	$4,690
Screven	4/9/2025	$1,300,000	128	$10,173
Screven	5/2/2025	$578,000	98	$5,895
Screven	5/21/2025	$790,182	293	$2,700
Screven	10/3/2025	$331,683	58	$5,700
Screven	10/23/2025	$520,388	118	$4,400
Screven	11/12/2025	$2,050,000	586	$3,501
Seminole	2/28/2025	$180,000	61	$2,929
Seminole	8/24/3022	$171,480	86	$2,000
Stewart	2/21/2025	$169,582	48	$3,500
Stewart	3/24/2025	$610,000	233	$2,618
Stewart	3/24/2025	$285,000	130	$2,192
Stewart	3/26/2025	$256,250	110	$2,328
Stewart	4/10/2025	$375,000	112	$3,348
Stewart	4/17/2025	$1,344,433	640	$2,100
Stewart	5/23/2025	$148,500	56	$2,666
Stewart	7/7/2025	$201,735	104	$1,511
Stewart	7/9/2025	$575,000	227	$2,531
Stewart	7/28/2025	$2,897,004	812	$3,566
Stewart	8/01/2025	$357,081	147	$2,429
Stewart	9/12/2025	$380,800	225	$1,692
Stewart	11/06/2025	$433,323	227	$1,909
Sumter	7/10/2025	$2,550,000	494	$5,158
Sumter	7/15/2025	$2,210,000	731	$3,024
Talbot	1/10/2025	$815,567	281	$2,900
Talbot	1/14/2025	$1,350,000	294	$4,595
Talbot	2/05/2025	$560,448	202	$2,774
Talbot	2/10/2025	$560,448	200	$2,805
Talbot	2/13/2025	$570,150	115	$4,976
Talbot	2/14/2025	$450,008	142	$3,273
Talbot	2/21/2025	$556,605	206	$2,701
Talbot	4/7/2025	$204,356	39	$5,250
Talbot	4/21/2025	$665,000	211	$3,150
Talbot	6/3/2025	$250,000	139	$1,799
Talbot	6/6/2025	$713,460	165	$4,337
Talbot	6/26/2025	$850,000	298	$2,852
Talbot	8/29/2025	$205,400	51	$4,000
Tattnall	2/6/2025	$2,767,968	646	$4,285
Taylor	1/10/2025	$450,000	177	$2,542

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Taylor	1/24/2025	$359,625	153	$2,358
Taylor	1/24/2025	$290,000	73	$4,000
Taylor	1/28/2025	$151,500	30	$5,032
Taylor	2/3/2025	$850,000	200	$4,250
Taylor	2/21/2025	$198,000	113	$1,757
Taylor	2/21/2025	$174,600	59	$2,959
Taylor	3/26/2025	$410,760	137	$3,000
Taylor	3/28/2025	$150,000	31	$4,797
Taylor	4/16/2025	$450,000	104	$3,019
Taylor	5/5/2025	$159,360	55	$2,897
Taylor	6/10/2025	$969,076	250	$3,872
Taylor	6/13/2025	$175,000	30	$5,833
Taylor	6/24/2025	$671,000	180	$3,546
Taylor	8/8/2025	$1,600,000	194	$8,238
Telfair	1/7/2025	$525,000	235	$2,230
Telfair	1/17/2025	$557,040	192	$2,900
Telfair	2/28/2025	$241,000	153	$1,579
Telfair	3/24/2025	$505,000	166	$3,051
Telfair	4/4/2025	$180,000	101	$1,778
Telfair	8/6/2025	$1,834,487	964	$1,903
Telfair	8/6/2025	$665,513	258	$2,585
Telfair	10/3/2025	$275,000	141	$1,950
Terrell	2/26/2025	$718,449	239	$3,000
Terrell	5/30/2025	$950,000	191	$4,974
Terrell	8/22/2025	$2,661,842	548	$4,854
Thomas	9/26/2025	$2,605,409	364	$7,159
Tift	3/24/2025	$456,600	214	$2,133
Toombs	2/24/2025	$447,920	112	$4,000
Toombs	5/28/2025	$400,000	112	$3,569
Toombs	9/24/2025	$940,000	175	$5,371
Treutlen	2/19/2025	$162,000	78	$2,081
Treutlen	10/31/2025	$895,000	301	$2,972
Troup	1/17/2025	$180,000	67	$2,701
Troup	2/13/2025	$1,645,650	645	$2,550
Troup	2/25/2025	$700,000	265	$2,643
Troup	2/27/2025	$244,676	41	$5,975
Troup	9/4/2025	$144,738	48	$3,000
Troup	10/15/2025	$325,000	68	$4,791
Turner	7/15/2025	$2,260,031	551	$4,100
Turner	7/24/2025	$968,000	195	$4,964
Twiggs	2/26/2025	$322,500	199	$1,617
Twiggs	3/14/2025	$529,461	225	$2,353
Twiggs	3/28/2025	$435,000	100	$4,350

denotes Saunders Land sale

Hunting and Recreational cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Twiggs	4/4/2025	$365,000	122	$3,001
Twiggs	4/28/2025	$1,125,000	192	$5,875
Twiggs	6/11/2025	$933,240	311	$3,000
Twiggs	6/30/2025	$583,050	507	$1,150
Twiggs	10/7/2025	$344,000	280	$1,227
Twiggs	10/14/2025	$110,000	30	$3,688
Union	5/28/2025	$1,200,000	119	$10,057
Upson	1/2/2025	$1,650,000	979	$1,685
Upson	4/1/2025	$4,200,000	693	$6,059
Upson	4/1/2025	$1,103,524	327	$3,375
Upson	5/2/2025	$269,222	676	$398
Upson	5/15/2025	$1,184,372	354	$3,350
Upson	5/29/2025	$522,638	180	$2,900
Walker	4/7/2025	$515,000	104	$4,818
Walker	5/14/2025	$567,000	111	$4,846
Ware	1/28/2025	$470,000	112	$4,189
Ware	6/24/2025	$360,000	187	$1,922
Ware	7/1/2025	$250,000	102	$2,463
Warren	1/30/2025	$400,000	118	$3,383
Warren	2/11/2025	$801,299	260	$3,082
Washington	1/29/2025	$275,000	153	$1,797
Washington	2/6/2025	$400,000	177	$2,259
Washington	3/20/2025	$137,575	56	$2,438
Washington	4/30/2025	$660,000	173	$3,181
Washington	5/29/2025	$845,000	354	$2,385
Washington	6/6/2025	$640,000	247	$2,590
Washington	7/18/2025	$2,110,250	675	$3,125
Washington	8/5/2025	$600,000	407	$1,473
Washington	8/20/2025	$400,470	154	$2,605
Washington	9/30/2025	$495,000	176	$2,813
Washington	10/9/2025	$1,443,660	370	$3,900
Washington	10/20/2025	$750,000	274	$2,742
Wayne	4/4/2025	$178,800	64	$2,799
Wayne	4/8/2025	$519,712	136	$3,831
Wayne	5/23/2025	$400,000	100	$4,000
Wayne	6/17/2025	$3,502,894	885	$3,959
Wayne	7/18/2025	$831,720	166	$5,000
Webster	2/13/2025	$975,000	326	$2,987
Webster	5/23/2025	$2,254,524	375	$6,012
Webster	10/10/2025	$2,160,000	593	$3,644
Webster	10/10/2025	$2,160,000	583	$3,705
Wheeler	1/20/2025	$550,000	190	$2,895
Wheeler	6/12/2025	$110,000	36	$3,053

denotes Saunders Land sale

2025 Sales Data

Hunting and Recreational cont.				
County	**Sale Date**	**Sale Price**	**Acres**	**Price Per Acre**
Wheeler	8/19/2025	$435,000	180	$2,417
Whitfield	6/13/2025	$295,000	43	$6,805
Whitfield	6/20/2025	$425,000	75	$5,666
Wilcox	3/13/2025	$682,664	196	$3,475
Wilcox	6/23/2025	$547,305	166	$3,299
Wilkes	1/3/2025	$475,000	101	$4,717
Wilkes	1/8/2025	$1,307,875	496	$2,639
Wilkes	4/21/2025	$488,886	144	$3,400
Wilkes	4/29/2025	$234,090	104	$2,250
Wilkes	5/8/2025	$460,000	155	$2,970
Wilkes	8/13/2025	$2,000,000	972	$2,057
Wilkes	10/1/2025	$961,852	427	$2,253
Wilkinson	1/13/2025	$466,000	213	$2,191
Wilkinson	1/23/2025	$650,000	240	$2,708
Wilkinson	4/4/2025	$1,080,516	359	$3,013
Wilkinson	7/1/2025	$385,000	111	$3,468
Wilkinson	7/7/2025	$120,600	80	$1,508
Wilkinson	7/25/2025	$625,000	251	$2,494
Wilkinson	8/8/2025	$1,819,044	505	$3,600
Wilkinson	9/15/2025	$391,200	326	$1,200
Worth	2/17/2025	$420,000	100	$4,200
Worth	7/28/2025	$1,893,600	210	$9,000
Worth	9/5/2025	$1,313,646	219	$6,003
Worth	10/17/2025	$1,535,000	228	$6,732

Farms and Cropland

County	Sale Date	Sale Price	Acres	Price Per Acre	Type
Appling	1/8/2025	$323,900	55	$5,927	Non Irrigated
Bacon	4/16/2025	$410,200	84	$4,859	Non Irrigated
Baker	2/27/2025	$1,467,630	144	$10,213	Irrigated
Baker	3/4/2025	$1,234,500	291	$4,242	Irrigated
Baker	3/4/2025	$934,000	194	$4,819	Irrigated
Baker	3/10/2025	$382,758	50	$7,640	Irrigated
Baker	4/11/2025	$1,201,890	373	$3,223	Non Irrigated
Baker	4/28/2025	$1,200,000	182	$6,582	Irrigated
Berrien	4/10/2025	$113,467	32	$3,500	Non Irrigated
Bleckley	2/21/2025	$200,000	50	$4,000	Non Irrigated
Brooks	2/21/2025	$1,360,800	181	$7,500	Irrigated
Bulloch	5/28/2025	$355,494	56	$6,359	Non Irrigated
Bulloch	12/15/2025	$1,983,000	200	$9,938	Irrigated
Burke	1/21/2025	$6,425,000	1,245	$5,160	Irrigated
Burke	6/18/2025	$391,008	120	$3,250	Non Irrigated
Burke	7/3/2025	$3,600,000	535	$6,729	Irrigated
Calhoun	1/23/2025	$226,000	57	$4,000	Non Irrigated
Calhoun	4/4/2025	$600,000	112	$5,363	Irrigated
Calhoun	4/15/2025	$860,201	216	$3,982	Irrigated
Calhoun	6/27/2025	$475,038	114	$4,167	Irrigated
Calhoun	9/9/2025	$852,600	203	$4,192	Non Irrigated
Candler	1/28/2025	$2,211,875	438	$5,050	Non Irrigated
Clay	4/11/2025	$500,000	100	$4,989	Non Irrigated
Clinch	3/28/2025	$1,800,000	247	$7,275	Irrigated
Coffee	2/11/2025	$1,200,000	370	$3,241	Non Irrigated
Coffee	6/18/2025	$400,000	99	$4,061	Non Irrigated
Colquitt	3/6/2025	$3,410,000	484	$7,042	Irrigated
Colquitt	3/6/2025	$3,343,889	474	$7,056	Irrigated
Colquitt	4/1/2025	$2,376,820	466	$5,105	Non Irrigated
Cook	1/7/2025	$322,320	54	$6,000	Non Irrigated
Cook	5/14/2025	$159,000	30	$5,300	Non Irrigated
Cook	7/14/2025	$1,045,379	193	$5,403	Irrigated
Crawford	11/5/2025	$30,264,000	4,859	$6,228	Irrigated
Crisp	11/24/2025	$518,050	104	$4,999	Irrigated
Decatur	3/12/2025	$5,800,000	669	$8,664	Irrigated
Decatur	5/23/2025	$5,460,000	775	$7,041	Irrigated
Decatur	5/23/2025	$1,564,315	250	$6,257	Irrigated
Decatur	7/23/2025	$3,045,945	522	$5,835	Irrigated
Dooly	5/15/2025	$601,639	132	$4,571	Non Irrigated
Dooly	10/2/2025	$1,250,000	202	$6,203	Non Irrigated
Early	2/14/2025	$3,100,299	740	$4,188	Irrigated

denotes Saunders Land sale

2025 Sales Data

Farms and Cropland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre	Type
Early	3/31/2025	$1,200,000	193	$6,208	Irrigated
Emanuel	4/29/2025	$1,529,940	209	$7,306	Irrigated
Emanuel	10/23/2025	$1,075,000	222	$4,840	Irrigated
Grady	6/5/2025	$440,000	101	$4,377	Non Irrigated
Irwin	6/27/2025	$922,095	205	$4,500	Non Irrigated
Irwin	7/24/2025	$1,000,000	192	$5,207	Irrigated
Jeff Davis	8/18/2025	$5,981,139	1,480	$4,040	Irrigated
Jefferson	2/6/2025	$545,980	76	$7,162	Non Irrigated
Jefferson	3/31/2025	$4,800,000	563	$8,527	Irrigated
Jefferson	3/31/2025	$4,800,000	623	$7,705	Irrigated
Jefferson	5/28/2025	$11,300,000	1,381	$8,182	Irrigated
Jefferson	5/28/2025	$11,300,000	1,576	$7,169	Irrigated
Jefferson	12/17/2025	$570,000	142	$4,020	Irrigated
Jenkins	3/13/2025	$3,200,000	705	$4,536	Non Irrigated
Jenkins	4/15/2025	$2,780,000	540	$5,149	Irrigated
Jenkins	6/18/2025	$5,250,000	731	$7,179	Irrigated
Jenkins	6/18/2025	$5,250,000	793	$6,623	Irrigated
Johnson	2/19/2025	$5,000,000	970	$5,153	Irrigated
Laurens	1/28/2025	$593,955	185	$3,208	Non Irrigated
Laurens	2/10/2025	$2,327,750	481	$4,843	Irrigated
Lee	3/19/2025	$102,465	18	$5,647	Non Irrigated
Lee	6/23/2025	$3,050,000	528	$5,777	Irrigated
Lee	10/10/2025	$1,976,000	304	$6,507	Irrigated
Macon	3/31/2025	$980,000	166	$5,899	Non Irrigated
Miller	2/10/2025	$1,097,000	242	$4,533	Irrigated
Montgomery	10/30/2025	$915,000	150	$6,100	Irrigated
Pierce	2/21/2025	$150,000	43	$3,492	Non Irrigated
Polk	7/25/2025	$800,000	150	$5,333	Non Irrigated
Pulaski	5/27/2025	$435,000	101	$4,296	Non Irrigated
Pulaski	6/18/2025	$2,128,444	506	$4,204	Irrigated
Pulaski	7/7/2025	$397,000	110	$3,606	Non Irrigated
Randolph	4/2/2025	$750,000	212	$3,535	Irrigated
Randolph	5/15/2025	$1,546,600	298	$5,190	Irrigated
Schley	10/17/2025	$3,680,000	995	$3,699	Irrigated
Screven	6/30/2025	$1,025,000	189	$5,411	Non Irrigated
Screven	9/5/2025	$550,000	102	$5,394	Irrigated
Screven	9/23/2025	$7,100,000	1,189	$5,971	Irrigated
Screven	12/19/2025	$2,492,002	495	$5,032	Non Irrigated
Seminole	1/10/2025	$1,476,720	261	$5,658	Irrigated
Seminole	2/10/2025	$867,000	107	$8,087	Irrigated
Seminole	5/23/2025	$1,151,509	177	$6,520	Irrigated
Sumter	1/8/2025	$2,239,326	495	$4,523	Irrigated
Sumter	2/21/2025	$754,500	154	$4,891	Non Irrigated

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Farms and Cropland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre	Type
Sumter	4/17/2025	$2,469,600	525	$4,707	Irrigated
Tattnall	4/23/2025	$960,000	198	$4,844	Irrigated
Taylor	3/14/2025	$328,000	79	$4,142	Non Irrigated
Taylor	3/17/2025	$233,148	58	$4,000	Non Irrigated
Taylor	8/18/2025	$984,681	266	$3,700	Irrigated
Telfair	1/3/2025	$4,784,650	563	$8,500	Irrigated
Telfair	7/17/2025	$4,485,365	528	$8,500	Irrigated
Terrell	3/17/2025	$2,250,000	409	$5,499	Irrigated
Terrell	5/12/2025	$3,200,000	552	$5,797	Irrigated
Terrell	5/29/2025	$520,000	116	$4,469	Irrigated
Turner	4/24/2025	$1,252,004	245	$5,117	Irrigated
Turner	5/21/2025	$2,600,000	652	$3,990	Irrigated
Wayne	2/19/2025	$582,000	124	$4,694	Non Irrigated
Webster	3/6/2025	$1,128,000	286	$3,941	Irrigated
Wilcox	2/24/2025	$1,010,000	225	$4,497	Irrigated
Wilcox	3/26/2025	$2,296,895	400	$5,745	Non Irrigated
Worth	10/17/2025	$1,535,000	233	$6,588	Irrigated

Blueberry

County	Sale Date	Sale Price	Acres	Price Per Acre
Bacon	11/14/2025	$505,000	77	$6,558
Bacon	12/16/2025	$1,400,000	173	$8,092
Brantley	2/10/2025	$2,650,000	222	$11,929

Pecan

County	Sale Date	Sale Price	Acres	Price Per Acre
Dougherty	5/30/2025	$2,392,001	358	$6,678
Lee	2/7/2025	$1,518,750	197	$7,716
Hancock	3/17/2025	$930,000	112	$8,295
Emanuel	2/18/2025	$118,500	27	$4,315
Crawford	7/10/2025	$4,909,746	534	$9,195
Dougherty	4/15/2025	$2,450,000	337	$7,278

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PROTECTING YOUR LEGACY

Strategic Land Management for Long Term Value

SAUNDERS LAND

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2025 Sales Data

Transitional Land

County	Sale Date	Sale Price	Acres	Price Per Acre
Baldwin	2/28/2025	$387,040	48	$8,000
Bartow	1/17/2025	$4,330,000	28	$152,261
Bartow	2/5/2025	$1,400,000	1	$1,061,410
Bartow	2/28/2025	$16,500,000	431	$38,240
Brantley	3/17/2025	$12,266,988	390	$31,489
Bulloch	3/7/2025	$1,000,000	38	$26,233
Bulloch	4/1/2025	$1,750,000	31	$56,653
Chatham	5/15/2025	$10,566,384	62	$171,443
Chatham	5/15/2025	$7,689,216	78	$98,334
Clarke	1/9/2025	$2,400,000	64	$37,302
Clayton	1/16/2025	$3,307,700	46	$71,410
Clayton	1/17/2025	$15,607,400	35	$450,040
Coffee	1/28/2025	$1,130,413	129	$8,750
Coffee	2/21/2025	$550,000	129	$4,257
Coffee	7/21/2025	$411,000	19	$21,979
Colquitt	3/21/2025	$750,000	46	$16,143
Coweta	2/7/2025	$1,228,000	113	$10,873
Coweta	2/14/2025	$50,000,000	368	$135,866
Coweta	3/5/2025	$4,000,000	124	$32,253
Coweta	4/29/2025	$889,914	27	$33,305
Coweta	5/9/2025	$2,929,600	32	$92,155
Coweta	5/13/2025	$6,648,688	207	$32,122
Coweta	6/25/2025	$60,000,000	327	$183,705
Coweta	6/25/2025	$7,238,000	103	$70,000
Dekalb	3/28/2025	$1,545,526	19	$79,666
Effingham	2/6/2025	$4,950,000	26	$189,583
Effingham	3/10/2025	$34,200,000	445	$76,894
Effingham	6/17/2025	$4,400,000	28	$159,826
Floyd	6/27/2025	$8,042,650	221	$36,387
Forsyth	1/17/2025	$1,775,040	19	$93,227
Forsyth	1/21/2025	$275,000	23	$12,136
Forsyth	2/18/2025	$2,196,000	26	$85,781
Forsyth	2/18/2025	$1,800,000	34	$53,683
Forsyth	4/7/2025	$3,966,000	19	$204,222
Franklin	1/2/2025	$305,802	21	$14,500
Franklin	1/9/2025	$725,000	45	$16,100
Franklin	4/11/2025	$3,330,000	83	$40,364
Gordon	1/8/2025	$3,100,000	103	$30,041
Greene	4/3/2025	$4,144,000	259	$15,990
Gwinnett	3/21/2025	$3,300,000	23	$144,420
Hall	1/15/2025	$2,250,000	131	$17,176
Hall	8/28/2025	$4,992,480	42	$120,012
Henry	5/15/2025	$4,520,000	113	$40,007
Houston	7/24/2025	$4,200,000	157	$26,672

2025 Sales Data

Transitional Land cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Houston	10/16/2025	$1,353,000	27	$50,111
Houston	12/15/2025	$5,250,000	467	$11,242
Jackson	1/7/2025	$1,647,620	110	$14,964
Jackson	1/21/2025	$2,008,545	109	$11,085
Jackson	3/31/2025	$751,031	51	$14,689
Jackson	4/22/2025	$1,125,000	30	$37,338
Lamar	5/12/2025	$3,100,000	182	$17,053
Laurens	6/9/2025	$125,000	10	$12,500
Lee	5/22/2025	$125,000	7	$18,382
Lee	6/11/2025	$1,315,894	130	$10,114
Lee	11/12/2025	$812,500	22	$36,932
Lowndes	7/29/2025	$653,600	16	$40,002
McDuffie	2/14/2025	$263,937	21	$12,869
McIntosh	1/30/2025	$683,200	17	$40,000
McIntosh	7/30/2025	$687,921	17	$40,276
Meriwether	7/7/2025	$3,200,000	264	$12,144
Monroe	1/8/2025	$440,000	38	$11,702
Monroe	1/31/2025	$10,250,000	23	$448,381
Monroe	2/20/2025	$2,597,041	8	$328,282
Monroe	9/26/2025	$19,202,040	427	$45,364
Monroe	9/26/2025	$16,054,758	362	$44,412
Oconee	1/15/2025	$1,309,500	49	$26,746
Oconee	1/27/2025	$4,500,000	31	$146,056
Oconee	2/28/2025	$772,320	46	$16,892
Oconee	3/20/2025	$769,736	25	$30,913
Oconee	6/25/2025	$2,135,000	43	$49,895
Paulding	1/17/2025	$3,136,320	94	$33,501
Paulding	4/17/2025	$990,000	71	$13,889
Pickens	4/9/2025	$2,700,000	121	$22,377
Putnam	6/13/2025	$1,550,000	26	$58,980
Spalding	5/23/2025	$40,000,000	131	$305,694
Stephens	2/18/2025	$413,000	21	$20,127
Troup	1/8/2025	$440,000	11	$40,000
Troup	1/14/2025	$1,626,538	130	$12,500
Troup	3/28/2025	$2,783,400	46	$60,000
Troup	5/21/2025	$13,988,092	195	$71,588
Troup	5/27/2025	$1,816,913	79	$22,860
Troup	5/30/2025	$7,150,000	147	$48,679
Troup	7/11/2025	$1,912,625	166	$11,522

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